

Textile Preview

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

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

MARCH 2015

TECHNOLOGY

**Florida Apparel
Brand Lord Daniel Taps
NGC for ERP**

**Lingerie Brand
Regina Miracle Adds
Centric PLM**

**Roberto Cavalli
Uses Optitex CAD to
Coordinate Hand-
Crafted Details and
Tight Turn Times**

SUPPLY CHAIN

**Bangladesh Blank T-shirt
Maker Serves the U.S. Market
Through Southeast Operation**

TEXTILE TRENDS

**Modern Art
Orange Crush
Check Mate
Full Bloom
Key Lime
Stripes &
Thermals
Think Pink
Silver & Gold**

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TEXTILE TRENDS

Modern Art

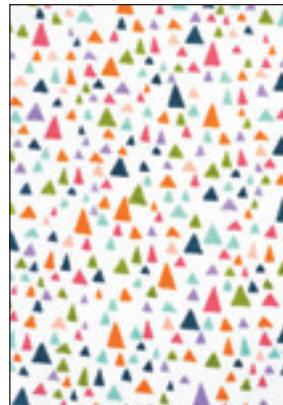
Textile designers find inspiration in modern art motifs, from abstract designs to geometric patterns.



Jay Ann Fabrics Inc. #659-2



Taiana Blu #AKA3873
"Diva10"



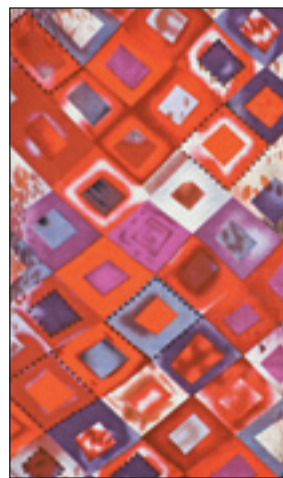
Robert Kaufman Fabrics
#AVW-15291-238



Lanificio Nencini S.r.l.
#242WE/0000



Geotex #5M010



Jay Ann Fabrics Inc. #2928/9



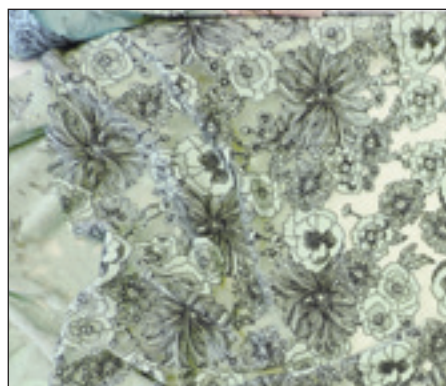
Tiss et Teint #55.5460



Malhia Kent #T80560
"Keylane"

Full Bloom

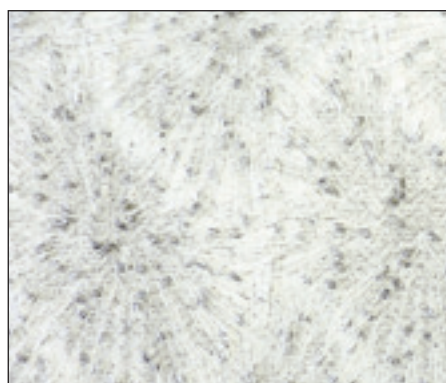
Floral prints in full bloom go bright and luxe with sequins, sophisticated and subtle with textured patterns, or classic in black and white.



Tiss et Teint #61.5687



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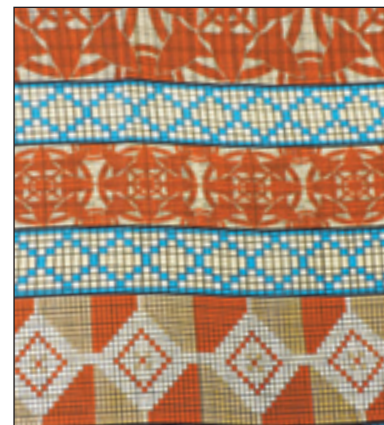


Orange Crush

Look for saturated shades of orange to accent floral patterns and abstract prints.



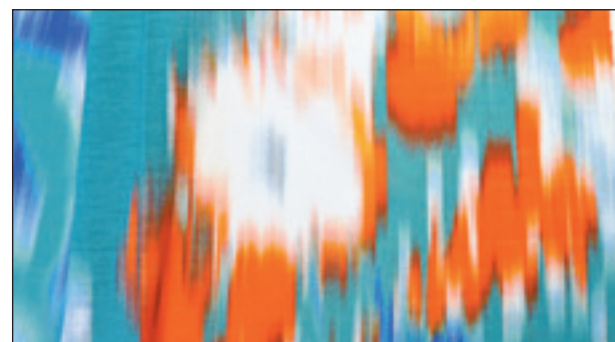
Robert Kaufman Fabrics #SRK-15272-143



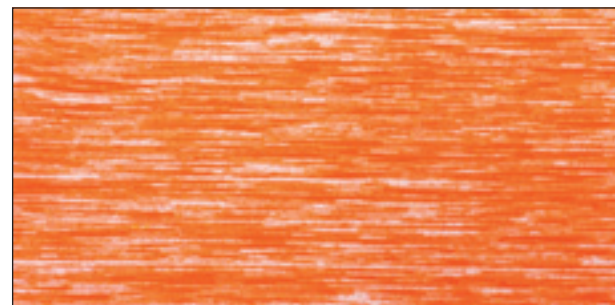
Textile Secrets International Inc. "Aspen"



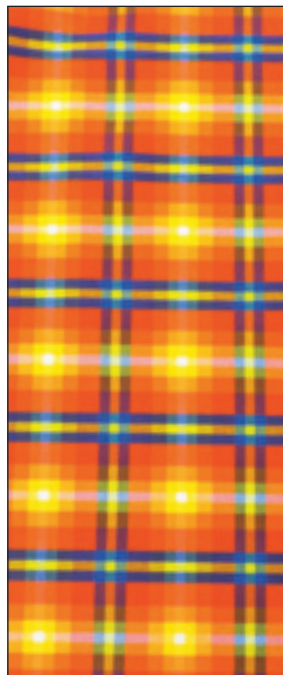
Geotex #5E410



Geotex #57790/035



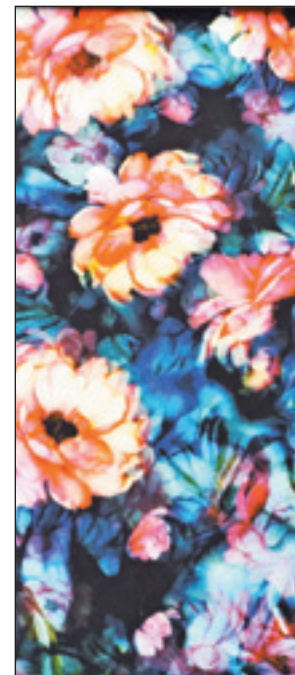
Texollini #797GD2



Taiana Blu #T860001
"Domex"



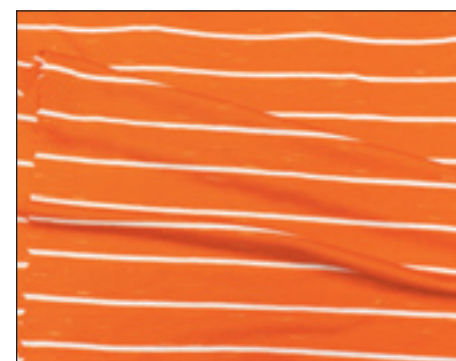
Malhia Kent #T80471
"Kaliedo"



Taiana Blu #BXA4119 "Illo
10"



Confetti Fabrics #16545M



G&G Multitex Inc. #RP1177-01K

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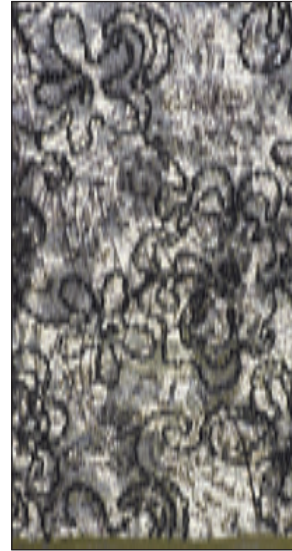
TEXTILE TRENDS

Silver & Gold

Metallic shades of silver and gold add drama to lace, sophistication to jacquards and tweeds, and an edge to meshes.



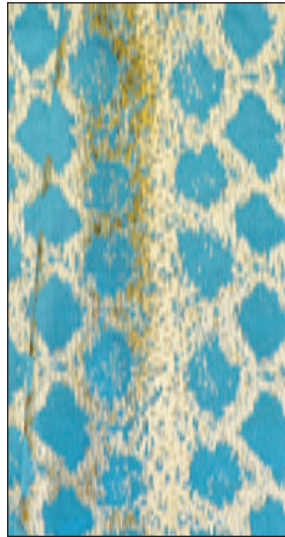
Darquer Dentelles de Calais
#D19289



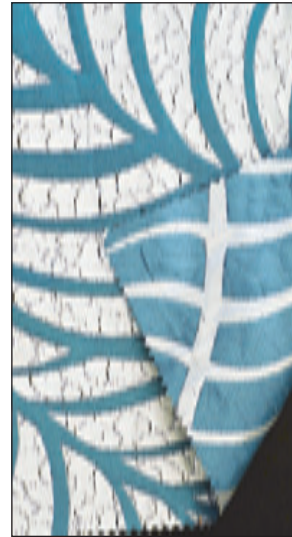
D&N Textiles Inc. #5578



Lanificio Nencini S.r.l.
#299WE/0000



Home Secrets #M1065
"Anaconda"



Home Secrets #M1063
"Amazon Leaf"



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D&N Textiles Inc. #5507



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D&N Textiles Inc. #5552



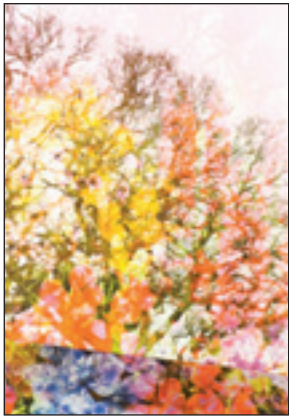
Lanificio Nencini S.r.l.
#363WE/0000



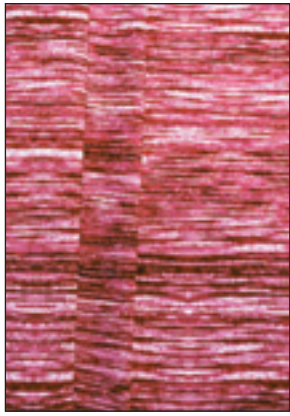
Denis & Fils #006630SP-100IM22

Think Pink

Pink shades from candy-colored pastels to rich shades of raspberry and cherry add ladylike glamour to floral prints, stripes, laces and textured tweeds.



Tiss et Taint #55.5212



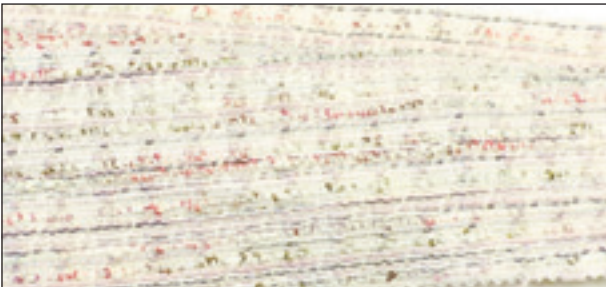
NK Textile "Flash"



Jay Ann Fabrics Inc. #4579/2



Solstiss #803261



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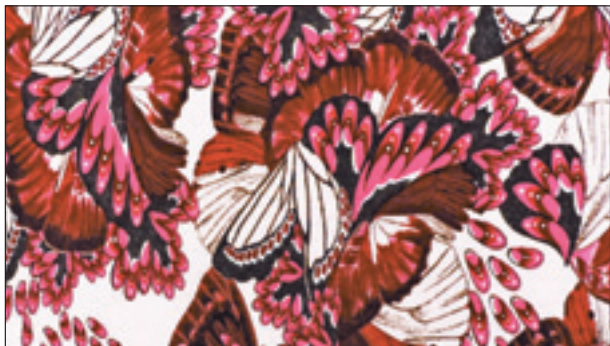
Cinergy Textiles Inc. #SCHM-16719



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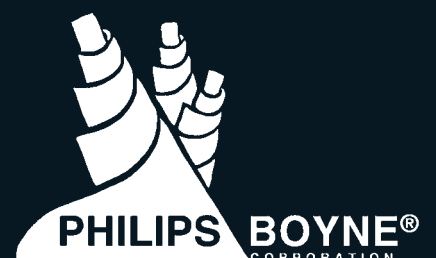
Left: Maggie Barela, Sales Agent

Make-up by Kristy Goslin

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Bangladesh Blank T-shirt Maker Serves the U.S. Market Through Southeast Operation

By John McCurry Contributing Writer

Keya, a Bangladesh-based producer of 100-percent cotton T-shirts and other knit apparel, is finding success in the U.S. market by using a North Carolina beachhead as its distribution point. Keya USA is growing as it penetrates markets for products for advertising specialty and screen-printing markets. Keya is the largest producer of knitted apparel in Dhaka, Bangladesh, producing more than 8 million dozen garments annually and employing 11,000 workers.

Greg Brown, senior vice president of sales and operations for **Keya USA**, says the key to the brand's success is providing a ring-spun cotton shirt at a comparable price to an open-end product. According to Brown, ring-spun is the differentiator from other commodity items because it offers a softer hand and a better print face. Fabrics made with open-end-spun cotton have a rougher feel, he said.

"What Keya is all about is ring-spun cotton," Brown says.



RINGSPIN: Keya's offerings include men's, women's and children's T-shirts in ring-spun cotton at competitive prices.

Keya's U.S. operation is housed in a 70,000-square-foot distribution center in High Point, N.C., a city known for its massive annual furniture market but that is also in proximity to North Carolina's traditional textile manufacturing centers, which include the Winston-Salem area, home to **Hanesbrands**. Keya Chairman and Chief Executive Officer Abdul Khaleque Pathan used to travel to Winston-Salem to sell products to Hanes, which was one of Keya's largest customers, purchasing about 7 million dozen T-shirts a year. In 2009, Pathan decided he wanted to introduce the Keya brand to the U.S. The Keya USA division was subsequently launched in September 2011.

Keya tries to keep at least 250,000 T-shirts in the High Point facility at all times, Brown said. Most of these products arrive by ocean freight to the port in Norfolk, Va., and are then trucked to High Point, which receives from two to three containers every 10 days.

Rock 'n' roll has been good to Keya. A lot of the company's T-shirts wind up in that industry. **Bravado**, a well-known music merchandising company, is one of Keya's largest customers.

While the overall T-shirt market seems to be flat at the moment, Brown said Keya is seeing consistent growth. The company finished strong in 2014, garnering nearly \$10 million in sales.

"Our business is good, and we are growing," he said. "One thing that drives our market is what's going on in the entertainment world. If **Disney** introduces a big new movie, that helps drive us. If Garth Brooks starts a new tour, that drives us. The biggest thing is the retail component. If business is good at **Walmart** and **Target**, then our business is good."

A consistent factor pushing growth is color. Keya produces 26 colors. Vibrant colors are trending. "They're not neon but brighter colors such as hot pinks, bright yellows. Black and white are Nos. 1 and 2 now, and reds, royals and navys along with athletic heathers are our big volume getters," Brown said.

While all of Keya's manufacturing takes place in its massive vertical complex in Dhaka, the company can say it has a U.S. component. Nearly all of the cotton, about 95 percent, used in

Keya's products is grown in the southern U.S.

Brown does much of his marketing at trade shows and conferences. He attends 14 shows a year, including the **Imprinted Sportswear Show** and **Advertising Specialty Institute Show**. Both were held in January, and Brown said Keya products drew a good reception.

"ISS is always a good show," he said. "Another good one is ASI. When you leave there, you have seen 500 to 600 people interested in your product. My goal is to get 15 percent of the people we see to buy from us."

Brown said he also conducts seminars at trade shows to provide information about Keya. E-commerce is also a growing source of business. About 35 percent of orders come through the Internet.

Brown says the biggest challenge for Keya's U.S. operation is maintaining its supply line. Political turmoil in Bangladesh can sometimes create obstacles.

"Like anything that involves products from overseas, there are sometimes issues. Bangladesh sometimes has political uprisings, and there can be obstacles to getting product in and out of the country. Also, sometimes public transportation shuts down over there, and that slows the process. We have to make sure we have a continual and consistent flow of products."

Brown has a dream of one day moving Keya's U.S. operations to Charleston, S.C., to take advantage of the port there, which is being expanded to handle larger container ships. Looking a few years ahead, he believes a Charleston base would be practical and economical.

"Down the road, who knows?" Brown said. "We are happy in High Point, and it doesn't cost that much to get products here. We are in an old furniture warehouse, and the rent is very good. Three to five years from now, moving is very possible, but for now we are staying." ●



IN STOCK: Bangladesh blank T-shirt maker Keya stocks at least 25,000 T-shirts at its Keya USA facility in High Point, N.C.



At the LA International Textile Show, March 2-4, 2015 at the California Market Center, leading innovative mills are showing creative fabrics and garments containing Lenzing Fibers.

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Roberto Cavalli Uses Optitex CAD to Coordinate Hand-Crafted Details and Tight Turn Times

Italian luxury brand **Roberto Cavalli** had several factors to consider before adopting 2-D and 3-D CAD software solution.

“Timetables are becoming tighter and tighter,” said Paolo Ottolia, head of ready-to-wear products at Roberto Cavalli, in a company statement. “The challenge is how to integrate something handmade, which is actually the nature of our product, with all the needs of our industry—the marketing needs, validation needs and the timetables.”

“Our products are very complicated, made of prints and materials with a lot of embroidery, with very specific requirements. The prints must be very meticulously planned. This brings complexities that only technology can help to solve or simplify.”

The company added the **Optitex 2-D Pattern Making** and **Optitex 3-D Virtual Prototyping** CAD Suites.

Roberto Cavalli releases six collections annually following a production schedule that allows an average of two months for the design and development of each new collection. In the past, to see how a print would look in the final garment, the company would create a three-dimensional representation of a garment in paper—a process that could require 70 individual pieces of paper, said Michele Mazzanti, the CAD department manager at Cavalli.

“To get a three-dimensional idea of the print on the style, we used to cut paper with scissors and afterwards attach the pieces with adhesive tape, like a seamstress would do with a pattern and pins,” Mazzanti said. “We would close the pleats, folds and frills, which was very slow work.”

With the addition of Optitex, the company can now use a smart digital tool to do the same process much faster.

“3-D is not only an alternative to the prototype,” Mazzanti said. “We see it as an option for implementing what is difficult to implement. The next step is to be able to provide our customers in the showroom with the option of seeing the ready item without touching it and then turning around, seeing it on the wall and saying it’s identical.”

Based in Petach-Tikva, Israel, with its U.S. headquarters in New York and offices in Europe, Asia, India, Latin America and Africa, Optitex creates 2-D and 3-D software solutions to help fashion and apparel makers automate and optimize their product development and virtual prototyping processes, lower costs, and improve their speed to market.—*Alison A. Nieder*

Florida Apparel Brand Lord Daniel Taps NGC for ERP

Lord Daniel Sportswear selected NGC’s fashion enterprise resource planning (ERP) solution to help the Florida company manage its growing specialty apparel business.

Based in Sunrise, Fla., Lord Daniel produces men’s casualwear and U.S.-flag shirts, which are sold on the online **White House** gift shop as well as at major retailers such as **Sears, Kohl’s** and **Cracker Barrel**.

The 60-year-old family-owned business was looking for a solution that would include features such as “flexible reporting, easy data drill-down [and] improved order entry,” according to a company statement. NGC ERP’s key business functions include customer order processing, electronic data interchange (EDI), purchasing and inventory control for finished products and components, screen printing and embroidery, as well as business processes such as accounting and invoicing.

“Lord Daniel Sportswear has been a fixture in

the Florida apparel industry for many years, and they continue to look to the future after celebrating their 60th anniversary,” said Mark Burstein, president of sales, marketing and R&D, NGC Software, in a statement. “We are pleased to deliver solutions that will help take Lord Daniel to the next level as they continue to grow.”

NGC Software is a provider of product life-cycle management (PLM), supply chain management, ERP, and shop floor-control software and services for brands, retailers and consumer-products companies such as **Armani Exchange**, **Aeropostale**, **Billabong**, **Carter’s**, **Destination XL**, **Hugo Boss**, **Jos. A. Bank**, **Marchon Eyewear**, **Spanx**, **Swatfame** and **VF Corp.** The company has offices in Miami, New York, Los Angeles, Canada, China, India, Mexico and El Salvador and is a wholly owned subsidiary of American Software Inc. For more information, visit www.ngcsoftware.com.

Lingerie Brand Regina Miracle Adds Centric PLM

Regina Miracle International Ltd., a Hong Kong-based lingerie and shapewear maker, is adding **Centric 8** product lifecycle management software to help coordinate collaboration between the lingerie company’s sample-development team and its customers and its internal sample-development team.

According to Irene Huang, senior information manager at Regina Miracle, implementation of Centric 8 will help the company improve efficiency and productivity, thanks to a transparent sample-management process.

“The strength and flexibility of Centric 8 can handle the shorter product development cycle we face, along with the more comprehensive, detailed sample development requests we require,” Huang said in a company statement.

Based in Los Gatos, Calif., **Centric Software** provides PLM solutions for retail, apparel, footwear, luxury and consumer goods to facilitate product development, sourcing, business planning, quality management and collection management.—*A.A.N.*



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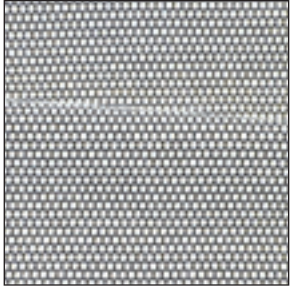


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Stripes & Thermals

Designers play with surface texture and depth for striped patterns from rugby to nautical to regatta and textured, thermal, waffle and honeycomb knits.



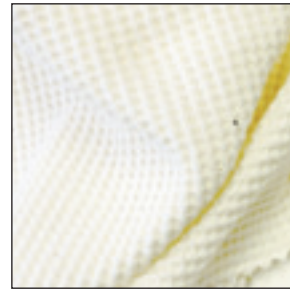
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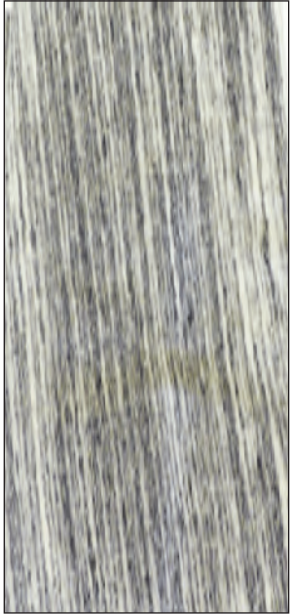
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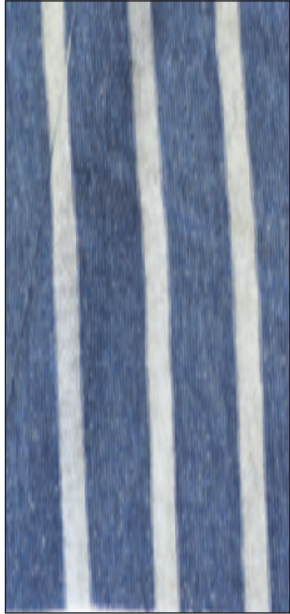
Texollini #49A1



Texollini #56E97



Asher Fabric Concepts/Shalom B LLC #CPR40 Heavy Marble 2x1 Rib



Asher Fabric Concepts/Shalom B LLC #TPCF20-DN Three-end Fleece Tencel Denim



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Taiana Blu #P010035 "Riox"



Taiana Blu #H260617 "Fox12"

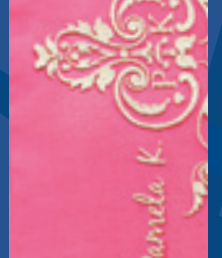
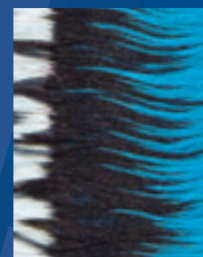
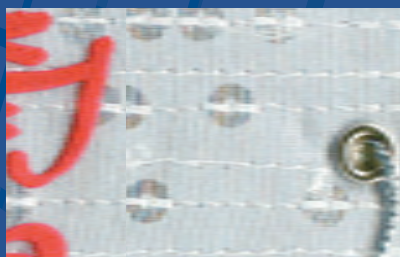
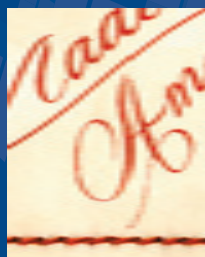
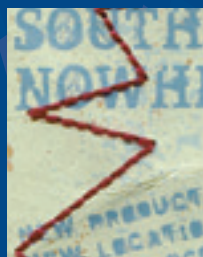


G&G Multitex Inc. #RL1049-02K



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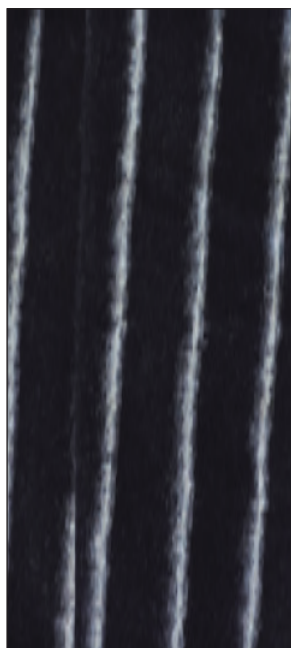
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TEXTILE TRENDS



Asher Fabric Concepts/Shalom B LLC #MCF20B Brushed French Terry Stripe



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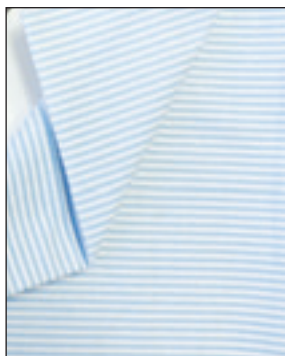
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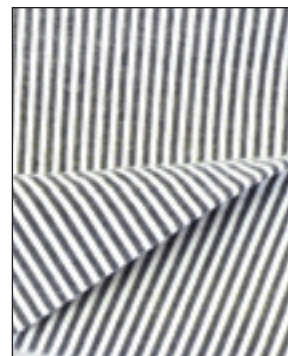
G&G Multitex Inc. #RL1221-01K



Taiana Blu #AUA4213 "Way10"



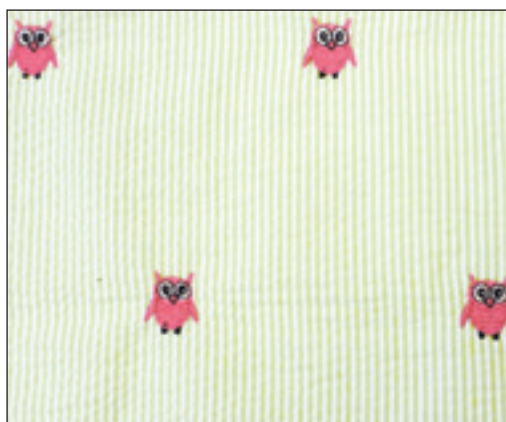
Philips-Boyne Corp. #Y/D8839BLK



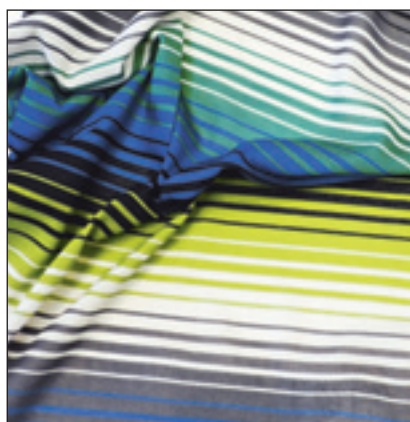
Philips-Boyne Corp. #Y/D8839LBL



Taiana Blu #P110058 "Axon"



Robert Kaufman Fabrics #SRK-15358-50



Geotex #89624/1242 "Sunbrella"



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G&G Multitex Inc. #RP1187-01K



Jay Ann Fabrics Inc. #23g-g



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#349WE/0000



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Taiana Blu#U800001
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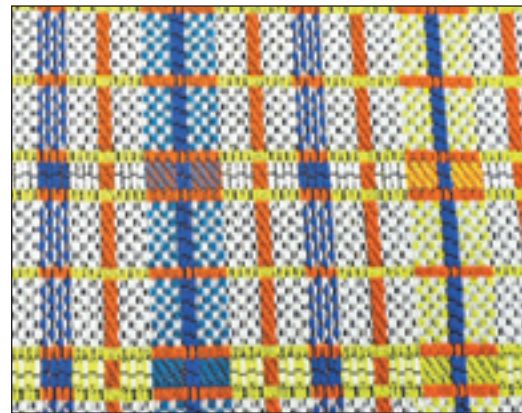
Jay Ann Fabrics Inc. #420/8



Solstiss #407050.B



Geotex #5M364



Les Ateliers de Malhia Kent #T81863 "Kpoca"

LA International Textile Show—PH7

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

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Jay Ann Fabrics Inc., (213) 622-8272, www.jayannfabrics.com

Lanificio Nencini S.r.l./Friday Fabrics Ltd., (424) 835-4024, fridayfabrics@aol.com

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Philips-Boyne Corp., (562) 896-2669, www.philipsboyne.com

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

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

Taiana Blu, 39 031994411, www.taiana.it

Texollini, (310) 537-3400, www.texollini.com

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

Tiss et Teint, (323) 376-0625, www.jminternationalgroup.com

FINDINGS & TRIMMINGS

Brights



1. Cuteque International Inc. "Lime Peony"
2. Cuteque International Inc. "Yellow Peony"
3. Satab ribbon
4. Emsig Manufacturing Corp. #A2800
5. Seram America Inc. #N020991XU/000
6. Emsig Manufacturing Corp., Lever hook
7. Emsig Manufacturing Corp. #ECY209
8. J.N. Zippers & Supplies Corp. #5 Plastic Gold Mirror Lamé
9. J.N. Zippers & Supplies Corp. #5 Plastic Black Tape/Mirror Gold Teeth
10. J.N. Zippers & Supplies Corp. #15 Shiny Gold, Closed-End

11. J.N. Zippers & Supplies Corp.
12. Emsig Manufacturing Corp. #A2842
13. Emsig Manufacturing Corp. #A3030
14. California Label Product label
15. Trim Network label
16. J.N. Zippers & Supplies Corp. Rose gold 1" Tri-bar slide
17. J.N. Zippers & Supplies Corp. Rose gold 1" Swivel-lever hook
18. Seram America Inc. #N020991XU/000
19. Seram America Inc. #N018481ZU

Black & White



1. J.N. Zippers & Supplies Corp. #5 plastic silver mirror lamé
2. J.N. Zippers & Supplies Corp. #5 plastic black tape mirror silver teeth
3. J.N. Zippers & Supplies Corp.
4. Seram America Inc. #NSER527ZT
5. Emsig Manufacturing Corp. #A3942
6. Emsig Manufacturing Corp. #BW084891
7. J.N. Zippers & Supplies Corp. #5 plastic black tape/mirror rainbow teeth
8. Emsig Manufacturing Corp. #A3465
9. Seram America Inc. #N020983XT
10. Emsig Manufacturing Corp. #A3819
11. California Label Product labels
12. Trim Network labels

DIRECTORY

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www.californialabelproducts.com

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www.cuteque.com

Emsig Manufacturing Corp., (212) 563-5460,
www.emsig.com

J.N. Zippers & Supplies Corp. (650) 871-8838,
www.zprz.com

Satab USA, (908) 510-0342, www.satab.com

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Textile, Findings & Trimmings and Tech Resource Guide

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.

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

Products and Services: California Label Products will be exhibiting at the LA Textile show on March 2nd—4th, and we look forward to seeing you there! Visit our booth # 6001/6003 for the latest look in labels and tags to get inspired! We are dedicated to setting the highest standard of excellence in our industry. 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, custom hang tags, and heat transfers, but we also have a service bureau for your price tickets and care labels, with quick turn time 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.

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www.cuteque.com

Products and Services: Cuteque International has been a well-known trimming company in the apparel industry for many years. We offer many varieties of trimming products suitable for hair accessories, bags, shoes, costume making, craft, bridal, or packaging. As one of the biggest wholesalers, we carry most of our products in stock for immediate delivery. Our products will help to increase your volume of sales. You'll be amazed after browsing through our products, and we hope to look forward on your future needs in trimming products. Please visit us at the Los Angeles International Textile Show.

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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 active-wear collection.

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www.dgexpo.net
(212) 804.8243

Products and Services: DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, small manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In addition to the two-day show, there is a three-day seminar program focused on business growth and profitability, plus textile classes. Our next Miami show takes places March 11-12. Our New York City show is Aug. 4-5. Visit our website for details and to register.

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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. Visit at the LA International Textile Show, Booth #PH7.

JN Zippers & Supplies Corp.

380 Swift Ave.—Unit #5 and 6
South San Francisco, CA 94080
Contact: Judy Elfving
(480) 529-6331
judy@zprz.com

Products and Services: Founded in America in 1990, J.N. Zippers & Supplies Corporation serves the industry with a California-based corporate office and warehouse with China factory customization for garment, bag, and accessory manufacturers worldwide. Quick sampling from our warehouse stock of high-quality zippers, pulls and hardware that are ITS, SGS, Oeko-Tex, ISO9001:2000 safety-tested and standards-compliant. Our zipper specialists are ready to assist you with choosing the best zipper configuration suited to your product. We offer private branding on pulls, hardware, and labels. Our warehouse also stocks elastics, tapes, cords, labels, and workroom supplies for spot delivery. Turn to the experts at J.N. Zippers & Supplies Corp. and the in-stock division of ZPRZ Company to provide you with the best combination of quality, price, and service.

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(212) 944-7400
Fax: (212) 9447406
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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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mgoldberg@ngcsoftware.com
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Fax: (631) 755-1259
www.philipsboyne.com
sales@philipsboyne.com

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Robert Kaufman Fabrics

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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.

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ribbons@satab.com
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Fax: (323) 980-5021
www.sundragonimport.com
cindy@sundragonimport.com
Products and Services: Sun Dragon Import Inc. was established in 2005 and is a fast-growing company concentrating on specialized yarns and eco-friendly products. Our business concept is to import and provide high quality yarns and develop new fashion trends. We combine eco-friendly materials (tencel, modal, bamboo, hemp, linen, recycled poly, sorona, etc.) to blend with other fibers to create new fashion trends and introduce new looks to the market. We customize an abundance of high-end yarns to cater to specialty boutique shops and market lines, which include silk blends, cashmere blends and micro modal blends. We also specialize in creating affordable fashionable yarns for the juniors market. The whole scope of this yarn business has given rise to several industries, which apparently contributed significantly to the economic growth in Los Angeles County. The aggressiveness of this company helps promote and create new yarn and provide quality services to our customers continuously. Sun Dragon Imports has joined the network of some big converting companies who provide domestically knitted fabrics to apparel manufacturers whose design and color requirements need the expertise in knitting, dye making, printing, and related textile components.

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www.texollini.com
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For more information on integrating MicroModal into your products,
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