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N.Y. Textile Preview

July 2014

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WITH TECH**

TEXTILE TRENDS

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Textile Notes

Kingpins and Lenzing Go to the Movies, Première Vision's Sustainability Summit and Texworld's Focus on Fibers and FTC Labeling

Pacific Coast Knitting: High-End Knits, Made in LA

Technology

AM4U: Streamlining Manufacturing and Printing Without Water

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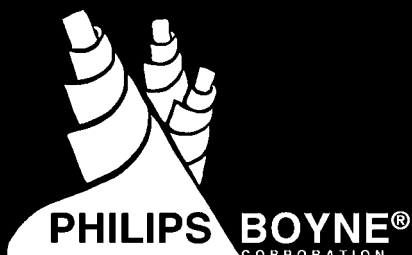


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TEXTILE NOTES

Pacific Coast Knitting: High-End Knitting in LA's Huntington Park

On a recent Friday afternoon at **Pacific Coast Knitting**, designers were browsing through headers in the company's showroom.

"We make a lot of high-end fabrics," said Mike Tolouee, owner of the Huntington Park, Calif.-based mill. "We use high-end fibers [such as] **Tencel**, silk, cashmere, Modal, angora, **Supima**, Italian yarns and 100 percent

ers' needs. Most of our customers' customers are specialty stores. The volumes are not high."

Pacific Coast Knitting works with contemporary and better misses designers, as well as high-end men's and some children's, Tolouee said.

Turn times are three to four weeks. And prices range from around \$2 per yard for basic styles up to \$12 per yard for specialty fibers.

The mill has been in its current location since 2002. Tolouee, who founded the company in 1990, started out making more basic goods but shifted the focus of the mill when commodity knits moved offshore.

"The last several years we have slowly evolved to high-end as the commodity market went away," he said.

The shift proved to be

a good move. The company's customer base has increased to more than 600 clients in recent years. To build out-of-state business, Pacific Coast Knitting exhibits at the **Los Angeles International Textile Show**, where the company landed customers from the East Coast, Texas, Chicago, Seattle and Florida, Tolouee said, adding that the recent interest in made-in-America fabrics has also helped bring in new customers.

"As you see, we've been very busy," he said.

For more information about Pacific Coast Knitting, visit www.pacificcknitting.com.

—Alison A. Nieder



linen, which right now is very strong."

Pacific Coast Knitting's showroom has racks of sweater knits, double-faced fabrics, sheer knits and styles with multi-color slubs, as well as basic fabrics.

"Everything is available for sampling. We don't carry any inventory," Tolouee said.

A short drive east from downtown Los Angeles, the 50,000-square-foot facility houses about 75 employees and 26 knitting machines. Because Pacific Coast Knitting knits to order, there are no minimums, Tolouee said.

"Our minimum is a dye lot," he said. "But we'll do small orders to fulfill our custom-

Première Vision Preview Summit to Cover Sustainability From Fast-Fashion to Luxe

Model and actress Amber Valetta and representatives of **Gucci**, **Eileen Fisher** and the **Council of Fashion Designers of America** will be on hand to discuss sustainability issues across the supply chain at the upcoming July 22–23 run of **Première Vision Preview New York** in its new location at **Pier 92** in New York.

Dubbed "Responsible Creation: Issues and Values for Fashion," the event will cover responsible creation in the textile and fashion sector.

"We decided that it was time to provide the market more content on this subject, which is a serious subject but which in some cases is treated not as seriously as we wish in the Première Vision style," said Guglielmo Olearo, Première Vision international exhibitions director. "Sometimes [sustainability is treated as] more of a marketing tool than a philosophy. Doing fashion in a more sustainable way is what's important for us to highlight."

Panelists include Valetta, who is founder of lifestyle brand **Master & Muse** and **Yoox** curator for a clothing, jewelry and accessories collection from environmentally responsible brands. This year, Valetta was also the face of **H&M's** sustainable **Conscious Exclusive** collection. Other panelists include Rossella Ravagli, head of Gucci's corporate sustainability and responsibility; Inka Apter, manager of fabric R&D at Eileen Fisher; Melissa Joy Manning, jewelry designer and member of the CFDA's Sustainability Committee; Giusy Bettoni, chief executive officer and founder of **C.L.A.S.S.**; April Crow, global sustainability director at the **Coca-Cola Co.**, which is developing a clothing

collection made from recycled soda bottles.

The summit will be held at 5 p.m. on July 22, and registration is required in advance. Organizers are anticipating between 120 and 150 attendees, Olearo said.

This will be the third time Première Vision has organized the sustainability panel, which was first held last September at **Première Vision Paris** and then in October at **Première Vision Shanghai**, Olearo said.

"Now we consider it is the right time for the American market to talk about the evolution of the new materials and eco sustainability," he said.

With the move from its longtime home at the **Metropolitan Pavilion and Altman Building**, Première Vision Preview New York will have more than 300 exhibitors representing high-end European and international textile mills," Olearo said.

"We are very proud to say we have the largest offer[ing] in terms of premium fabrics and design for the American market," he said.

Première Vision's textile print and surface design show, **Indigo New York**, will also be held at the same time at Pier 92.

In addition to trend seminars provided by **Color Portfolio**, **Promostyl**, **Design Options**, **Fusion Kids**, **Meaningful Fashion**, **In Mouy**, **Trendstop** and **Esp Trendlab** this year, Première Vision fashion director Sabine Le Chatelier will host a new seminar focusing on the colors of the season, as well as her presentation of Fall/Winter '15/16 season highlights and influences, Olearo said.

For more information, visit www.premiere-vision-newyork.com.—A.A.N.

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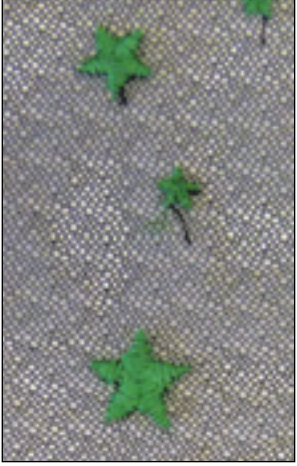
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Go Green

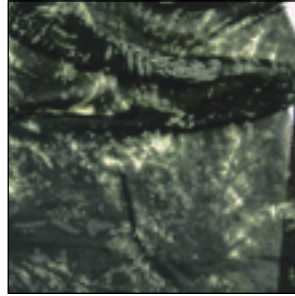
Textile designers go for the green with shades of forest, kelly, avocado and lime.



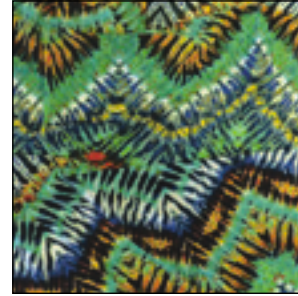
Solstiss #903763.F1



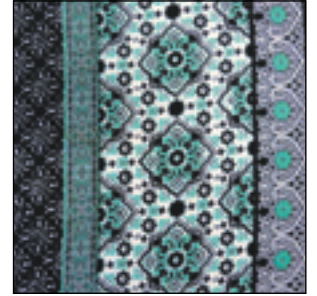
Bennett Silks #60048



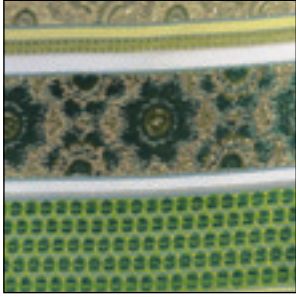
Confetti Fabrics #16436M



MJ Textile Inc. #NJ70-V29-01A



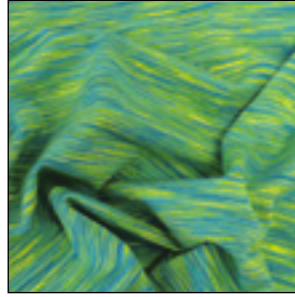
MJ Textile Inc. #B-600 E-50171



Denis & Fils #007088VSP100AA



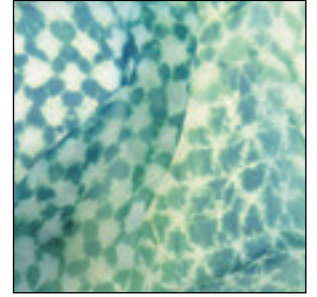
Bel Maille Creations #D972 R7600



NK Textile "Heather Knit"



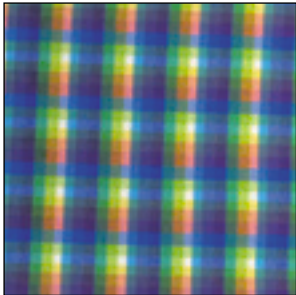
Robert Kaufman Fabrics #SRK-14651-238



Confetti Fabrics #24335M



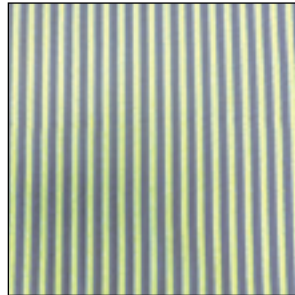
Textile Secrets International Inc. "Dripping Roses"



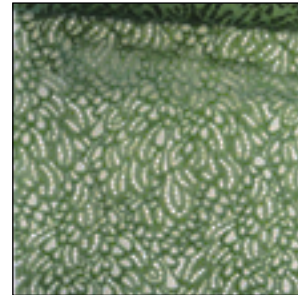
Taiana Blu #T840001 "Domex"



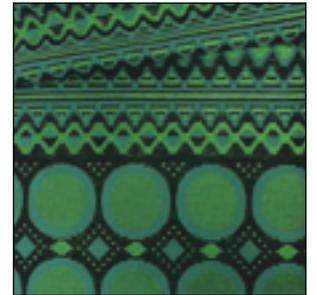
Taiana Blu #P010034 "Riox"



Taiana Blu #2010152 "Pennox"



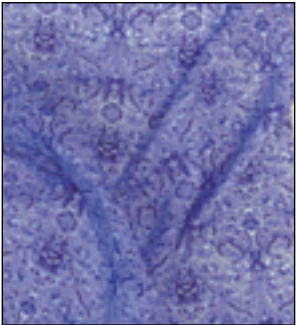
Darquer Dentelles de Calais #D776790



496 Fabric Lab #JAHEH1125

Picnic

Designers find inspiration in picnic patterns such as gingham, bandanna paisleys, basket-weave prints and home décor-inspired designs.



Juan Boluda S.A. #39.008074



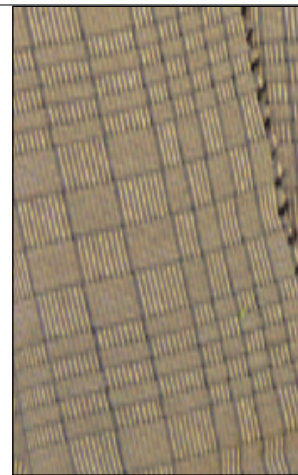
Juan Boluda S.A. #49.038839



Solstiss #903758.01



Lanificio Paultex "Ely"



Robert Kaufman Fabrics #AJS-14771-271



Solid Stone Fabrics #GS-13580



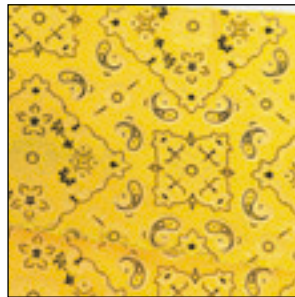
Bradlee International Ltd. #JKT233E



Bradlee International Ltd. #JU-Q-3295



Avid Ink #A182263 "Royal Development"



Solid Stone Fabrics #SE-2073



Taiana Blu #BDA3556 "Tan10"



MJ Textile Inc. #V15

Lavender

Smoky shades of lavender give a sophisticated edge to lace patterns and traditional florals.



Confetti Fabrics #16504M



Darquer Dentelles de Calais #D719106



Robert Kaufman Fabrics #SRK-14653-13

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Demand-Based Manufacturing Readies for Commercial Roll-Out

By John W. McCurry *Contributing Writer*

A California-based company that is pairing the disruptive technologies of purchase activated and demand manufacturing with a waterless dyeing and printing process expects to soon sign the first contracts for commercialization.

For Bill Grier, president and founder of **Apparel Made for You (AM4U)**, this will be a major milestone in a journey that started about two decades ago.

"Our pilot factory is completely built, and, from a performance standpoint, we are ready to do everything," Grier said. "We are getting our funding package and our installation package together for the customers that seem to be ready to go. After 18 to 20 years of working on this discovery and technology, I know it is only an enabling technology. It doesn't make a profit by itself. What we had to do is get all these companies to build a demonstration factory that put all these technologies together."

The pilot factory is a result of the investment and collabora-

tion of equipment and software manufacturers that make up the **Virtual Inventory Manufacturing Alliance (ViMA)**. In addition to AM4U, it includes **Gerber Technology**, **Eton Systems** (a manufacturer of robotic technology), dyeing and printing machinery manufacturer **Monti Antonio**, software maker **Optitex**, knitting systems manufacturer **Vanguard Pai Lung**, software company **ErgoSoft**, and **Allied Modular**, a developer of modular building systems. An alliance partner is the **California State Polytechnic University, Pomona** department of apparel merchandising and management, which has provided research and market education.

According to Grier, apparel companies have wasted billions on tariffs. Purchase-activated manufacturing (PAM) offers the chance to eliminate this cost while also eliminating the need to maintain large inventories.

"We can leverage our consumers and make it where we wear it," he said. "Every domestic manufacturer can do this all over the world. Making products after they are purchased or after it's been depleted in the store is the new way. This technology has

never been integrated before."

Grier describes **Active Tunnel Coloration (ATC)** as a technology that offers the ability to change color and prints on the fly. He said the machine can "harness the energy" stored in the fabric itself to do the dye and print process. The energy stored during the process of making the synthetic fiber (primarily polyester and nylon) itself is releasable by the process in the ATC machine.

Grier likens the process to that of selecting a paint color at **Home Depot** or **Lowe's**, where colors are selected and blended with basic white paint rather than the stores stocking huge inventories of pre-mixed paint colors.

"Apparel is the place to go with this," he said. "The whole industry will flip over this. Just like we have many craft breweries in this country, we will have many factories. These jobs will be here in the U.S."

If the AM4U technologies become successful on a large, commercialized scale, as Grier believes, it could reduce overproduction of apparel and reduce the need for outsourcing.

"It will redefine the way we manufacture," Grier said. "It will change supply and demand to demand and supply and eliminate the need for inventory."

The effort picked up momentum following the **Texprocess Americas** exhibition in Atlanta in May, where it was featured in a new technology pavilion organized by **TC2**. The technology is drawing interest from large apparel brands, vertical manufacturing firms, and large and small retail chains.

"We had an overwhelming reaction in Atlanta, and we have been doing sample runs almost continuously," Grier said. "We have been inundated by requests."

Grier said he expects the first two contracts for mini-factories will be signed in July, one by a sports company and the other by a license apparel company.

AM4U has been running samples to demonstrate the technology and show the quality of the end product.

"Generally, companies send us some of their fabric, prepared to print with their artwork," Grier said. "We produce a sample piece, and we usually add to this some of the other possibilities of what we can do such as pull-through color or a separate color on the back."

There are some "very large" companies interested, including the largest in certain categories, according to Grier, who said they are primarily interested because they have some signature products that don't fit into a mass-production supply chain. These products either require personalization or lots of choices in colors in print. The individualization offered by a mini-factory is a good fit, according to Grier.

AM4U is organizing an array of funding sources for eligible companies wanting to acquire their own mini-factory. These sources will have facilitators who can help companies with their business plan. Grier cautions that only firms with viable business plans will receive funding.

"It's not a slam dunk," he said. "You have to have a good plan. We will help them get that plan tighter and then go to the funding source. If the funding source approves it, they are on their way. If we want to switch from a supply and demand industry to demand and supply, we have to be able to deal with every single roadblock along the way. That's why it has taken so long to get this going." ●

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Texworld USA Events Include Forecasts, Fiber Insight and FTC Labeling Regulations

The July 22–24 run of **Texworld USA** will include an education series covering trend forecasts as well as business insight regarding fibers, labeling and supply-chain issues.

The show, held at the **Jacob K. Javits Convention Center**, will again be co-located with the **International Apparel Sourcing Show** and the **Home Textiles Sourcing Expo**.

The seminars are free for registered attendees, and attendance is on a first-come, first-served basis.

For more information, visit www.texworldusa.com.

July 22 11 a.m.

"The What, Where and How of Garment Production," a panel discussion featuring Anne Gillespie, director of integrity for the Textile Exchange; Sam Moore, managing director of the Hohenstein Institute America; Sandra Marquadt, Global Organic Textile Standard representative in North America; and Avedis Seferian, president and chief executive officer, Worldwide Responsible Accredited Production; and moderated by Dina Dunn, founder and general manager of Blink

12:30 p.m.

Texworld Trend For Fall/Winter 2015/2016 Presentation, presented by Texworld art directors Louis Gerin and Gregory Lamaud

2 p.m.

"Made in Americas," a panel discussion featuring Julie Reiser, president and chief executive officer of Made in USA Certified; Sylvia Reyes, apparel and textiles director—USA for Proexport Colombia; Lucia de Sander, marketing and promotion coordinator for the Guatemala Apparel & Textile Association; and Matthew Burnett, co-founder of Maker's Row; and moderated by Arthur Friedman, senior editor, textiles and trade, for *WWD*

4 p.m.

"Tools for Transparency in the Global Fashion Supply Chain," a panel discussion featuring Benita

Singh, co-founder and chief executive officer of Source4Style; Leonardo Bonanni, chief executive officer and founder of Source4Map Inc.; Eve Blossom, founder of Lulan Artisans and WE'VE; and Pranay Srinivasan, founder and chief executive officer of Sourceasy; and moderated by Bob Bland, chief executive officer and founder of Manufacture NY

July 23

9:30 a.m.

"How to Market Your Fashion Business in Today's Cluttered World," presented by Melissa Hall, founder and creative strategist of The Emerging Designer

11 a.m.

"Sourcing Outside China," a panel discussion featuring Rick Helfenbein, president of Luen Thai USA; Jeff Kreindell, director of sales and marketing for Pearl Global USA Ltd.; JC Mazingue, apparel trade advisor for Origin Africa; and Edward Hertzman, founder and publisher of *Sourcing Journal Online*

12:30 p.m.

Design Options presents "Fall 2015, Color and Design," with Fran Sude, vice president of Design Options

2 p.m.

"Preferred Fibers, Making The Right Fiber Choices," a panel discussion featuring Tricia Carey, senior marketing manager for Lenzing; Pete Szanto, business development manager for DuPont Sorona; and Robert P. Antoshak, managing

director of Olah Inc.; and moderated by Karla Magruder, founder of Fabrikology International

4 p.m.

"Textiles and the Federal Trade Commission," a seminar covering the FTC Rules on textile labeling and advertising, including disclosure requirements regarding fiber content and country-of-origin, as well as the recent amendments to the Textile Rules, which update and clarify certain provisions concerning hangtags, presented by Robert Frisby, attorney with the Federal Trade Commission

July 24

11 a.m.

"Color Portfolio—Fall/Winter 2015 Color and Trend Overview for Men, Women and Children," presented by Carol Meek, president and creative director of Color Portfolio

12:30 p.m.

"The Future is Now: New Games & New Rules—Gaining Market Share, the Drivers Impacting Tomorrow's Apparel Industry," a panel discussion featuring Maxine Bédar, co-founder of Zady; Liz Bacelar, founder and chief executive officer of Decoded Fashion; Julia Straus, director of partnerships for BaubleBar; and moderated by Manuela Fassbender, founding partner and creative director of MBF Trend Consulting Inc.

Kingpins NY Schedule Includes Denim Development Seminar and Screening of Tencel Video Short

For the July 22–23 edition of the **Kingpins** show in New York, the boutique denim trade show has scheduled a slate of seminars ranging from trend forecasts to denim development and consumer research.

Plus, **Lenzing**, the Austrian fiber maker and Kingpins sponsor, will hold a screening of "Clothes Made From Trees," a short video made by **Kingpins Media**, on July 21 at the Lenzing offices in midtown Manhattan.

Held at **Skylight Clarkson Square** in Manhattan's West SoHo neighborhood, the show will feature mills, denim factories and

trim suppliers, as well as the Denim Incubator, presented by the **WGSN Group**, which will feature innovative denim garments and works in progress created by students at **Parsons School of Design**. WGSN Director of Youth and Denim Amy Leverton will also be on hand with a dossier of future denim trends for attendees. An opening-night party will be held July 22 from 6 to 11 p.m.

The seminar schedule can be found below. For more information, visit www.kingpinsshow.com.

—Alison A. Nieder

July 22

1:30 p.m.

WGSN Group's "Bite Size" trend presentation, covering surfaces, laundries and styling, as well as artisanal craft techniques such as Japanese sakori hanten and kurume kasuri

3:30 p.m.

Denim Development Crash Course—The Fiber Blend Edition, exploring the attributes of the various fiber options with a panel that includes Candiani's Alberto Candiani, Royo's Panos Sofianos, Invista's Jean Hegedus, Lenzing's Michael Kininmonth and Kingpins' Andrew Olah

July 23

10 a.m.

The Life & Times of Today's Cotton Farmer: What's Behind the Cotton You Use in Your Products Today?, a panel discussion covering the challenges faced by cotton farmers in the developing and developed world today, with panelists Patrick Laine, chief executive officer of the Better Cotton Initiative, and Brent Crossland, fiber business development manager, North America, for Bayer CropScience

11:30 a.m.

WGSN Group's Style Guide for F/W '15's key denim trends for women and men, including color, fit, construction, wash and trim directions

1:30 p.m.

Invista presents: "Consumer Insights—I want my denim to..." featuring the results of Invista's recent global research on denim consumers and a video covering the local denim market in Amsterdam



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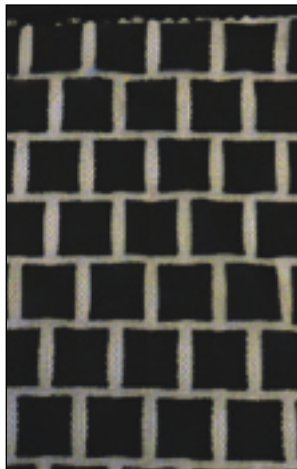
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Cut It Out

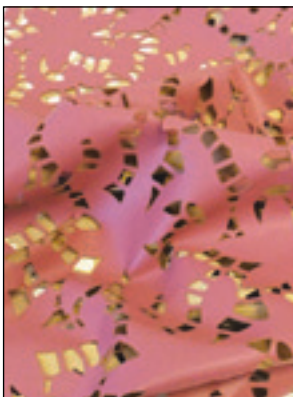
Laser-cut designs, appliqués and burnout styles add a third dimension and surface interest to textiles.



NK Textile "Mesh Burnout"



Bella Tela #33017



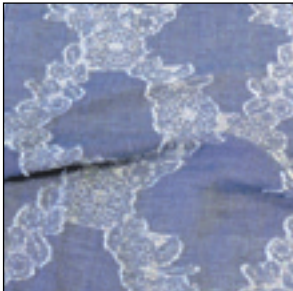
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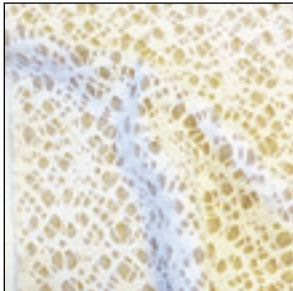
Pacific Coast Knitting Inc.
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Lanificio Corti Marcello
"Intrigo"



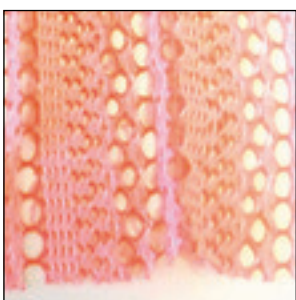
Twelve "Gentile"



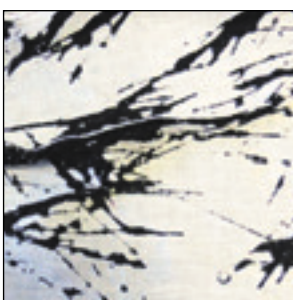
Lanificio Corti
Marcello "Virtuale"



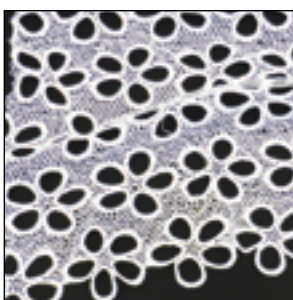
NK Textile "Abstract Burnout"



L.A. Tex & Garment #BSP-
23131 S3097



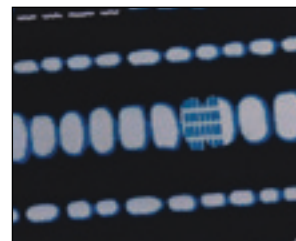
Lanificio Corti Marcello
"Elemento-C"



NK Textile "Daisy Embroidery"

Indigo

Shades of indigo color everything from florals and lace to sequined strips and polka-dot denim.



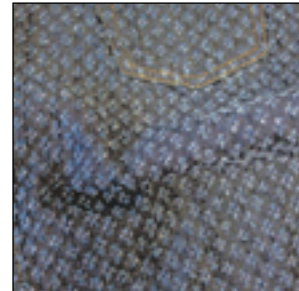
MJ Textile Inc. #MJ70-V29-
23H



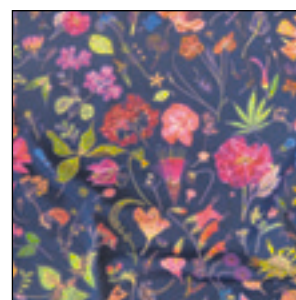
MJ Textile Inc. #MJ70-
CL813302



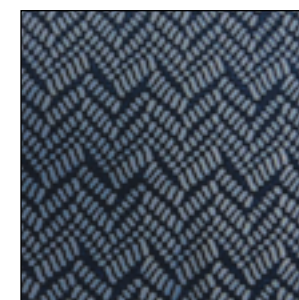
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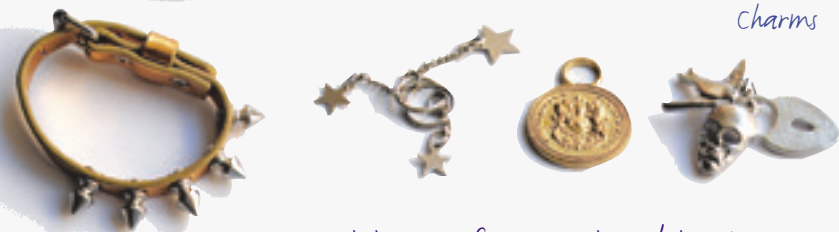
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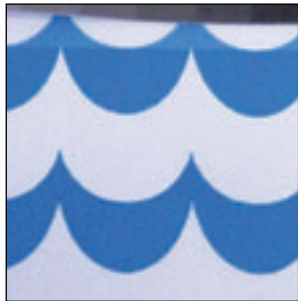
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Chevron

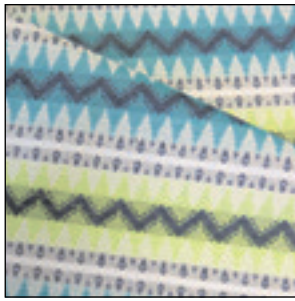
Chevron patterns and chevron-inspired patterns add graphic splash to bright prints, lofty knits and metallic designs.



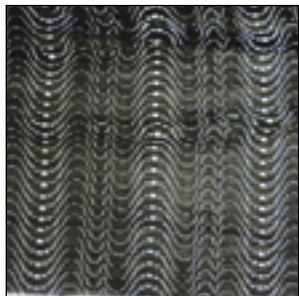
Textile Secrets International Inc. "Miss Squish"



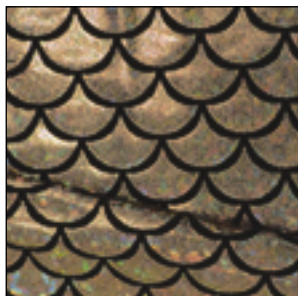
L.A. Tex & Garment #BSP-23FL1401



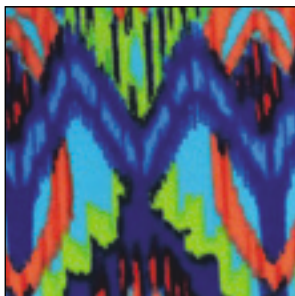
Lanificio Paultex "Atolla A"



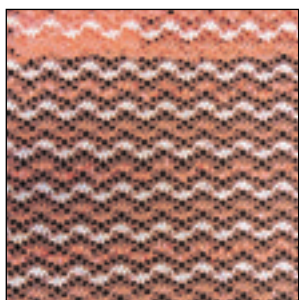
Sportek International Inc. "P-Chevron"



Pine Crest Fabrics "Gold Mermaid Scales"



Sportek International Inc. #ZX-18002



MJ Textile Inc. "Stripe Crochet"

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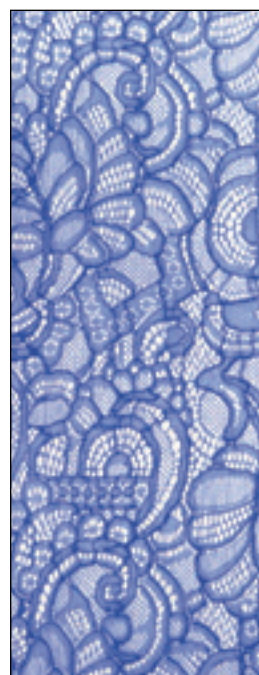
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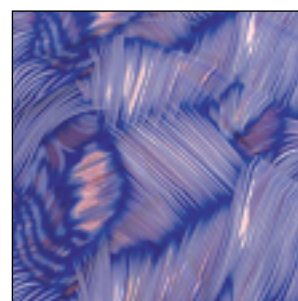
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Solstiss #371Q85



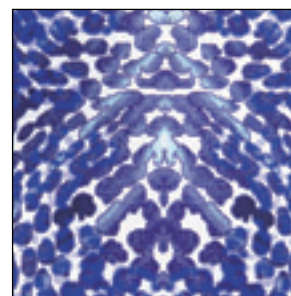
MJ Textile Inc. #NJ70-V30-25-H



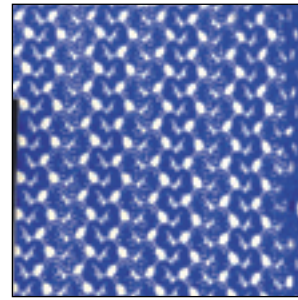
Cinergy Textiles Inc. #Lace-102L



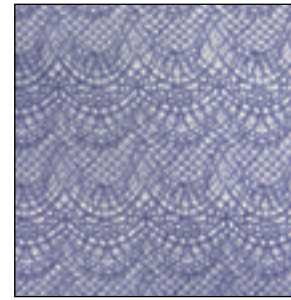
Avid Ink #A183326 "Forest Falls"



Avid Ink #A184481 "Skin Grades"



NK Textile "Crochet Knit"



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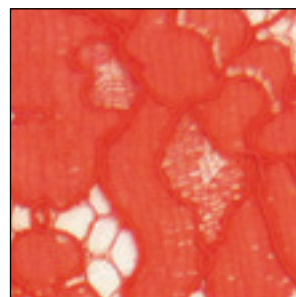
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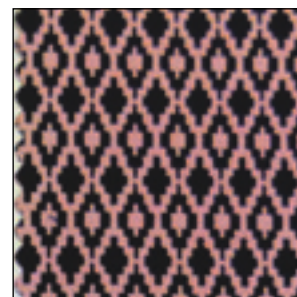
TEXTILE TRENDS

Melon

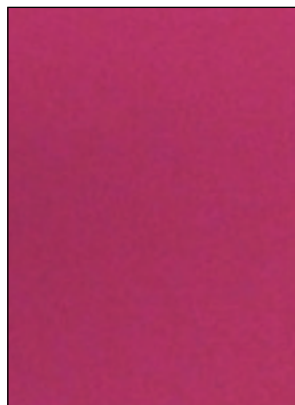
Shades of melon and berry color everything from laces and crochets to abstract prints and florals.



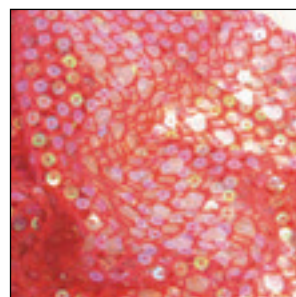
Solstiss #888171



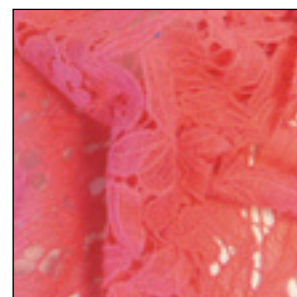
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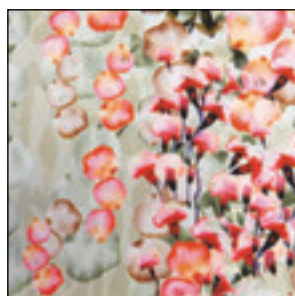
L.A. Tex & Garment #JCH-8



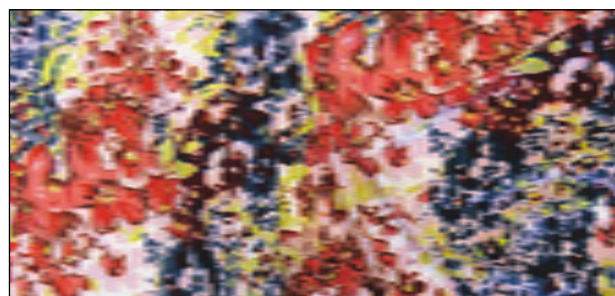
NK Textile "Fish Net Sequins"



Cinergy Textiles Inc. #Lace-226



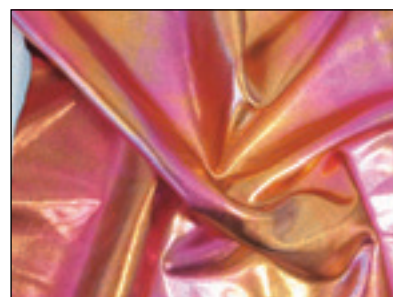
Avid Ink #A183870 "Forming Beats"



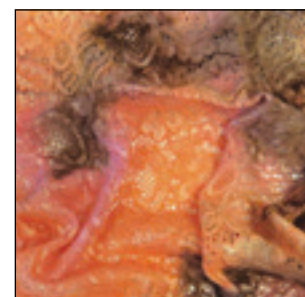
MJ Textile Inc. #LAGB-FDY

Ombré

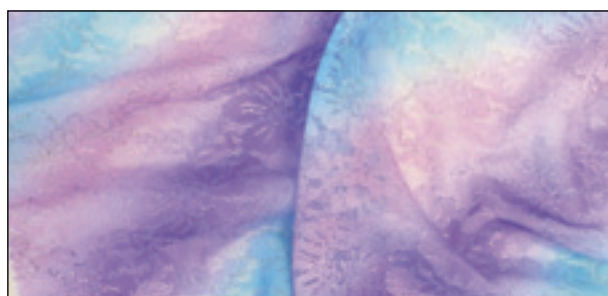
Textile makers go for subtle color shifts with ombrés and tie-dyes.



Pine Crest Fabrics #GTNF 1225



NK Textile "Tie Dye Lace"



NK Textile "Ombré Lace"



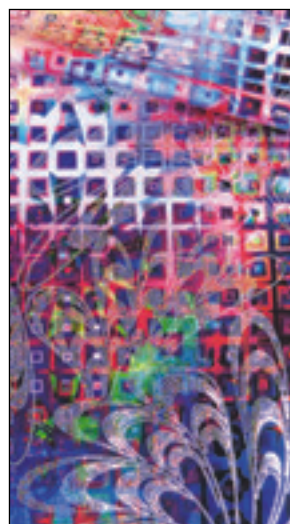
Taiana Blu #P010037 "Riox"

Wings

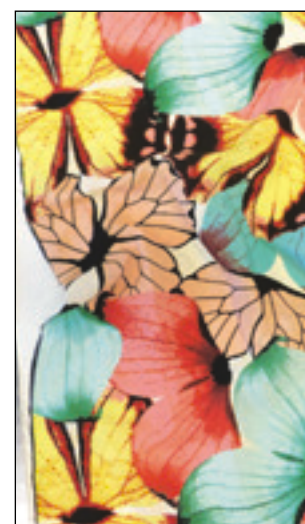
Designers are inspired by winged patterns such as butterfly wings and feather prints.



Pine Crest Fabrics "Glitter Butterfly Wings"



Solid Stone Fabrics #A4442



Textile Secrets International Inc. "Riviera"

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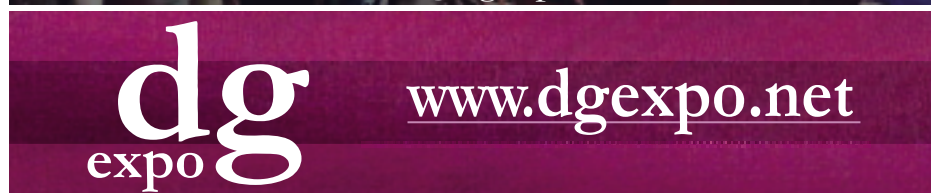
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Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com

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 carelabels.



Texollini

2575 El Presidio St.
Long Beach, CA 90810
(310) 537-3400
www.texollini.com
sales@texollini.com

Products and Services: We at Texollini use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 20 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand.



Trim Networks Inc.

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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.



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