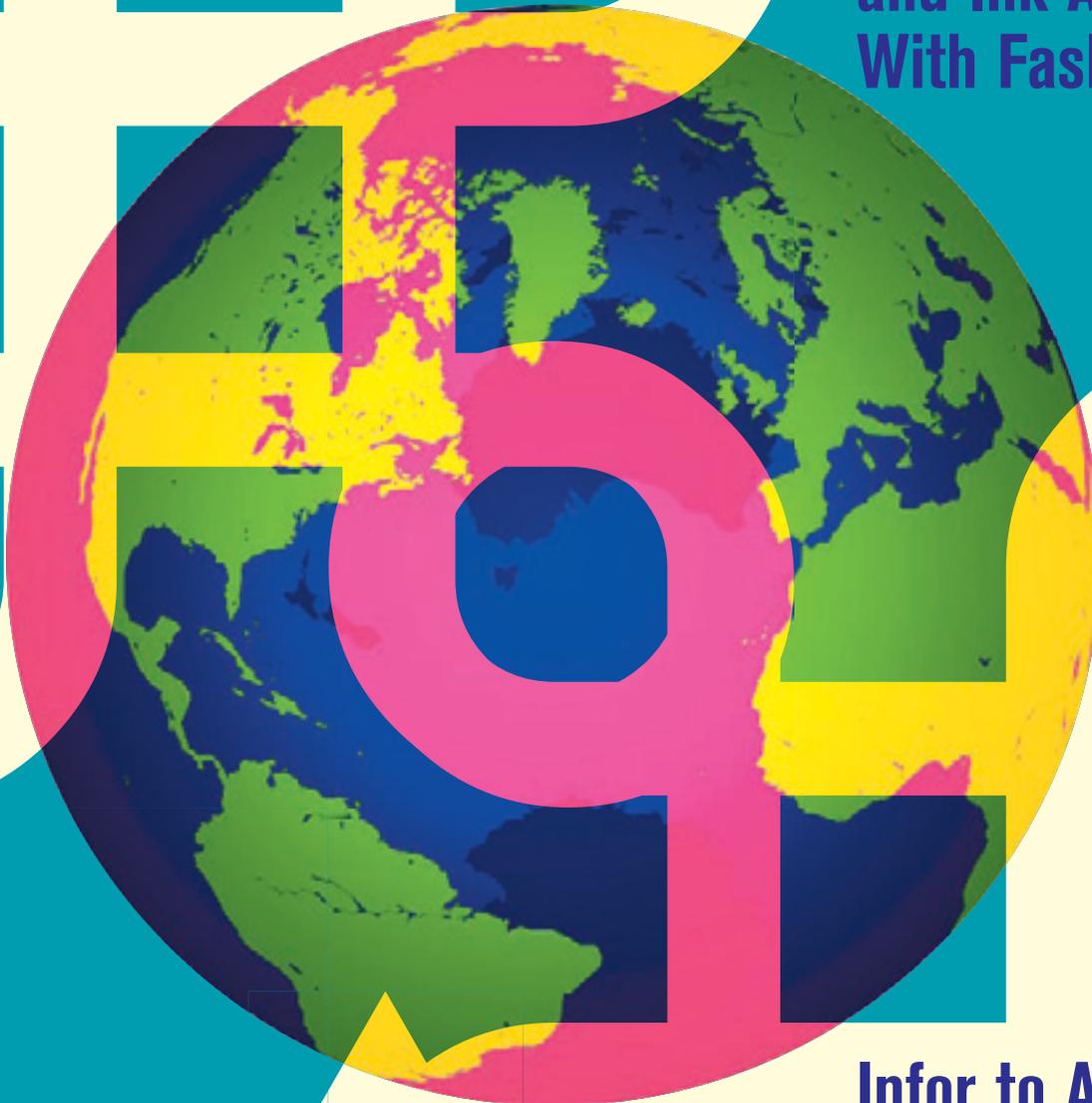


# Supply Chain + Tech Focus

A CALIFORNIA APPAREL NEWS SPECIAL SECTION AUGUST 2015

**Kentwool's New  
Performance Apparel  
Division Expands Its  
U.S.-Made Product Mix  
Beyond Golf and Socks**

**Epson's New  
Sublimation Printer  
and Ink Are Designed  
With Fashion in Mind**



**Infor to Acquire  
GT Nexus**

**Cargo-Container Volumes  
Expected to Grow  
Modestly This Year**

## Cargo-Container Volumes Expected to Grow Modestly This Year

Despite massive congestion problems plaguing the West Coast ports earlier this year, cargo-container volumes for imported goods are expected to rise 4.2 percent this year compared with last year.

For the first half of 2015, import numbers were up a little more at 6.5 percent, rising to 18 million 20-foot containers, according to the monthly "Global Port Tracker" report, released by the **National Retail Federation** in conjunction with **Hackett Associates**.

This month, with importers bringing in merchandise for the holiday season, the number of cargo containers coming into the nation's major ports will inch up 3.6 percent over last August.

"Consumers might be out buying back-to-school supplies, but toys and sweaters are starting to show up on the docks," said Jonathan Gold, the NRF's vice president for supply chain and customs policy. "There are still some lingering congestion issues, but retailers are working with their supply-chain partners to make sure all of that merchandise flows smoothly to store shelves." An improving economy is translating into more imports coming through U.S. ports. In June, traffic at the ports was up 6.2 percent from the previous year, and July saw a 6 percent uptick in container volumes.

For the rest of the year, ports will experience some see-saw activity. September is forecast to be down 0.1 percent, October will be up 1.2 percent, November will see a 4.5 percent jump, and December will see a 2.8 percent decrease in import volumes.

The good news is that some retailers are paying less to transport their merchandise this year, thanks to the use of more large-capacity ships by ocean carriers. **Hackett Associates** founder Ben Hackett said the increased capacity has driven down rates, but the relief could be short lived because some lines have already canceled voyages to counteract the trend.

"We are seeing complete chaos on the high seas in terms of the amount of capacity available and the level of spot freight rates," Hackett said. "One has to wonder why carriers cannot match supply to demand. The end result will likely be a highly volatile situation of freight rates moving up and down."

—Deborah Belgum

### AUGUST 16

**"Knowing the Ins and Outs of Sourcing: A Primer for New and Mid-Size Brands and Retailers,"** a panel featuring **Daisy & Blu CEO Sherry West; About Sources President Susan Power; White Plum Founder/Creative Director Hilary Zwahlen; Shinyhub.com CEO Justin Chen; and moderator Frances Harder, president of Fashion Business Inc.**  
Las Vegas Convention Center North Hall, Level 2, Room N250 1-2 p.m.

**The National Shoe Retailers Association (NSRA) Presents "How to Build a Frontline That Will Build Your Bottom Line,"** featuring **Mel Kleiman, certified consultant and author of "Hire Tough, Manage Easy"**  
Las Vegas Convention Center South Hall, Level 2, Room S229 1-2:15 p.m.

**The National Shoe Retailers Association (NSRA) Presents "The Nordstrom Way to Customer Service Excellence,"** featuring **Robert Spector, founder of Robert Spector Consulting and author of "The Nordstrom Way: The Inside Story of America's Number One Customer-Service Company"**  
Las Vegas Convention Center South Hall, Level 2, Room S229 2:30-3:45 p.m.

**"The New Tech/Smart Textile Movement: A Seminar for Beginners to Industry Leaders,"** a panel featuring **Columbus Consulting Partner Nancy Marino, AATCC Technical Director Diana Wyman, North Carolina State University Assistant Industry Liaison Tom Snyder, WWA Advisors Wearable Technology Services' Despina Papadopoulos and moderator David Hinks, interim dean of North Carolina State College of Textiles**  
Las Vegas Convention Center North Hall, Level 2, Room N250 2:30-3:30 p.m.

**The National Shoe Retailers Association (NSRA) Presents "Demystifying Business Valuation for Independent Footwear Retailers,"** featuring **Theresa Zeidler-Shonot, manager, director of business**

**valuation practice at Smith & Gesteland LLP**  
Las Vegas Convention Center South Hall, Level 2, Room S229

**"Tools for Bringing Your Brand to Life in Social Media,"** featuring **Noah Buck, client strategist with Matte Black**  
Las Vegas Convention Center North Hall, Level 2, Room N250 4-5 p.m.

**"American Small Batch Manufacturing,"** a panel featuring **Maker's Row Founder and CEO Matthew Burnett, DNA Group Factory Founder and CEO Alex Snyder, Maker's Row Founder and CMO Tanya Menendez, JLD Studios founder Jennifer Diana, and Modern Vice Founder Jordan Adoni**  
Las Vegas Convention Center North Hall, Level 2, Room N250 5:30-6:30 p.m.

### AUGUST 17

**Sterne Agee Presents "Fall '15 And Spring '16 Women's Fashion Trend Outlook,"** featuring **Shoe Carnival EVP and GMM Carl Scibetta, Caleres CEO and Chairman Diane Sullivan, M-82 Stylist and Designer George McCracken, and moderator Sam Poser, managing director of Sterne Agee CRT**  
Las Vegas Convention Center South Hall, Level 2, Room S229 8-9 a.m.

**"New Store Seminar: Know Your Show Floor ABCs,"** featuring **Global Purchasing Companies Director Mercedes Gonzalez and MAGIC Retail Specialist Sandy Shapiro**  
Las Vegas Convention Center Buyer's Suite, Level 1, Room N115 9-10 a.m.

**"Wearables Are Not Just for Techies but for the Fashion Industry as Well,"** featuring **Sandra Lopez, director of strategic alliances for fashion at Intel**  
Las Vegas Convention Center North Hall, Level 2, Room N250 9:30-10:30 a.m.

**Pensole Footwear Design Academy Presents "The Future of Footwear:**

**Design and Technology,"** featuring **D'wayne Edwards, founder of the Pensole Footwear Design Academy**  
Las Vegas Convention Center South Hall, Level 2, Room S229 10-11 a.m.

**"Believable Branding: Creating Authentic Influencer Partnerships,"** a panel featuring **Swim Social Account Executive Jordan-Risa Santos, By Lisa Linh manager and blogger Lisa Linh, Polka Dots & Sailor Stripes founder/blogger Ashley Guyatt, and moderator Noah Buck, client strategist at Matte Black**  
Las Vegas Convention Center Central Hall, WWD Social House, Booth 73012 10:30-11:30 a.m.

**"Follow the Path to Global Success,"** a panel featuring **Joshua Teitelbaum, deputy assistant secretary for textiles, consumer goods and materials at the U.S. Department of Commerce International Trade Administration; Steven Willoughby, marketing manager at Dupont; and moderator Julia Hughes, president of the United States Fashion Industry Association**  
Las Vegas Convention Center North Hall, Level 2, Room N251 10:30-11:30 a.m.

**Footwear News Presents "Spring '16 Trends Discussion,"** a panel featuring **H Williams designer and founder Heather Williams; The Brooklyn Footwear Company cofounders Jury Artola and Olga Grib; and moderator Christian Allaire, assistant fashion editor of Footwear News**  
Las Vegas Convention Center South Hall, Level 2, Room S229 11 a.m.-noon

**Fashion Snoops Presents "Women's Global Trend Stories + Cultural Connections For F/W 16/17,"** featuring **Melissa Moylan, creative director—womenswear for Fashion Snoops**  
Las Vegas Convention Center North Hall, Level 2, Room N250 11:30 a.m.-12:30 p.m.

**"Flexible Free Trade: What Is in the Pipeline That Could Affect Where You Source?"** a panel featuring **Eric Randraasana, special adviser on AGOA**

to the president of the Republic of Madagascar; **Edward Hertzman, publisher of Sourcingjournal.com; Joan Mudgett, director supply-chain excellence for WWA Advisors; Rajiv Malik, board member, Made in a Free World / former VP global sourcing at Gap Inc. and Old Navy; and moderator Tom Travis, managing partner with Sandler, Travis & Rosenberg**  
Las Vegas Convention Center North Hall, Level 2, Room N251 Noon-1 p.m.

**"Show Me the Money!"** featuring **Paul Erickson, VP of client services for RMSA**  
Las Vegas Convention Center Buyer's Suite, Level 1, Room N115 Noon-1 p.m.

**"Evolution From Blogger to Brand With Emily Schuman of Cupcakes & Cashmere,"** featuring **Emily Schuman, founder of Cupcakes & Cashmere, and Noah Buck, client strategist with Matte Black**  
Las Vegas Convention Center Central Hall, WWD Social House, Booth 73012 1-2 p.m.

**Modern Pulse and The Bromley Group Present: "The Art Of Footwear Success: The 3 Most Influential Elements to Build Your Footwear Business,"** a panel featuring **Modern Pulse Principal Partner and Business Adviser Len Pesko, Modern Pulse Principal Partner and Product Specialist Deborah Cianciotta, The Bromley Group Principal Karen Bromley, and The Bromley Group Creative Director R. Scott French**  
Las Vegas Convention Center South Hall, Level 2, WSA@MAGIC, Booth 91400 1-2 p.m.

**"Desirable Wearables: The Future Is Here,"** featuring **Syuzi Pakchyan, founder of Fashioningtechnology.com and user experience lead for BCGDV**  
Las Vegas Convention Center North Hall, Level 2, Room N250 1:30-2:30 p.m.

**"Shopthefloor: The Digital Marketplace That's Transforming How** ➔ Seminar Calendar page 12



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**MADE IN AMERICA**

# Specialty Product, Domestic Supply Chain

*Kentwool's new performance apparel division expands its U.S.-made product mix beyond golf and socks.*

By John McCurry Contributing Writer

Location increasingly matters when it comes to where apparel products are made. One company experiencing this is **Kentwool**, a venerable South Carolina-based company that has become known in recent

has gained widespread acceptance among pro and amateur golfers, but its reputation has spread beyond golf. The socks are sought after by manufacturing workers and others whose jobs require standing for long periods of time.

In addition to 100 percent wool yarn, the socks include yarn made from coconut fibers, which serve to reduce odor and abrasion, and textured nylon, which adds ventilation.

"I knew the brand and product was good, but I didn't know how widely known it was," Murphy said. "We conducted an online consumer survey of Kentwool loyalists and found consumers love the product and have a passion for it. Commitment to the product is extremely high. That was good news."

That survey found that it does matter to fans of Kentwool's golf sock that they are made in the U.S. The typical purchaser of the socks is male, in his mid-50s and has high disposable income.

"We think that being made in the U.S. not only ensures the quality and craftsmanship but is of great marketing value," Murphy said. "We like the flexibility that a shorter lead time offers."

Building a U.S.-based supply chain requires finding good suppliers and manufacturing partners. That hasn't been a challenge thus far for Kentwool, which has been working with some of the well-known names in the knitting business for its sock production, including **Wigwam** of Sheboygan, Wis. About half of Kentwool's sock sales are through golf shops, and half are online. Black and natural are the most popular colors for the socks, but color drives purchasing decisions, and the company is planning on offering team colors for high school, college and pro sports.

Venerable Kentwool is a true survivor in the textile industry. The Greenville, S.C.-headquartered company has evolved and diversified over the last several years. The company was founded in Pennsylvania in 1843 and been family owned and operated ever since.

Chief Executive Officer Mark Kent is



**DOMESTIC SINCE 1841:** Family-operated Kentwool has been making socks in the United States for 172 years. The company recently surveyed its consumers and found that Kentwool's domestic manufacturing was part of the reason for those consumers' brand loyalty.

years for its high-end, high-tech golf socks.

Dan Murphy, who spent 11 years with golf-ball manufacturer **Bridgestone**, recently joined Kentwool as president of its new performance apparel division. Murphy is charged with taking the division beyond its golf socks into other areas. The sock, which retails for \$20 a pair, has achieved considerable success in just a few years. It



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# Infor to Acquire GT Nexus

New York-based technology solutions provider **Infor** announced it plans to acquire **GT Nexus**, the Oakland, Calif.-based global trade and logistics platform, for \$675 million.

The deal is expected to be finalized in September following regulatory approval.

There are approximately 25,000 customers—including **adidas Group**, **Caterpillar**, **Columbia Sportswear**, **DHL**, **Home Depot**, **Levi Strauss & Co.**, **Maersk**, **Pfizer**, **Procter & Gamble** and **UPS**—using GT Nexus' cloud-based network.

Infor is a supplier of ERP (enterprise resource planning) and PLM (product lifecycle management) software. There are more than 3,200 fashion and retail businesses using the **Infor CloudSuite Fashion**, according to the company, which says many of those clients are also using GT Nexus. Together, the two companies will help businesses improve sales, operations and production planning by integrating merchandising, marketing and demand data. Companies can also track the status of work-in-process orders still in production through the Infor system as well as any production changes through Infor's PLM solution.

"Together, Infor and GT Nexus will provide customers with unprecedented visibility into their supply chains to manage production and monitor goods in transit and at rest," said Charles Phillips, Infor chief executive officer, in a statement. "In a complex, high-velocity supply chain, all partners need to

know what was ordered, when it was built, where it is in transit, if the order has changed and has it cleared customs. Specialization and speed are moving the future of manufacturing into the commerce cloud."

GT Nexus' global order-management system allows retail, fashion and manufacturing companies to collaborate with suppliers and manage shipments to customers, distribution centers and retail outlets.

Buyers and suppliers access the GT Nexus network through their order-management system. Order information is sent by buyers through GT Nexus to suppliers, financial institutions, freight carriers and logistics providers. GT Nexus manages "the master record of the order across multiple partners" for the entire network. The company also facilitates more than \$20 billion in payments between buyers and their suppliers in 90 countries and in 8 currencies, according to a company statement.

"Infor is a great home for GT Nexus, and we're excited to join forces with a company with a strong manufacturing, retail and supply-chain pedigree," said Sean Feeney, CEO of GT Nexus, in a company statement.

Infor also has a social collaboration platform, **Infor Ming.le**, for managing "unstructured processes within the supply chain," and **Infor Rhythm** is the company's omni-channel e-commerce platform.

For more information, visit [www.infor.com](http://www.infor.com) and [www.gtnexus.com](http://www.gtnexus.com).

—Alison A. Nieder

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## MADE IN AMERICA

### Made in America *Continued from page 4*

the fifth generation of his family to run the company, which now has three divisions: **Kentwool Manufacturing**, **Kentwool Performance Apparel** and **Kentwool Development**, which owns commercial real estate. But it's the textile business that is still the core of the company, and Kent said it's poised for growth.

"I think back in the 1990s everyone was looking for a way to save the business—how to survive, circle the wagons and protect themselves in an industry that was rapidly moving offshore and contracting upon itself," said Kent, who has been running the company since the passing of his father, Warren, in 1992. "We've been very fortunate in the last few years that we have continually grown our manufacturing business, albeit incrementally, but we have grown."

Kent is bullish on the future of the American textile industry. He says the industry's most difficult period was between 1992 and 2002, when the dust began to settle following a decade of decimation and shifting business in favor of offshore production. He says there were some key ingredients then and now that give hope to the industry's survivors. The first is low-cost power, which is not available everywhere in the world. Secondly, he says, the industry has survived several waves of low-cost Asian labor. He says the ingredients are in place for a slow, steady growth of the textile industry.

"What I see is a far more adaptable, flexible American industry. It used to be a lot of battleships out there, not a lot of speed boats that could turn quickly and do things differently," Kent said. "Now, I might argue that there are more of those speed boats. They are more aggressive, able to get new ideas to the market faster than ever before."

Kentwool will debut a line of performance underwear and a line of sweater vests for golfers this fall. Like the success-

ful Kentwool golf socks, these products will be made entirely in the U.S. The underwear will be manufactured in South Carolina. Kentwool does all of the design and development of products and has developed an all-American supply chain. But Kent says that with the shrinkage of the textile industry over the past 15 years, he wasn't sure how easy it would be to put together a U.S.-centric supply chain.

"Initially, I didn't know if the skill and the talent was still here to be able to produce what we needed," Kent said. "But after a while I was amazed to find that not only was the talent still here, but certain little niches were still growing. We have been trying to help cultivate that. Our big push and our selling point is 'Made in the USA.'"

Kentwool's primary product is wool yarn. End uses include apparel, automotive and medical products. Apparel has been the company's biggest market. The company's largest customer is **St. John Knits** of Irvine, Calif. In the outdoor trade, Kentwool's yarns can be found in high-tech socks made by Wigwam Mills and **SmartWool**. Yarn produced at the company's Pickens, S.C., plant also goes into products as diverse as men's suits and first-responder burn blankets used for fire victims.

"We had developed this sock that we knew was the world's best golf sock, and what I wanted to do next was fit the golfer head to toe," Kent said. "I didn't know when we started this program that while the sole destination of this sock was golf, because of its performance characteristics, we have people running in it, we have people hiking in it, exercising, doing yoga, climbing mountains. It's exceeded my expectations of what it could do performance-wise. We hope that the next product we come out with will do the same thing and will continue to live that long." ●

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# A Tale of Two Companies: How Tukatech is transforming the manufacture of everything from anti-gravity suits to the standard T

It is a testament to Tukatech's versatility that Vinyl Technology Inc., producers of anti-gravity suits for Air Force and Navy fighter pilots, and Topsy Inc., producers of souvenir T-shirts for iconic American sites such as the White House, are both using Tukatech technology.

This is a point of pride for Ram Sareen, the visionary behind Tukatech, the industry's leading provider of software and hardware technology, that his products are not only adaptable to a wide range of apparel-related businesses, large and small, but can be vital to their success. Case in point is the very different situations of these two longstanding Los Angeles area-based clients.

Vinyl Technology, located in Monrovia, is a 375-employee, high-tech facility that does radio frequency heat sealing of plastic materials that need to be airtight—things like hazmat suits and medical products. The larger part of its business, however, is what the company's president, Dan Mollura, terms "industrial sewing." Vinyl Technology's anti-gravity suits are equipped with air bladders that inflate during flight to keep blood flowing to the pilot's brain to avoid "G-loc"—loss of consciousness.

With lucrative Defense Department contracts, Vinyl Technology is in an enviable position at the moment. "Our business is growing within a market that is not growing," Mollura explains. "The pie isn't getting any bigger, but our portion is increasing. And following a trend of the government replacing older tech suits with newer tech suits, we're one of two companies qualified to make these new tech G-suits. And we are the primary supplier." To handle the increasing demand, Vinyl Technology needed to increase its production capacity quickly.

The company had already invested in TUKAcad design software several years back. The relationship between Mollura and Sareen, however, goes back a great deal longer, to the days of the Space Shuttle program. Vinyl Technology had a contract to develop "sound attenuation bags"—fabric bags attached to the bottom of the booster rockets that would fill with water at liftoff to absorb sound and prevent damage to the shuttle, then incinerate. Sareen helped Mollura



Vinyl Technology's G-suit

modify a cutting machine to hot-cut the parachute fabric for the bags. "It was a very unique application that he was able to help us out with," Mollura recalls. And he has kept in touch with Sareen ever since.

With Vinyl Technology's new business demands, "we had the need to cut more plies of material for the G-suits, and our current machine wasn't able to give us the results," Mollura says. "I challenged Ram to see if his machines could do a better job. He took a look, made some tests, and very quickly he came up with a solution. We tested it out and we decided to go with the machine shortly thereafter." The TUKAcad D600 is scheduled to be installed in the next few weeks.

Topsy Inc., one of Tukatech's more traditional apparel industry clients, which has an 80-employee manufacturing facility in the City of Vernon, also has a need for volume. Topsy produces souvenir T-shirts and sweatshirts for museums, national parks—"any tourist place, mainly," explains Paul Singh, Topsy's vice president.

With volume of about 1 million items per year, Topsy invested about six years ago in TUKAcad. "With its marking and grading program, we saved a lot of fabric; our waste is minimal," Singh says. An added bonus, he goes on, was the program's ability to put different styles together on the same marker, since Topsy often uses the same fabric for different items. "Whatever we paid to buy the software," says Singh, "we recovered in six months."

This year, the company invested in a Tukatech automatic cutting machine as well, and Singh already has seen a difference in the speed, precision, and volume—"at least 20 percent more than with the previous cutter." Its user-friendly interface also has made an impact. "Before, we used to have only one person who knew the machine," Singh says. "Now everyone knows it. It's that easy to understand."

Most importantly to Topsy, however, is Tukatech's superb technical support—another point of pride for Sareen. "The other cutter was giving us a lot of problems," Singh says. "The other company had no support—we would wait months and not hear from them. Our production would stop and we lost customers.

"The best thing about Tukatech," he continues, "they call to find out how things are, which is very important. If we have any issues, their tech people come right away. That gives you peace of mind. Our customers now have confidence in us."

Both Mollura of Vinyl Technology and Singh of Topsy point out the great advantage that Tukatech is local. "They can come and answer any question any day," Singh says.

That support includes Sareen himself, always a valuable resource for his clients. "Ram takes a personal interest," Singh attests.

"He's very helpful, very knowledgeable," says Mollura. "He's assisting us even with improving the layout of our cutting department to provide better flow."

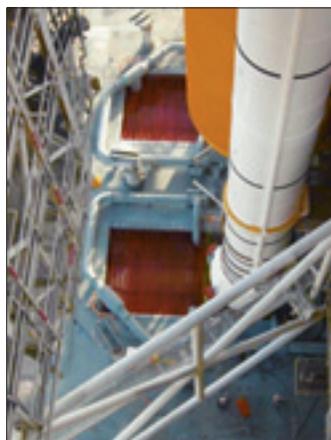
"The point," says Sareen, "is that technology is going to help bring the jobs back to America. It's not really just for large companies. Technology today is affordable. We cannot ignore the use of technology to facilitate our growth. At Tukatech, we are providing our garment-industry people with affordable technology and helping them bring the jobs back to the U.S."



Topsy's hoodies

**“We cannot ignore the use of technology to facilitate our growth. At Tukatech, we are providing our garment-industry people with affordable technology and helping them bring the jobs back to the U.S.”**

**—Ram Sareen**



Vinyl Technology's "sound attenuation" fabric bags



# Design-Driven Development

*Epson's new sublimation printer and inks are designed with fashion in mind.*

By Alison A. Nieder Executive Editor

Print solution company **Epson** has the fashion industry in its sights, hoping to win designers over with the promise of creating their own graphic prints on demand.

Epson's existing sublimation printers worked well for prototypes and limited production runs, but apparel makers told the company they needed a printer capable of continuous printing at high speeds.

The company, which has offices in Long Beach, Calif., is getting ready to roll out the latest in its SureColor F-Series of sublimation printers. The top-of-the-new-line printer, the F9200, is a dual-printhead, 64-inch-width printer.

"This solution is specifically geared toward fashion," said Tim Check, **Epson America's** product manager for professional imaging. "The new technology that we have coming out is based on what we've heard back from fashion and sports apparel [companies and the] solutions that they need."

Priced at \$26,000, the F9200 is capable of printing at "just over 1,000 square feet an hour," Check said, although production speed is typically more than 500 square feet an hour.

The F9200 uses the same printhead design as Epson's earlier top-of-the-line model, the F7170, but there are two of them and they're staggered to improve speed.

"Every time it takes a pass over the paper, it's printing over at least a 2-inch swath. The two heads give it twice the speed right off the bat," Check said.

Also, the printer has dual sets of inks with a capacity of 3 liters of ink per color, or 12 liters of ink total.

"In a high-production environment, you need to have more ink," Check said. "This system is really built for 24/seven production. You can keep it running, and the printer sends you an email note when it runs low on ink or paper. It really, truly can be an unattended printer."

Epson enhanced the frame on which the F9200 sits to keep it steady and reliable. "It's built like a tank," Check said. "The system is built to last in an industrial environment."

The heavy frame helps wind the printed transfer paper tightly, Check said, to cut down on drift at the calendar press. "When it gets to the heat-transfer system, it's important that the paper stays put—it's not drifting," Check said. "Having a very precisely tight-wound paper is really important. A rigid frame helps produce much tighter tolerances around the winding of that paper after it's been printed."

There's also an optional post heater to help dry the ink prior to winding for companies using the printer in high-humidity environments.

"While we love the printer to work in 72 degrees and 50 percent humidity, we realize the printer is going to be used in many different places—from cold climates to maybe down in Miami, where it's 100 percent humidity and maybe 90 degrees," Check said. "The heating system will dry that paper before it reaches the take-up reel so you don't have any image being printed on the back side of the paper."

All of Epson's new printers feature an improved print carriage, which holds the printheads. "If someone accidentally left a pencil or pen in the print area—it does happen—when the print carriage comes over it and hits one of those things, it's not going to damage the printheads," Check said. "The printheads are protected by the carriage that they sit within. [Also] if the paper starts to curl a little bit while it's on the platen, the carriage will push the paper back down so you can continue to use the printer without having the printheads dragging across and potentially damaging the printer."

The F9200 has a three-pass production mode, mean-



**NEW BLACK:** Epson is now offering HD Black, a new, high-definition black that gets darker, richer blacks while using less ink. The image at top was printed with the HD Black while the image at the bottom features traditional black ink.

➔ Technology page 10

## Are you in one of the following Industries and want to Grow your Business?

✓ Private Label Manufacturer

✓ Activewear & Outdoor Apparel

✓ Golf Apparel Industry



✓ Uniform Industry

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Technology *Continued from page 8*

ing the print carriage passes over the paper three times before advancing.

“We found the print quality we can get with three passes is above what we can get with any of our competitors running at a four pass. It’s almost what our competitors get running a six pass, which is half the speed that our printers are running at,” Check said. “The printer has two printheads to go faster, but with this production mode, we’re able to run faster at a lower pass count, making the printer able to run significantly faster where it counts, which is production speed.”

Epson is also releasing a single-printhead version of the 64-inch-width printer, the F7200, which is priced at \$16,000. There’s also an entry level, 44-inch-width model, the F6200, which is priced at \$8,500.

All three printers use the same ink set. “It all comes down to the width and the speed that the systems run at,” Check said.

The F7200 is designed to be an easy-to-use system for companies looking to do on-demand and light production, Check said.

“Maybe they don’t need to run 1,000 square feet per hour,” he said. “But they do have jobs that come in, and they need to be able to print those and turn those around. It might be for a few items or 100 dresses or maybe for some signage that’s going up for a trade show. The F7200 can get you in the running at just over 600 square feet per hour and production rate of about 240 square feet an hour.”

Check describes the F6200 as “our most versatile solution.”

“It’s just a 44-inch width, and it’s not geared for roll-to-roll. But it does have a built-in cutter, which makes it great for roll-to-print or cut-and-sew applications when you print just a pattern.” (The F6200 is also good for companies printing promotional items and signage or specialty items such as

money on ink and can switch to a lighter-weight transfer paper for added savings, he said.

“It cuts down on your ink usage significantly, so you’re saving a lot more money when you print,” Check said.

Epson’s HD Black is priced the same as its standard ink, and the company worked on the chemical formula to ensure that the HD Black ink would work well with the Epson printhead and print system.

“These high-density blacks get sedimentation,” Check said. “If [the ink] settles and you get a plug, it could damage the printhead. It took almost two years to develop this ink set. There really is a lot of chemistry research and development that went into this so you can use these printers 24/seven.”



**NEW RELEASES:** Epson is introducing three new SureColor F-series sublimation printers. The F9200, a dual printhead, 64-inch-width printer; the F7200, a single-printhead version of the 64-inch-width printer; and the F6200, a 44-inch-width model.

photo printing on metal.)

The F6200 also has a high-capacity ink bottle, rather than a disposable cartridge, which will cut down on operating costs, Check said.

**HD is the new black**

Epson is also introducing a new black called the “High Density Black” or “HD Black.” Athletic apparel makers had been asking for a richer, deeper black than was previously available from Epson, Check said. Sports apparel makers were looking for a rich black to make the colors and logos on athletic jerseys pop and look clear and vivid, he said.

Another benefit of the HD Black is it requires less ink than traditional blacks, Check said. As a result, users save

**Spend and reward**

Epson sells its products as a complete system of printers, inks, paper, software and service. The company has a rewards program that allows company owners to earn rewards for purchasing ink and paper. The rewards can be used toward discounted service warranties or even a new printer, Check said.

“We provide a total solution,” he said. “There’s no finger pointing when the paper doesn’t match up or when you’re having issues with the ink or the printer is showing an error. It’s one number to call. We’ll take care of any of the issues you have.”

The new F-Series printers are expected to be ready to ship beginning Sept. 1.

For more information, visit [www.epson.com](http://www.epson.com).

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Seminar Calendar *Continued from page 2*

**You Shop,** featuring Vince Tsai, SVP and general manager of Shopthefloor, UBM Advanstar  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
1:30-2:30 p.m.

**"Discovering S/S 2016 Trends From Trade Shows and European Retail: Key Learnings for Retail Sell-Through"** presented by Trendstop  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
2:45-3:45 p.m.

**"Fashion in Flux: The Ongoing Flow Toward the Future With a Focus on Spring 2016,"** featuring The Doneger Group Creative Director David Wolfe  
Las Vegas Convention Center  
North Hall, Level 2, Room N237  
3-4 p.m.

**"How to Open and Run a Successful Retail Store,"** featuring Mercedes Gonzalez, director of Global Purchasing Companies  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
3-4 p.m.

**"Making Paper: A Sales-Driven Approach to Collaborating With Influencers,"** a panel featuring Vanilla Extract blogger Nichole Ciotti; Stiletto Beats blogger Emily Cholakian; Linh Winn blogger Linh Nguyen; and moderator Noah Buck, client strategist with Matte Black  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
3-4 p.m.

**Apparel Magazine's 9th Annual Sourcing Summit: "Breakthroughs in Sourcing From Concept to Delivery,"** a panel featuring Levi Strauss & Co. VP Product Development and Sourcing Bryan Riviere; Cabela Senior Director of Commercialization Adi Zukerman; Homtex Inc. President Jeremy Wootten; Kurt Salmon partner Cort Jacoby; and moderator Tony Ward, senior partner with Kurt Salmon  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
3:30-5 p.m.

**"What's Your Story? Branding & Marketing Essentials in the Digital Age,"** featuring Matthew Thornton, principal of Armchair Studio LLC  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
4-5 p.m.

**"Long Live Denim,"** a discussion with Levi's SVP Global Design Jonathan Cheung, Francois Girbaud, Lot Stock & Barrel founder and Art Director Benjamin Phillips, The Jean Shop founder Eric Goldstein, Nordstrom DMM Men's Tina Aniversario, Isko Global Marketing Director Marco Lucietti, Flaunt founder and Publisher Luis Barajas, and WGSN's Amy Leverton. Sponsored by WGSN, Flaunt and Moet Hennessey  
Shanghai Lily at Mandalay Bay Hotel and Casino  
5-7 p.m.

**"It's Not Only About Price: Sourcing for Profit While Being Ethical,"** featuring Mercedes Gonzalez, director of Global Purchasing Companies  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
5:30-6:30 p.m.

**AUGUST 18**

**PDScommerce Presents: "How to Boost Your Online Conversion Rates: What Sales Are You Leaving on the Table?"** a panel featuring PDScommerce Senior Ecommerce Business Analyst Jennifer Conforti; BBC International VP of International Sales Seth Campbell; Klarna North America CEO Brian Billingsley; Avalara Partner Sales Manager Michelle Baggett; and moderator Kevin Kennedy, founder and CEO of PDScommerce  
Las Vegas Convention Center  
South Hall, Level 2, Room S229  
8-9 a.m.

**"Game Changer: The Stretchable Electronic Ink Enabling Smart Clothing,"** featuring Dr. Michael Burrows, segment manager for Dupont  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
9-10 a.m.

**"How to Compete With Department Stores,"** featuring Paul Erickson, VP Client Services with RMSA  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
9-10 a.m.

**The NPD Group Presents: "Fashion and Athletic Footwear—2015 Review and Outlook,"** a panel featuring Matt Powell, vice president, industry analysis sports and leisure trends for The NPD Group, and Beth Goldstein, executive director and industry analyst for The NPD Group  
Las Vegas Convention Center  
South Hall, Level 2, Room S229  
9-10 a.m.

**American Apparel and Footwear Association (AAFA) Presents: "The Promulgation of State Chemical Regulations—Where Does It End?"** featuring Nate Herman, vice president of international trade for the AAFA  
Las Vegas Convention Center  
South Hall, Level 2, WSA@MAGIC, Booth 91400  
10-11 a.m.

**Special Session: "Doing The Right Thing Now for Fashion's Future,"** a panel featuring Eileen Fisher Director of Social Consciousness Amy Hall; Fashion 4 Development Senior Adviser on Sourcing and Innovations and PVH Corp. Senior Director of Global Sourcing/Innovation and Product Development Jeanine Ballone; Made in a Free World CEO Justin Dillon; and moderator Katherine Stein, director of international business development, SGS Consumer Goods & Retail  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
10-11 a.m.

**"It's Only Fashion: Empowering Creativity With Female Voices,"** a panel featuring Katharine Brandes, cofounder and creative director of BB Dakota; Lauren Osterstock, consulting director of branded content for BB Dakota; and moderator Barbara Ende, president of the Sycamore Marketing Group Inc.  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
10:30-11:30 a.m.

**"The Influencer Campaign Checklist,"** a panel featuring Matte Black Brand and Editorial Marketing Manager Delanie Billman; Swim Social Account Executive Jordan-Risa Santos; By Lisa Linh manager and blogger Lisa Linh; and moderator Noah Buck, client strategist with Matte Black  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
10:30-11:30 a.m.

**If You Are Importing Anything—You Need to Know the New Rules,"** featuring Laurie Mease, international trade specialist with the U.S. Department of Commerce, Office of Textiles and Apparel (OTEXA)  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
11:15 a.m.-12:15 p.m.

**"Grow Your Business With Email and Social Media,"** featuring Ron Cates, digital marketing expert with Constant Contact  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
Noon-1 p.m.

**"How to Enrich the Online Shopping Experience With Curation, Storytelling and Editorial Content: A Q&A With Styled By Noir Founder Stephanie Jenkins,"** featuring Stephanie Jenkins, founder of Styled By Noir, and moderator Marcy Medina, West Coast Bureau Chief of WWD  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
Noon-1 p.m.

**"Jumping Into Omni-Channel: Doing It Now,"** featuring Jeff Streader, former COO of Billabong, and Brett Trent, SVP of digital retail for Rue21  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
12:30-1:30 p.m.

**"Wearable Innovators: The Intersection of Technology and Fashion,"** featuring Madison Maxey, cofounder of Thecrated.Com  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
12:30-1:30 p.m.

**Must Attend: "How to Build a Footwear Empire,"** a panel featuring Titan Industries CEO Andrea Bernholtz; Shoesareyou.com footwear expert Meghan Cleary; Titan Industries Design Director Nicolas Huneault; and moderator Barbara Ende, president of Sycamore Marketing Group Inc.  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
2:15-3:15 p.m.

**Fashion Snoops Presents "Men's Global Trend Stories + Cultural Connections for F/W 16/17,"** featuring Michael Fisher, creative director for menswear, lifestyle and culture at Fashion Snoops  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
2:30-3:30 p.m.

**"How to Attract, Retain and Engage New Customers,"** featuring Ron Cates, digital marketing expert with Constant Contact  
Las Vegas Convention Center Buyer's Suite, Level 1, Room N115  
3-4 p.m.

**"Power of the Snap: Why Influencers are Flocking to Snapchat, and How Brands Can Get Involved,"** panel featuring Vanilla Extract Blogger Nichole Ciotti; Linh Winn Blogger Linh Nguyen; Polka Dots & Sailor Stripes founder/blogger Ashley Guyatt; and moderator Noah Buck, client strategist for Matte Black  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
3-4 p.m.

**"Revealing Color's New Direction for Autumn/Winter 2016/17—Pantone + AAATC,"** featuring Laurie Pressman, vice president of the Pantone Color Institute  
Las Vegas Convention Center  
North Hall, Level 2, Room N251  
3:45-4:45 p.m.

**"How to Increase Your Profits Through Better Trend Execution: Translating Trend Concepts Into Successful Products for Fall 2016-17,"** presented by Trendstop  
Las Vegas Convention Center North Hall, Level 2, Room N250  
4:30-5:30 p.m.

**"Social Media Is Like Owning a Store,"** featuring Lindsay Anvik, CEO of See Endless Inc.  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
5:30-6:30 p.m.

**AUGUST 19**

**"What Is EMV (Europay/ Mastercard/ Visa) and How Can I Be Prepared for the 10/1/15 Deadline?"** featuring Colt Riley, VP of Operations for Big Hairy Dog Information Systems  
Las Vegas Convention Center  
North Hall, Level 2, Room N250  
10-11 a.m.

**"Wow Customer Service,"** featuring Mercedes Gonzalez, director of Global Purchasing Companies  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
10-11 a.m.

**"Social in Motion: The Rising Importance of Video,"** a panel featuring Vanilla Extract Blogger Nichole Ciotti; Linh Winn Blogger Linh Nguyen; Polka Dots & Sailor Stripes Founder/Blogger Ashley Guyatt; and moderator Noah Buck, client strategist for Matte Black  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
10:30-11:30 a.m.

**"He Said/He Said Redux,"** a panel featuring Alex Badia, fashion editor of WWD and fashion director of M Magazine; Christopher Kim, fashion editor of Yahoo Style; and moderator Chelsea Matthews, CEO and founder of Matte Black  
Las Vegas Convention Center  
Central Hall, WWD Social House, Booth 73012  
Noon-1 p.m.

**"Your Top Eight Accessory Questions Finally Answered!"** featuring Karen Giberson, president of the Accessories Council  
Las Vegas Convention Center  
Buyer's Suite, Level 1, Room N115  
Noon-1 p.m.

# Supply Chain Resource Guide

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Continued from page 13

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www.kornit.com  
kornit@kornit.com

**Products and Services:** Kornit Digital develops, manufactures, and markets industrial and commercial printing solutions for the garment, apparel, and textile industries. Leading the digital textile printing industry with our revolutionary NeoPigment™ process including an integrated pretreatment solution, Kornit Digital caters directly to the needs of both designers and manufacturers. Founded in 2002 by seasoned professionals with extensive experience in the digital printing industry, we are the only company to provide our customers with a complete digital printing solution, from start to finish. We insist that customers should enjoy the best of the best—software, support and high-end technology, all in an environmentally sustainable way.

## Neo Tex, Inc.

6080 Triangle Dr.  
Commerce, CA 90040  
(323) 888-2888  
Fax: 323-832-9988

**Products and Services:** Neo. Tex Inc. is a leading importer and distributor of high-quality yarns for knit fabrics. Our worldwide network of suppliers and affiliates makes us a major player in sourcing and distributing a wide range of high-quality yarns. We believe that quality products are only part of a successful business relationship. Our knowledgeable staff will provide you with personalized care to meet your business needs.

## Noveltex

(213) 745-9999  
Fax: (213) 765-6666  
info@noveltex.org  
CustomerService@Noveltex.net  
www.noveltex.org

**Products and Services:** NOVELTEX, INC., Your Best Source of Linen Fabric. Our exquisite products are dyed, printed, and finished in the United States with a huge stock of solid colors and prints. Hence, it meets or exceeds environmental standards. We can provide our customers with a variety of hands and finishing like our famous refine soft-hand. Because of our flexibility, custom colors and prints are also available. Join the Noveltex community and feel the difference. For further assistance, please contact us. Please visit us at the ITMA show December 6-9 in Highpoint NC.

## Philips-Boyne Corp.

135 Rome St.  
Farmingdale, NY 11735  
(631) 755-1230  
Fax: (631) 755-1259  
www.philipsboyne.com  
sales@philipsboyne.com

**Products and Services:** Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton that is woven and finished in Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobblies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo, Corona, and Superba. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.

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Los Angeles, CA 90079  
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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 care labels.

## Texollini

2575 El Presidio St.  
Long Beach, CA 90810  
(310) 537-3400

**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.

910 S. Los Angeles St., Suite 405  
Los Angeles, CA 90015  
(213) 688-8550  
Fax: (213) 688-8551  
info@trimnetworks.com  
www.trimnetworks.com  
ae@trimnetworks.com

**Products and Services:** TNI is not just a button company; it's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in the world has been the foundation of our system and our networks. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you. We enjoy serving all brands in different parts of the world, such as the U.S., China, Italy, Japan, Israel, Sri Lanka, Pakistan, and India. Our facility can accommodate brass, zinc, and aluminum products. Our products are

constantly tested by some of the most well-known laboratories in the world. We can provide you with all types of test results within a few days. We are in touch with over 2,000 garment and denim factories. 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.

## Tukatech

5462 Jillson St.  
Los Angeles, CA 90040  
(323) 726-3836  
Fax: (323) 726-3866  
http://tukatech.com  
tukateam@tukatech.com

**Products and Services:** Tukatech is the garment and apparel industry's leading provider of fashion technology solutions. Founded in 1995 by garment-industry veteran Ram Sareen, Tukatech offers award-winning 2D pattern-making, grading, and marker-making software, automated marker-making software, 3D sample-making/virtual-prototyping software, as well as garment plotters, and automatic cutters and spreaders for production. All systems include unlimited training, consulting, process engineering, and implementation of our technologies. The capabilities of Tukatech's technology remains unparalleled in the fashion industry, and all of our products are offered at affordable prices. Some systems available for rent. Contact us to learn more.

## Tuscarora Yarns, Inc.

8760 E. Franklin Street  
Mt. Pleasant, NC 28124  
(704)436-6527

along@tuscarorayarns.com

Contact: Andy Long, VP Sales and Marketing

**Products and Services:** Tuscarora Yarns is the largest domestic manufacturer of specialty yarns. For over 100 years, Tuscarora has made ring-spun yarns for the apparel market. We offer intimate and streaky blends of heathers (including 100% cotton), Triblend, nepps, slubs, mock twist, mélange, and custom blends. We blend a wide range of fibers, including cotton, polyester, rayon, wool, nylon, flax, recycled fibers, performance fibers, and acrylic. Yarns available for knitting or weaving in counts 5/1's-40/1's.

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