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FEBRUARY 2015

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DENIM REPORT

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on Display at Kingpins**

TEXTILE TRENDS

Primary Colors

Gatsby

Black & White Garden

Study in Pastels

High/Low

TECHNOLOGY

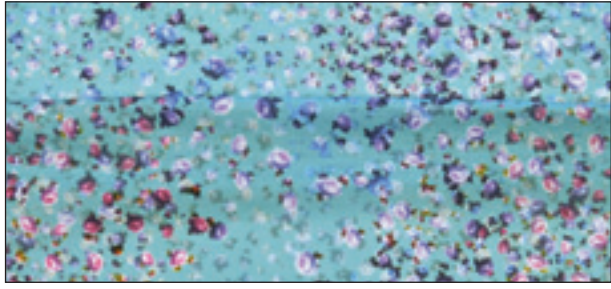
**Spanish Brand Encuentro
Moda Centralizes Operations
With YuniquePLM**

**BM Merchandising Selects
Simparel Enterprise Solution**

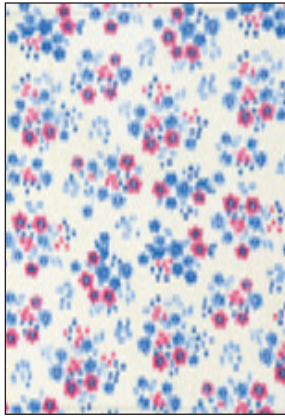
**Petit Bateau Selects Lectra
Fashion PLM**

Study in Pastels

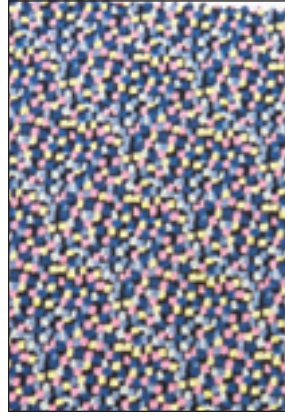
Pastels continue to color prints, yarn-dyed stripes, knits and laces with candy shades and dusty hues.



Geotex #5L558/003 "Baby Rose"



Cinergy Textiles Inc.
#CMJ-C13009-1217



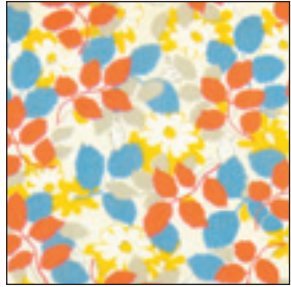
Liberty Art Fabrics
#03636155A "May Haze"



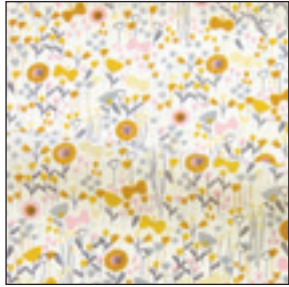
Cinergy Textiles Inc.
#Yoryu-11179



Asher Fabric Concepts
#CPV32S "Sweater Triblend Sueding"



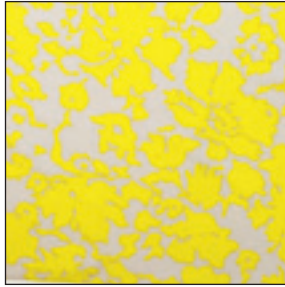
Robert Kaufman Fabrics
#SRK-15273-191



Robert Kaufman Fabrics
#SPK-15276-208



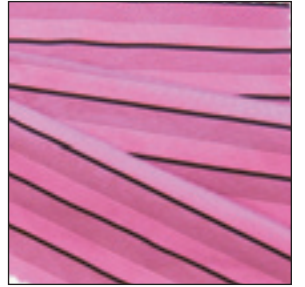
Liberty Art Fabrics
#03636152A "Artist's Bloom"



Solid Stone Fabrics #SE-2415



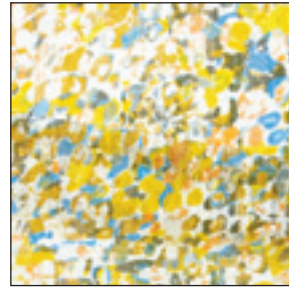
Texollini #3178SX



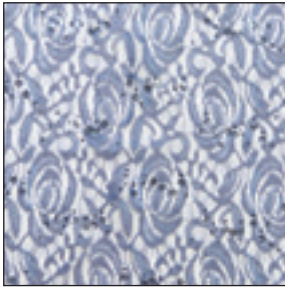
Texollini #8029SD5



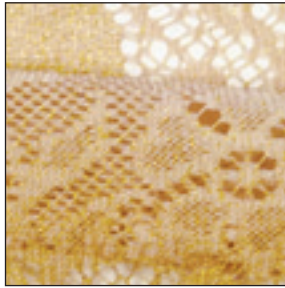
Filofi/Daho International Inc.
#RT-2825



Filofi/Daho International Inc.
#P-544



NK Textile/Nipkow & Kobelt
Inc. #A-4840



NK Textile/Nipkow & Kobelt
Inc. #A-4828



Geotex "Fiji"



Solid Stone Fabrics
#FS43865



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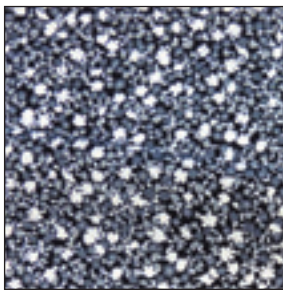


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TEXTILE TRENDS

Black & White

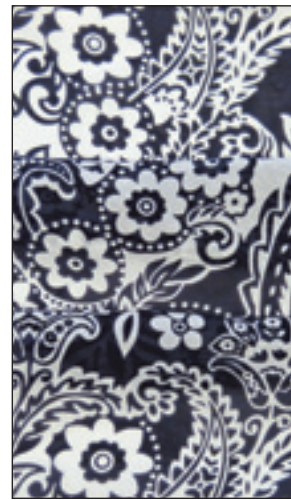
From ditsies to lace, garden florals get a classic makeover in black-and-white shades.



Robert Kaufman Fabrics
#SRK-15274-2



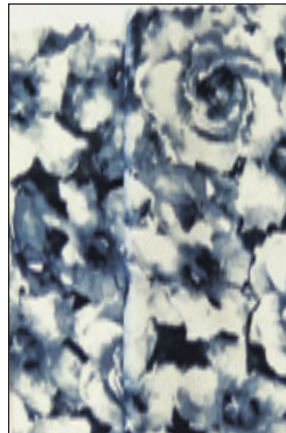
Mariak Industries Inc.



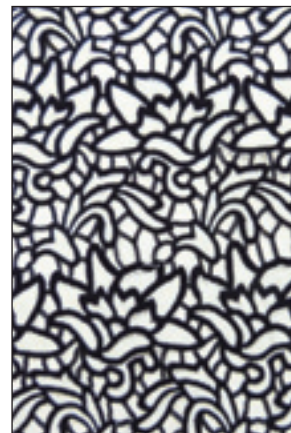
Cinergy Textiles Inc.
#HMC-G13030-3241



Asher Fabric Concepts
#CPV32S-HG "Sweater
Triblend Sueding"



Asher Fabric Concepts
#HSR108



La Lame Inc. #18151161
"Yarn-Dyed Lace"



Filofi/Daho International Inc.
#BOK-0243



La Lame Inc. #JW30451



Cinergy Textiles Inc. #FDY-
SEQ-12671

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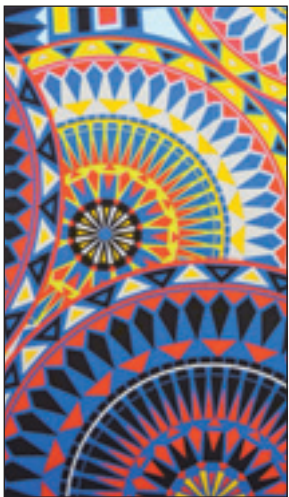
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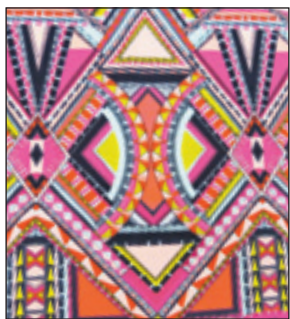




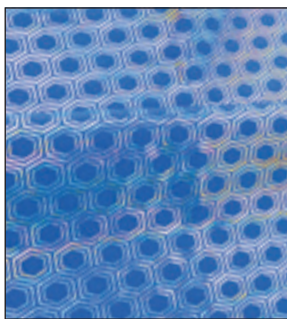
Geotex "Athena"

Gatsby

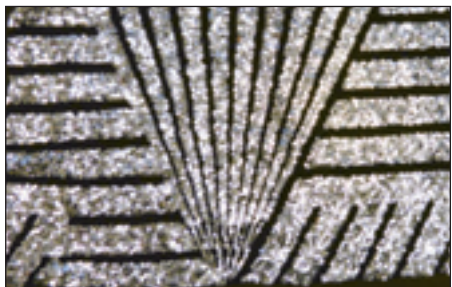
Complex geometrics, luxe sequined fabrications, foil prints and laces convey the *joie de vivre* of the Roaring '20s.



Geotex "Metro"



Solid Stone Fabrics #A4457



La Lame Inc. #JW30491



Cinergy Textiles Inc. #SEQSS-7529



La Lame Inc. #JW30401



La Lame Inc. #JW30441



NK Textile/Nipkow & Kobelt Inc. #GW-14977

Primary Colors

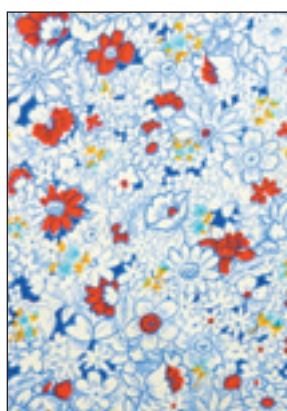
Primary shades of red, yellow and blue add a cheery freshness to florals and painterly prints.



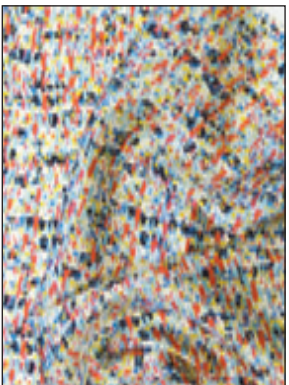
Geotex #5E386 "Minaj"



Robert Kaufman Fabrics #SRK-15270-9



Robert Kaufman Fabrics #SRK-15272-238



Confetti Fabrics #26058M "Spinoza"



Cinergy Textiles Inc. #Peach-C13007



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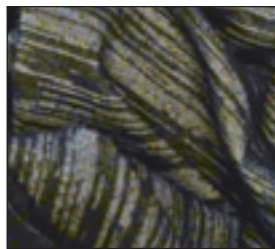
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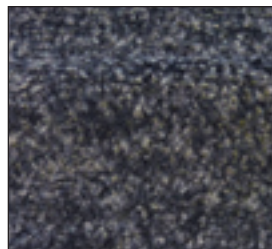
From tweed-like fabrics to mélange knits and slub jerseys, textile designers explore the drama of mixing light and dark shades to create textile depth.



Texollini #791ED2



Texollini #795DD2



Twelve "Caligola"



Tiss et Teint #76.6000



Vertex International Inc. #RBJS10534
"Rayon Baby Jersey Spandex"



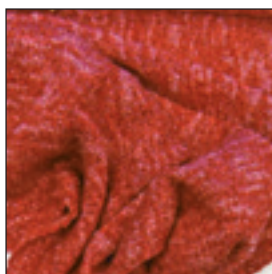
G&G Multitex Inc. #PC1429-01K "1 Striped Jersey"



G&G Multitex Inc. #PC2376-01K "Slub French Terry"



G&G Multitex Inc. #RP1200-01KB "Slub Jersey Brushed"



Filofi/Daho International Inc. #NB-NSH117F



G&G Multitex Inc. #PCR2376-01K "Slub French Terry"



Asher Fabric Concepts #PCQX12
"Cotton Poly Waffle Therm"

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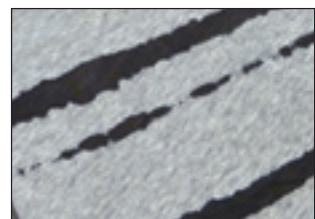


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Asher Fabric Concepts #TRI30
"Triblend Jersey Burnout"
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Vertex International Inc. #21RRUS934A
"2x1 Rib Rayon Slub Spandex"



Asher Fabric Concepts #CCPF25
"Marble Three-End French Terry"



G&G Multitex Inc. #PR1254-01KB
"Brushed Slub Jersey"



Asher Fabric Concepts #PCXJ40
"Poly Cotton Jersey"



Filofi/Daho International Inc. #RT-2819

Petit Bateau Selects Lectra Fashion PLM

To help streamline product development and improve speed-to-market, French label **Petit Bateau** selected **Lectra Fashion PLM**.

Founded in 1893, Petit Bateau is sold in more than 60 countries and produces clothing for infants, children and adults. Since 1988, the company has been part of the **Rocher Group**.

"Preserving our 120-year history and our unique know-how while expanding our distribution network is our main challenge," said Pierre-Antoine Perrot, Petit Bateau's chief operations officer, in a company statement.

Lectra Fashion PLM will help the company manage the company's development needs and maintain its quality standards, said Nathalie Lempereur, Petit Bateau's collection director.

"Quality and sensory pleasure are two values inherent in Petit Bateau's DNA," she said. "Quality symbolizes our authenticity; our clothes touch the skin and are linked to intimacy with our customers, which, in turn, impose tough development constraints and high standards of quality."

The company was looking to accelerate product-development phases and improve collaboration

between Petit Bateau's design, development and production teams.

"We have complex information systems and numerous databases that are managed by different contributors to the garment-design process. We needed tools that were plugged into a platform to reduce time to market," said Anouck Olry, who oversees organization development and corporate social responsibility at Petit Bateau.

The company was also looking for a solution that will help it develop partnerships and expand its capsule collections.

"We wanted to speak our partners' language and use their tools," Lempereur said.

Lectra produces integrated technology solutions for the industries that use soft materials such as fabrics, leather, technical textiles and composite materials. For more information, visit www.lectra.com

Spanish Brand Encuentro Moda Centralizes Operations With YuniquePLM

Barcelona-based fashion label **Encuentro Moda** is using **YuniquePLM** to streamline its product lifecycle management and provide a centralized platform for its operations in retail, design and manufacturing.

Encuentro Moda produces women's casual and career apparel such as jackets, knitwear, trousers, jeans, dresses and accessories, which are sold at the company's growing chain of retail stores. The company's distribution network includes four subsidiaries in Tenerife, Madrid, Barcelona and Shanghai. With design, manufacturing and distribution spread across different regions, the company was looking for a solution to allow all divisions to collaborate, according to a Yunique statement.

"We congratulate Encuentro Moda on the

recent opening of their 100th store and look forward to our continued partnership," said Bill Brewster, vice president and general manager of Yunique Solutions. "As companies like Encuentro Moda become more international in nature, the value of a centralized solution cannot be overstated."

YuniquePLM is a Web-based platform designed for the fashion and retail industries. The product lifecycle management (PLM) solution integrates with existing enterprise resource planning (ERP) systems and allows teams to communicate effectively, accelerate workflows and reduce errors, the company said.

Yunique Solutions is a business unit of **Gerber Technology**. For more information, visit www.yunique.com.

BM Merchandising Selects Simparel Enterprise Solution

BM Merchandising Co. Ltd., maker of the **Royal Blue** brand of men's and juniors denim and knit apparel brands and a private-label producer, is replacing its legacy business system and software tools with **Simparel Enterprise Solution**.

"With our rapid growth, we recognized the need for a more capable and integrated business system," said Beili Liu, vice president of Royal Blue Apparel, in a statement.

Founded in 1996, BM Merchandising develops and produces young men's streetwear. The company supplies licensed merchandise to major retailers, brands and universities. The company's in-house brands include Royal Blue for men's and boys' and **Royal Blue Juniors**, which are sold in more than 1,000 smaller urban boutique stores and large national chain stores across the U.S., Canada and the Caribbean.

Simparel Enterprise will allow BM Merchandising to connect its design and development, sourcing and production, sales and marketing, warehousing, and distribution teams and processes and allow the company's own factories and its manufacturing partners to work together in a single system to ensure information is current and accessible and ensure that processes are transparent and compliant.

Created for the apparel, footwear, accessories, home furnishings and other soft goods industries, Simparel Enterprise Solution combines product lifecycle management (PLM), sourcing and supply chain management (SCM), materials requirements and manufacturing planning (MRP), electronic data interchange (EDI), and warehouse management (WMS) operations in a single business system to provide global process visibility and control and allow collaboration across the supply chain.

For more information, visit www.simparel.com.



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Denim Technology and Innovation on Display at Kingpins New York

By Alison A. Nieder *Executive Editor*

NEW YORK—With representatives from retailers and brands such as **Levi Strauss & Co.**, **Target**, **Urban Outfitters**, **VF Corp.**, **Express**, **Marc Jacobs**, **Bonobos**, **Gap**, **Citizens for Humanity** and **Tommy Hilfiger**, the Jan. 20–21 run of the **Kingpins** denim trade show put the focus on denim innovation and technology.

Show sponsor **Invista** presented the North American launch of its Lycra Beauty campaign. First launched for denim at the Kingpins show in Amsterdam last year, Lycra Beauty is Invista's effort to bridge shaping properties with comfort. The company conducted a series of fit tests using sensors that measure the force of fabric on the body, body scanning and subjective opinion about fit. The result is a set of fit standards to create jeans that shape the body comfortably.

"A lot of garments do a good job shaping, but they are not necessarily comfortable," said Jean Hegedus, Invista's global marketing director for denim. In denim garments, much of the shaping has to do with either a component of the product or placement of the pockets, but Lycra found the consumers wanted the denim fabric to do the shaping.

Lycra's other innovations for denim include its **DualFX** with **Lenzing's Tencel**, which combines the strength and soft hand of Tencel with the stretch and recovery of DualFX.

The company was also highlighting denim made with Invista's **Coolmax** fibers blended with Tencel for a fabric with moisture-management properties and a soft hand.

The company also introduced **Coolmax EcoMade**, features a fiber made of 97 percent recycled plastic bottles.

Returning exhibitor **Cone Denim** was at the show with several new innovations, including a flame-retardant (FR) denim made in partnership with **Westex by Milliken**.

"[Milliken] has over 50 years of experience in the FR business," said Kara Nicholas, Cone's vice president of design and merchandising.

Cone also partnered with **DSM Dyneema**, producer of the ultra-strong **Dyneema** polyethylene fiber, to create lightweight, high-strength denim.

Other new developments at Cone include Coolmax/Tencel

denim, a high-strength denim made with Invista's **Tough-max** fibers, a denim made with **Optimer Brands'** moisture-management fiber blend **DriRelease** and a denim made with **Unifi's** moisture-management fiber **Sorbtek**.

"It's part of a whole performance story," Nicholas said. "People are looking to incorporate these attributes in denim but still keep the characteristics of denim."

It's all about comfort, she said. "Do the jeans stay comfortable in hot weather? Can you wear them in hot weather and cold?"

This year is also Cone Denim's 110-year anniversary, and the company introduced a **White Oak 110 Anniversary** collection inspired by the archives at Cone's White Oak facility in Greensboro, N.C.

The collection includes novelty dobby weaves, corded indigos and pin-dot fabrics for shirtings, bottoms and outerwear.

Cone also introduced a woven fabric that washes down to look and perform like a sweatshirt.

Mexico-based mill **Kaltex** was also showing denim with a strong twill line and black fill yarns as well as a new collection inspired by vintage French workwear, said Kaltex designer Cori Olson.

There were several new exhibitors, including Italian salvage denim mill **Blue Selvage**, a division of Italian mill **Berto**, which sells to brands such as **Replay**, **Giorgio Armani**, **Louis Vuitton** and **Dolce & Gabbana**.

Phil Fox, owner of Los Angeles-based **Fox Fabrics**, has been representing the line for five years, but this was the first time he showed at Kingpins.

"We have a good following in LA, but I thought [showing at Kingpins New York] was a good way to get exposure to more U.S. clients," he said.

Mauritius-based **FM Group/Firemount Textiles Ltd.**

Garments Manufacturing was also a first-time exhibitor. The vertical garment manufacturer produces more than 100 million pieces per month, according to General Manager Soma Sekharan, who said 55 percent of the company's products are exported to the U.S. for clients such as **PVH**, **Tommy Hilfiger** and **Guess**.

Sekharan said he was showing at Kingpins to find new U.S. customers looking to take advantage of duty-free importing from Mauritius.

Although this was the first time **ITV** was showing at Kingpins, the Italian denim mill counts the U.S. as its third-largest market. The family-owned vertical manufacturer works primarily with Los Angeles premium-denim brands, but the advantage of showing at Kingpins was to see many companies in a central location.

"We can see all the brands at the same time," said Barbara Gnutti, ITV export manager.

This was the first time at Kingpins New York for **Pizarro S.A.**, but the Portuguese wash house showed at the Kingpins show in Amsterdam last

year, said company representative Vasco Pizarro.

Pizarro S.A. was showing several special wash developments, including a substitute for sand blasting called **Ecoblast** and a laser ozone finish called **IceLite**, which saves up to 70 liters of water per garment, Pizarro said.

In July, Kingpins will move to a new location at 23 Wall St. in Manhattan's Financial District.

The show next heads to Amsterdam April 13–18 for the second annual **Denim Days**, a hybrid consumer/trade event launched last year. Kingpins will skip its Los Angeles editions entirely this year, but founder Andrew Olah said plans are in the works to return in 2016.

"We're planning something wonderful, but not this year," he said. ●



One of the trends Mexican mill Kaltex was showing was a new collection inspired by vintage French workwear.

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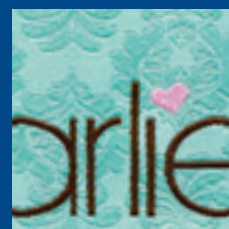


Apparel by Amanda Sage Collection



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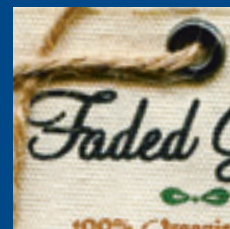
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METAL TAGS



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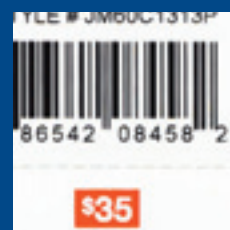
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Asher Fabric Concepts

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: In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A" knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application. Asher Fabric Concepts provides fabric development, knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production. With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally. Asher Fabric Concepts' customers are leaders with strong brand recognition in the high-end, fashion-forward contemporary markets. Whether it is dress wear-knits, swimwear, active wear, sportswear, body wear, or intimate apparel, Asher Fabric Concepts always delivers.

Buhler Quality Yarns Corp.

1881 Athens Highway
Jefferson, GA 30549
(706) 367-9834
www.buhleryarns.com
sales@buhleryarns.com

Contact: David Sasso
Products and Services: Get more than just yarn. In addition to the industry's best yarn, Buhler provides unsurpassed technical sup-

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California Label Products

13255 S. Broadway
Los Angeles, CA 90061
(310) 523-5800
Fax: (310) 523-5858
Contact: Tasha
www.californialabel.com
info@californialabel.com

Products and Services: California Label Products has been servicing the apparel industry for 16 years. Our In-House Art Department can help develop your brand identity with an updated look or provide you with a new source for your existing items. Our product list not only consists of woven labels, printed labels, heat transfers, size tabs, and custom hang tags, but we also have a service bureau with quick turn times and great pricing. Above all, we value quality, consistency and creating solutions that work for you. Check our website for a full product list or call or email us.

California Market Center

110 E. Ninth St.
Los Angeles, CA 90079
(213) 630-3600
www.californiamarketcenter.com

Products and Services: Five seasons a year, buyers from around the globe flock to the California Market Center (CMC) for Los Angeles Fashion Market, the West Coast's premier destination for thousands of apparel, gift, and lifestyle collections displayed in hundreds of the CMC's showrooms and featured

trade shows. Our array of resources includes the SELECT Contemporary Tradeshow, TRANSIT LA Shoe Show, LA Kids Market, and the Gift, Home & Design Showcase. L.A. Fashion Market at the CMC now offers visiting retailers and brands more show options than ever to exhibit in and shop from. The Los Angeles International Textile Show (LA TEXTILE) is the fashion industry's West Coast destination for premier textile, design, and production resources. Offering hundreds of fabric collections and design services from around the globe, the caliber of resources and fashion direction is presented with our contemporary designer audience in mind.

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: Design Knit, Inc. is a knit-to-order mill based in Los Angeles specializing in the development and production of high-quality, sheer to heavyweight knits for the designer and contemporary markets. They will be featuring new innovations including, but not limited to: Cashmere, cotton, linen, silk, wool, rayon and Modal blends. ProModal, Tencel, MircoTencel, Supima blends including our luxe collection. Denim inspired knits. Cut-and-sew sweater knits. Introducing a new fashion-forward activewear collection.

DirecTex

117 W. Ninth St.,
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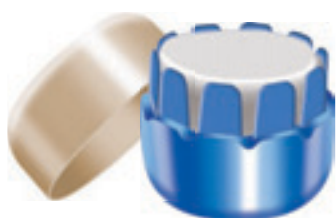
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Sourcing & Fabric Resource Guide

Continued from page 9

www.DirectexLa.com
cantexla@aol.com
Contact: Zak Zakaria

Products and Services: Zak Zakaria has been in the fabric business for the last 25 years and currently owns and manages DirecTex, a fabric distributor company based in Los Angeles. DirecTex specializes in woven fabrics and mostly in PFD. DirecTex has an extensive variety of different contents and weaves all in-stock in Los Angeles for immediate delivery. Main products are cotton and cotton blend, rayon and rayon blend, silk and silk blends, linen and linen blends, yarn dyes, embroideries, and many more, plus a huge fabric library.

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G+G Multitex/Geotex

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Los Angeles, CA 90058
(323) 588-3100
Fax: (323) 588-1499
info@multitex.us
www.multitex.us

Products and Services: G&G Multitex, Inc. is a leading supplier of high-quality knit fabrics to the Los Angeles apparel industry with over 25 years of experience. By knitting yarn into American-made fabrics and with the help of in-house printing capabilities, we have proven to be versatile and resourceful in our ability to supply our customers with the most unique and fashion forward fabrics. With access to our circular knitting mill, Santa Fe Knitting and Geotex, our Roll to Roll sublimation printing plant with digital printing capabilities, we are more than capable of developing and producing new and innovative fabrics. Our portfolio of fabrics consists of natural and synthetic blend knits, with or without spandex. We produce solid or printed constructions ranging from basic jerseys to double knits, jacquards, sweater knits as well as 3 ends French terry and fleece knits. We invite you to learn more about our company, its different divisions, and our many different products and services.

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.

Mariak Industries Inc.

575 W. Manville St.
Rancho Dominguez, CA 90220
(310) 710-9156

www.mariak.com

Contact: Ashley Duffield
aduffield@mariak.com

Products and Services: Mariak provides roll-to-roll digital dye sublimation printing on the industries newest state of the art equipment up to 126" wide and 1200 DPI. Digital printing allows the ability to group files and minimize cost. Direct UV, solvent printing and vintage film transfer are also available. Our efficiencies allow for very low minimums and quick turns. Print on your own PFP fabric or purchase from one of our 32+ fabrics in house. Our image library includes over 3500 designs. Services include expert color management and limited design, located in sunny Los Angeles.

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Products and Services: Apparel manufacturers – increase your productivity and reap higher profits. THREAD MAGIC—the revolutionary hypoallergenic thread conditioner—reduces thread drag over 400% versus untreated thread, significantly reducing hand fatigue. Made in USA by GHI Inc., a company with over 20 years of quality and innovation. THREAD MAGIC is tested and guaranteed. Safe for all threads and fabric, this patented polymer does not melt or freeze. Prevents tangling and fraying. Try it for yourself, call or email for a free trial sample. We ship worldwide. Visit us at Sourcing at Magic - booth 91507 - in Las Vegas, February 16 - 19 and get a free sample of Thread Magic .

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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.

VESTEX

www.apparelexpo.com
Products and Services: Within the promotional tools for sourcing in the region, VESTEX organizes every year the only trade show in the CAFTA-DR region where apparel manufacturers with duty free access to the US meet at one place featuring the dynamic of an industry committed as a speed-to-market and higher-fashion-garment provider. Its main activity, the exhibition floor, becomes the ideal regional marketplace. Since 1991, the Apparel Sourcing Show is the only international show specialized in the apparel and textile industry in the CAFTA region. For three days and under the same roof, year by year, the key players of this industry coming from different countries involved have met and have done businesses at this show, which has become the ideal forum, bringing together all your company's needs: a full range of suppliers' exhibition floor, specialized seminars and conferences, the opportunity to have perfect appointments at the Matchmaking Meeting Program, and social events. Show dates are May 19–21, Grand Tikal Futura Hotel & Convention Center, Guatemala City. For more information, email apparelexpo@apparel.com.gt.

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