

Textile Preview



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

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

FEBRUARY/MARCH 2016

TEXTILE TRENDS

3-D Lace
Block Party
Tangerine
Kaleidoscope
Indigo Blues
Work It Out

FINDINGS & TRIMMING SPOTLIGHT

TECHNOLOGY

Print Technology
Meets Design at
Epson Fashion
Week Event

Malhia Kent #T83803 "Lorian"

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LA TEXTILE

2/29 – 3/2
BOOTH PH 7

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Block Party

Block prints—and prints that are inspired by the classic printing technique—turn up on swimwear and activewear textiles as well as breezy woven fabrications.



Cinergy Textiles Inc. #CHALLI-MX2720E



G+G Multitex Inc. #54517/1042 "Ghostbuster"



Triple Textile Inc. #N-216-V



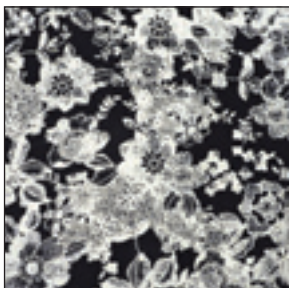
Eclat Textile Co. Ltd. #RT1506023



Jay Ann Fabrics Inc. #R8342/1



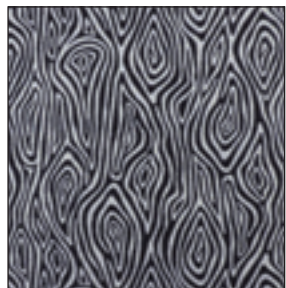
Jay Ann Fabrics Inc. #5801/1



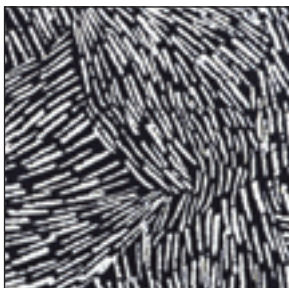
Jay Ann Fabrics Inc. #DN07702/1



Pine Crest Fabrics #BTP072C1 "Torn Rainbow"



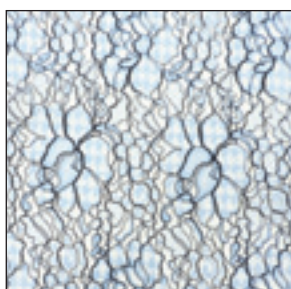
Robert Kaufman Fabrics #AHEF-15994-293



Asher Fabric Concepts/Shalom B LLC #QJ158-BRS Brushed Micro Butter Knit

3-D Lace

Textile designers add depth to traditional lace patterns with textured yarns, layered patterns and embroidered motifs.



Solstiss #813620.N



Solstiss #813537.VLM



D&N Textiles Inc. #5604



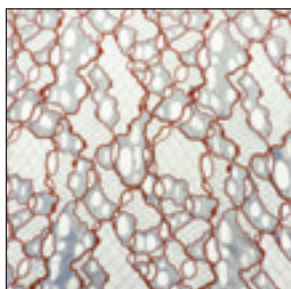
D&N Textiles Inc. #5864



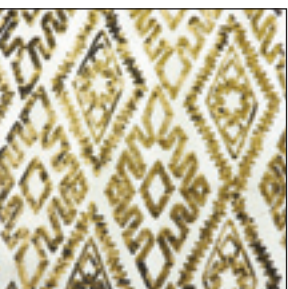
D&N Textiles Inc. #5658



D&N Textiles Inc. #5885



Solstiss #823512.VLR



D&N Textiles Inc. #5873



D&N Textiles Inc. #5888

Dara: Pulling Out All the Stops

Fair warning here: Visitors to Booths 7000, 7002, and 7004 at this edition of the LA Textile Show—the spacious, prime territory occupied by sourcing powerhouse Dara, Inc.—should prepare to be amazed. Dara, known for its vast inventory of thread, buttons, trim, and much, much more, is pulling out all the stops. On the walls, 20 10-foot-by-10-foot panels will be covered with a thousand-plus button samples, joined, for good measure, by 100 samples of the “newest, newest, newest styles” of lace. “Our intention is that people who visit our booth will be overwhelmed by the amount we have,” John Hsu, Dara’s CEO, says simply.

When last we checked in with Hsu and COO Anne Ma, the pair had big plans for the multifaceted thread, button, trim, and accessories company. They were less than a year into running Dara, which they had taken over from the founder of the 32-year-old company. Those plans included the impending launch of an ultra-efficient e-commerce website, purchase of a one-and-a-half-acre super-warehouse in the East San Gabriel Valley, and an increase in the variety and depth of its already voluminous product line.

Today, Dara has achieved those early goals and then some. “We’ve invested so many resources, and now we are starting to see the effects,” says Hsu. The e-commerce website, which allows customers to view Dara’s massive inventory and order online, is already in an update stage as the company folds it into its new Netsuite software platform later this year—a move calculated to speed up the ordering process by streamlining it.

Netsuite provides other customer benefits, Hsu explains. “We can track ordering history to anticipate the type of growth customers will experience so we can project a quantity they will need. We can order before they even ask us, so when they need something, we will have it already on site.”

The new East San Gabriel Valley warehouse is in the midst of the interior design process. Once it is completed, it becomes a second distribution point, serving Dara’s many customers in that area, as well as Orange County clients who can save themselves an aggravating trip to downtown L.A.

Once the new warehouse is complete, it will accommodate Dara’s amped-up inventory base. That process has begun already. Always known for its vast thread collection, Dara has increased its in-stock count to about 500 different colors and types of thread, from 100 percent cotton—“a big seller for us,” Hsu notes—to polyester, monofilament, metallic, elastic, bonded nylon, embroidery silk, as well as Venus thread. “We still want to expand more,” Hsu says, pointing out there are more than 1,000 colors on the international color

chart.

Buttons and lace, as noted earlier, can also be found in abundance. In fact, the entry to Dara’s 50,000-square-foot Broadway showroom and warehouse has a massive wall 20 feet tall and 40 feet long covered from top to bottom in button and lace sample cards. The samples trace the company’s history. “That’s a big advantage we have, our long history,” Hsu says. “The customers are fascinated by this. It’s interesting to see the evolution. They can see the quality, the design, and feel the texture. They look at all the buttons and it gives them ideas.” Moreover, he goes on, “Everything on that wall we can still deliver to them.”

Dara also features an on-site button-dyeing customization shop under the guiding hand of an artisan with 25 years experience.

Dara’s success is based on its deep network of vendors, in Asia as well as the United States, who provide quick turn-around time. “We have this advantage of working with vendors around the world who bring us a lot of ideas and samples and new trends and styles we can share with our customers,”



Hsu says. “Designers like to come into our place to see new items we carry and for inspiration.”

The company has four divisions—thread, buttons, office supply, and garment supply—which include sewing hardware and beauty and nail supply. All have showrooms at the same Broadway location, which offers secured, covered parking. The idea, Hsu explains, is “to provide our fashion industry customers with a one-stop-shopping experience.”

Dara is unique in many ways but most certainly in its operating credo of “health, love, and wisdom.” The company, through its STC Foundation, commits company time and talent to several community services, from youth education programs to adopt-a-highway cleanups. “We found out that something very important was the corporate culture,” Hsu says, “which is to help people. And we are investing in that even more.”

Dara’s booth last year garnered a lot of attention and business, from old customers as well as new ones. This year’s presentation undoubtedly will be a similar hit. “Our booth last year was packed with a lot of people who then went over to the showroom on Broadway,” Hsu says. “They were so happy, and we were so happy.”

DARA
est 1984

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LA Textile Show
Feb. 29–Mar. 2
Booths 7000,7002,7004

Indigo Blues

Textile mills have the blues—the indigo blues, specifically, offering indigo shades on everything from patterned, printed and solid knits to yarn-dye plaids, conversational prints, activewear fabrics, laces and embroidered designs.



Denim North America
#92677 "Gramercy"



G+G Multitex Inc.
#95483/1010 "Birds on Wire"



NK Textile "Raised Lace"



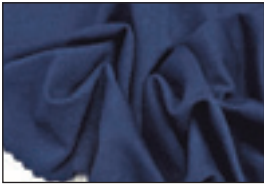
Robert Kaufman Fabrics
#SRK-16188-62 Ranchero
Rayon Chambray



Asher Fabric Concepts/
Shalom B LLC #CPVF36-
BR Brushed Three-End
Terry Vintage Natural



Eclat Textile Co. Ltd.
#RT1507076



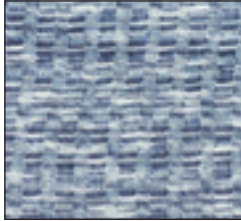
Texollini #3322D2



Twelve "Vellinge"



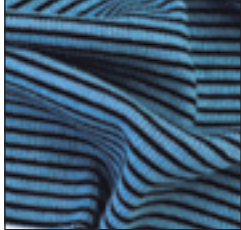
Jay Ann Fabrics Inc.
#886/1



G+G Multitex Inc.
#RP3158-01K Sweater
Knit 5x5 Slub Rib



Cinergy Textiles Inc.
#JSY-RSK-MX3569G
Printed Jersey



Asher Fabric Concepts/
Shalom B LLC #SCR607-
BK



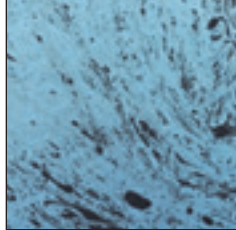
Jay Ann Fabrics Inc.
#5225/7



Eclat Textile Co. Ltd.
#RT1407294 Single
Jersey Herringbone



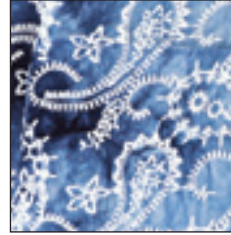
Tricots Liesse #916763



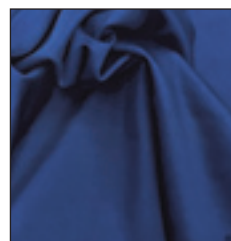
Asher Fabric Concepts/
Shalom B LLC #SPF33-
CBR



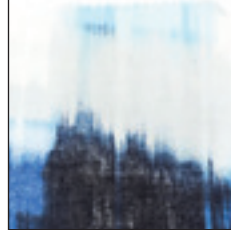
Eclat Textile Co. Ltd.
#RT1507186 Single
Jersey Printing



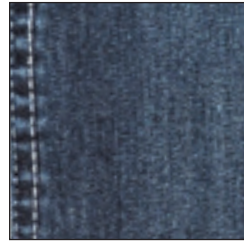
NK Textile "Embroidered
Tie Dye"



Texollini #3227 Navy



Asher Fabric Concepts/
Shalom B LLC #WW38
Cotton Sheer Voile



Denim North America
#95689 "Vaughn"



G+G Multitex Inc.
#96559/1010 "Motif"



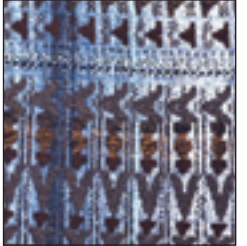
Robert Kaufman Fabrics
#SRK-16237-62 Indigo
Plaid



Robert Kaufman Fabrics
#SRK-16242-62 Indigo
Plaid



Robert Kaufman Fabrics
#SRK-16054-62
"London Calling 6"



Malhia Kent #D84211
"Laurencie"



Robert Kaufman Fabrics
#SRKF-14884-185
Mammoth Flannel



Robert Kaufman
Fabrics #SRK-16016-4
Patchwork Blues

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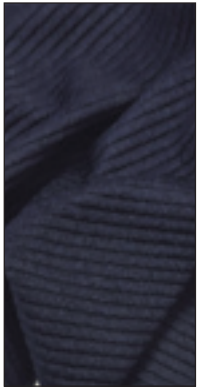
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Work It Out

Textile designers offer a stylish take on activewear and athleisure fabrics with knits that blend performance, comfort and fashion.



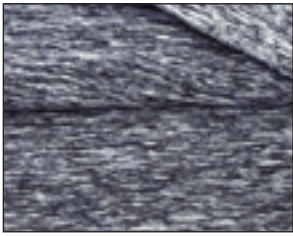
Hyosung/Creora
#KJD319 Cotna



Eclat Textile Co.
Ltd. #RT1509148



Texollini #PH-03



Texollini #796HD-28



Texollini #5461



G+G Multitex Inc. #CP1238-01K



G+G Multitex Inc. #CP2701-01K



Asher Fabric Concepts/
Shalom B LLC #RPF18-B
Shiny Viscose Poly French
Terry Brushed



G+G Multitex Inc. #CP2382-01KL Baby Canvas Laundered



G+G Multitex Inc. #CP2308-02K Mock Twist French Terry



Hyosung/Creora #KJD397
Cotna

Kaleidoscope

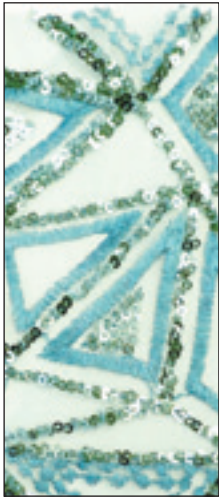
Geometric patterns take on a new sophistication with fractal designs and other kaleidoscopic prints.



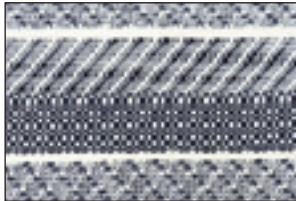
Pine Crest Fabrics
#FTH1535C1 "Darth Holo"



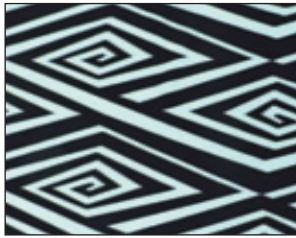
G+G Multitex Inc.
#5A399/003 "Crystallonia"



Solid Stone Fabrics
#K-11240-1



FCN Textiles #75700 Tweed



Triple Textile Inc. #L-621-K



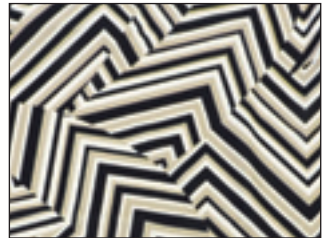
Confetti Fabrics #25322
"Batalla"



G+G Multitex Inc.
#96875/1024 "Game On"



Confetti Fabrics #24557 "Yoda"



G+G Multitex Inc.
#96135/1003 "Lexington"

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Print Technology Meets Design at Epson Fashion Week Event

Epson taps 11 designers for second annual show at N.Y. Fashion Week.

By Natalie Zfat Contributing Writer

NEW YORK—Epson returned to New York on Feb. 9 for its second annual Fashion Week event—Epson Digital Couture—at Sixty Tenth, a Joel Fitzpatrick–designed space within Industria Superstudios.

Showcasing its global textile printing solutions, Epson featured collections by 11 designers from North and South America, including Los Angeles–based designer Chloe Trujillo.

“They’re opening new doors,” said Trujillo of Epson, whose dye-sublimation and direct-to-garment technologies have enabled her artwork to be quickly and seamlessly printed onto fabrics.

“You can see the vibrancy and brushstrokes on the prints,” Trujillo added, pointing to a galaxy-inspired purple and red halter dress. She adds that the original artwork appeared on a surfboard.

Trujillo—who started as an accessories designer in 2011—counts Colette Paris as the first retailer to carry her scarves.

“It’s a new era,” she says. “Now I can be a clothing designer not just an accessories designer.”

Another selected designer, Cristina Ruales of Brooklyn, N.Y., who made her first editorial appearance in *Vogue*, showed an eponymous collection filled with asymmetrical necklines and vibrant, nature-inspired prints.

“The main difference is the freedom to have many colors and tiny complex details in a print without the limitation of screens,” said Ruales, who printed Patrick Jacobs’ artwork on her designs.

Miami-based designer Danny Santiago, who has dressed celebrities such as Madonna and Prince, showed his Miami-inspired line, “Santika.”

“My prints are inspired by Miami and are photos that I took and digitally manipulated,” Santiago said. “It’s been a real treat seeing my creation come to life through technology.”

Epson chose the 11 designers based on their use of dye sublimation printing technology in their designs, with final designers selected by a jury of Epson team members and industry experts.

In June, Epson acquired textile printing leader For.Tex, strengthening its presence in the digital textile printing space. Epson also enjoys a partnership with Robustelli, a company at the forefront of digital textile printers.●



Danny Santiago



Cristina Ruales



Matias Hernán



Janet Rios and Carmen Artica



Fabio Yukio



At the LA International Textile Show, Feb 29 – Mar 2, 2016 at the California Market Center, leading innovative mills are showing creative fabrics and garments containing Lenzing Fibers.

Company	Showroom #	Booth #
American Fabrics International, Inc		409
Asher Fabric Concepts		302- 306
Britannia Mills Ltd	B-763	
Buhler Quality Yarns	PH 7	
Design Knit, Inc.	PH 1	
Ecotex	TBD	
Epic Textiles		2005-2007
G & G Multitex, Inc.	PH 711	
Impex Textile	PH 9	
Mansfield	PH 39	
Miroglio		104
Pacific Coast Knitting		205-209
SAS Textiles	PH13	
Sextet Fabrics, Inc		305
Shara-Tex, Inc.	PH5	
The Knit House	PH15	
Texollini	PH 3	
Unitex International		90-92
Zen Tex	PH 35	

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Focusing on the Future

Celebrating its 30th anniversary,
Design Knit continues to build on its legacy

Celebrating your 30th year in a remarkably successful business, you would think it might be time for some self-satisfied reflection on the past. Sitting on laurels, is not, however, how things are done at Design Knit, the Los Angeles-based, family-owned manufacturer of knit-to-order textiles. The focus is firmly on the future.

How optimistic is Design Knit's CEO, Shala Tabassi? Her company recently took over the next building, adding approximately 50,000 square feet to the production and distribution facility. With the extra space comes the ability to "bring more and more machinery," Shala says, adding greater capacity to a mill already humming.

Since its initial days in a 900-square-foot office on Santee Street, selling jersey, french terry, interlock, and baby rib, Design Knit has developed into a full-scale, on-site knitting operation, producing high-quality sheer to heavyweight fabrics in its Staunton Avenue mill.

The fact that domestic textile manufacturing exists "is really shocking for people to digest," says Shala's daughter, Pat Tabassi, the company's head of product development. It is increasingly rare. Companies that started going overseas for fabrics appear to be learning the significant benefits of shopping local. "Big companies have an interest in production here," Shala says. "We have always believed in the idea of 'made in USA goods.' We're working hard to strengthen that goal."

Pat elaborates, "A lot of customers who dabbled in overseas production have either come back or want to come back to the United States." The advantages are self-evident: more involvement in the creative process, better quality control, faster turnaround—"all of that is a big plus for doing business here," Pat says. "Our customers realize that, at the end of the day, they prefer to have someone here to work with them instead of feeling disconnected."

As domestic traffic picks up, Design Knit is poised to offer its very particular kind of service, an intensely personal, hands-on approach that underlies not only its relationship with its clients but also its entire design process. Design Knit, a Supima licensee, also works closely with fiber and yarn producers such as Lenzing and Buhler with a large emphasis on quality and innovation.

Using a variety of yarns, including Supima cotton, MicroModal, Tencel, linen, wool, cashmere and silk blends, to name a few, the fabric possibilities are endless. "We go above and beyond to create fashion-forward and unique designs," adds Pat.

In the meeting room with a large picture window overlooking the mill, Design Knit's think tank comes to the table. Shala is Design Knit's guiding force. A physicist by training with an eye for design, she is deeply attuned to the technical aspects of fabric manufacturing. For the past nine years, she has worked side

by side with Pat, sharing her knowledge and passion for the industry.

Along with sales representatives Sarvey Tahmasebi Rector and Jennifer Menranvary, the group of four are the design and development team. Just about anything can spur ideas for a new fabric. For example, Pat pulls out a photo of a rippling sea and then a piece of the delicately wavy fabric the photo inspired.

The project at the moment is the Spring/Summer 2017 collection, at least 40 new fabrics that will debut at the LA Textile Show. The team goes to great lengths to create a theme and decorate the booth. Design Knit produces collections two to three times a year, but new additions come in regularly.

When the team is together, there is a "synergy," Pat says, "but we're all different. We build on our differences—that's why there's so much variety in the line. I love that it is so diverse."

A fabric sample is discussed and debated, with everyone encouraged to put in her thoughts. Shala serves as the proud mentor, always allowing the rest of the team to run with their ideas. Some work, some don't, but it is always a learning experience for the next generation.

"Our collection is a sounding board for our client base," Pat explains. "It may inspire something, or they will want to tweak it. We can build on it. We are able to quickly, one on one, change and produce a new sample to see if their concept can come to fruition."

The close proximity of the mill to many of Design Knit's clients makes it easy for true collaborations to take place. Mehranvary and Rector meet with clients regularly, often several times a day. Clients may have their own ideas or want to elaborate on Design Knit's samples. "You won't get that service with an overseas supplier," Pat points out. "It's a huge benefit." "We like to be involved with all of it," Shala goes on, "from the beginning of the fabric process to the end. We are not only selling fabric; we enjoy seeing what the final product looks like."

Shala's expertise helps guide clients through the development process. Whether it's a question regarding technicalities, price point, or design. "It's not just having the knowledge but our willingness to share it," Pat explains, that drives their customers' loyalty. "It's why we partner with them. We always try to offer at least an alternative. It's our role to let the customers know they are not limited and work together to achieve their final goal."

With this 30th anniversary, "we are all in awe, in a sense," Pat says in a contemplative moment. "I feel it is quite an accomplishment, when there aren't a lot of local textile mills left. Shala has built it to what it is today, and she'd love to see it continue forward."

"I've had the best mentor," says Pat, "and we want to keep that legacy alive." "I am very proud and grateful, and that's why we continue," Shala says. "I am looking forward to many years to come."

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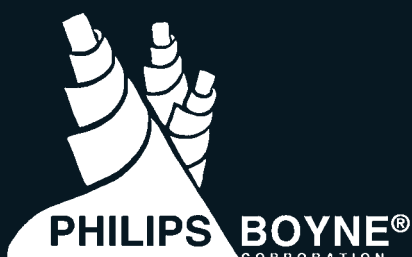
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Make-up by Kristy Goslin

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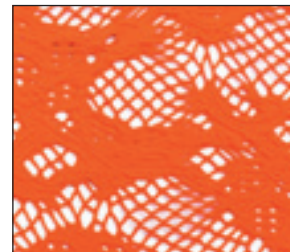
TEXTILE TRENDS

Tangerine

Rich shades of cheery tangerine add punch to activewear knits and vibrancy to painterly florals.



Cinergy Textiles Inc. #Techno-MX6333MF Printed Techno Knit



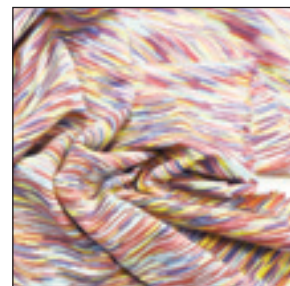
Tricots Liesse #54566



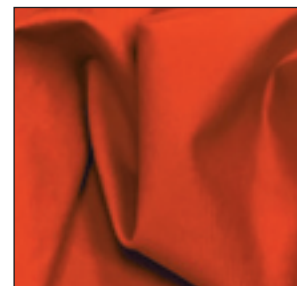
Cinergy Textiles Inc. #SPOP-MC6022NF Printed Stretch Poplin



Artex America Inc. with Creora #2660-PR



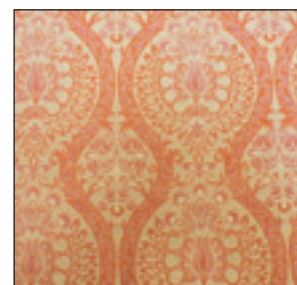
Jiedian Textile Co. Ltd. with Creora #JD8122-1



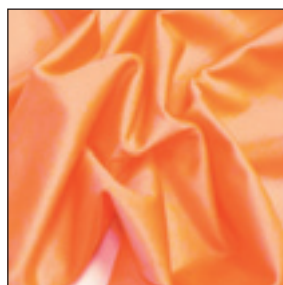
Texollini #3100D



Confetti Fabrics #10752 "Brittania"



FCN Textiles #75220 "Exotic"



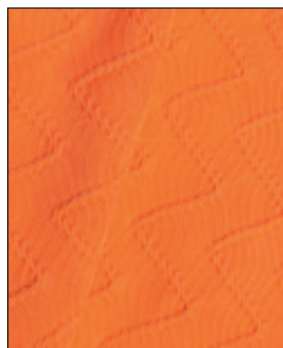
Winner Sumbiri with Creora #T1035/12



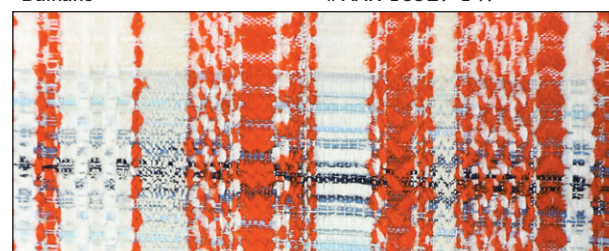
FCN Textiles #76203 "Balkans"



Robert Kaufman Fabrics #AAK-15927-147



Triple Textile Inc. #L-617-K



Malhia Kent #D85318 "Lanconicon"

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Trim Spotlight: Earth Tones

1. 3A Products Hook & Eye on tape
2. Finotex hangtag and label
3. Prym Fashion USA #PF-20 Zipper Puller
4. Zohar Industries Industries zippers
5. Midori Ribbon #RVE56016 "Tiger Lily," #RVS05012 velvet satin ribbon
6. Satlab America #7389 Galon Agathe, #7111 Grosgrain "Dag"
7. Dara Inc. #PA8870A
8. Dara Inc. #PA8869A
9. Dara Inc. #PA8866
10. Emsig Manufacturing Corp. #A2463
11. Emsig Manufacturing Corp. #A3748
12. Imaginary Concepts Inc. RFID labels
13. Seram America Inc. Inc. #N020961XT
14. Seram America Inc. Inc. #N020783XU/0000
15. Seram America Inc. Inc. #N020806XU/0000
16. California Label Products hangtag and woven labels
17. Cuteque International Inc. "Rose With Sequin and Plastic Stitches in Center"
18. J.N. Zippers & Supplies Corp. #5 Print Tape Metallic Coil Leopard #NN1014
19. Trim Networks labels

Trim Spotlight: American Spirit

1. Zohar Industries zipper
2. Zohar Industries zipper
3. Zohar Industries zipper
4. 3A Products Twist Metallic by 3A Thread
5. 3A Products chain
6. Satlab America #0180 Galon Rococo; #1809 Ruban Resille
7. Trim Network labels
8. Prym Fashion USA #PF-117 Mesh Covered Snap
9. Seram America Inc. #N021000
10. Seram America Inc. #N020787XU/0000
11. Seram America Inc. #N021001XT
12. Seram America Inc. #N02100C
13. Emsig Manufacturing Corp. #A3406
14. Emsig Manufacturing Corp. #A2778
15. Emsig Manufacturing Corp. #A3695
16. Emsig Manufacturing Corp. #A2895
17. Dara Inc. buttons
18. Appliques With Glitz #ACT190 Bayley's Yardage
19. California Label Products tag, label and patch
20. Dara Inc. #C19962
21. Imaginary Concepts Inc. RFID labels
22. J.N. Zipper & Supplies Corp. #15 Nickel Teeth, Closed-End Zipper
23. J.N. Zipper & Supplies Corp. #5 Plastic Silver Mirror Lamé, Metallic Coil Leopard #NN1014
24. Texollini #3227 Navy

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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.

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Continued from page 13

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