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Cotton Prices Rising as India Overtakes China as Largest Cotton Producer

By Deborah Belgum Senior Editor

for most of the spring.

Cotton prices are on the rise after holding steady for the last few years.

Recently, cotton is up 16 percent, selling at around 70 cents to 72 cents a pound after hovering around 60 cents to 65 cents for the past two years. Upland cotton grown in the United States is selling for 80 cents to 85 cents a pound after bouncing around at 60 cents or below

"Cotton prices started to tick up pretty much in the past month or two," said Jon Devine, senior economist at Cotton Inc., the research and marketing company in North Carolina that represents upland cotton producers and importers of cotton and cotton textile products.

There are a number of reasons for the price hike. Pakistan, the world's fourth-largest cotton producer, saw its crop decline last year by 500,000 million metric tons, or 2 million bales, due to bad weather and bugs. "Because their crop was down, they imported a lot more cotton from India," Devine said. "And it looks like India's shipments may have been too aggressive in sending their cotton to Pakistan. So now supplies have gotten tight in India, and Indian mills have looked to import cotton, which is pushing up prices.

In China, lower cotton prices earlier this year and last year prompted farmers to plant other crops, which will result in a 3 percent to 4 percent reduction in cotton acreage planted there.

And then a number of trading firms are starting to buy up cotton, which has not been the norm. "In recent weeks, commodities are coming back in people's financial portfolios and cotton is a commodity," said Karin Malmstrom, director, Cotton Council International, for China and Northeast Asia, who recently presented a webinar on supply-chain dynamics. "The beginning stocks from May to June came down a bit. If the stocks are lower and demand is steady or higher, prices go up."

culture noted that clothing production is higher than cotton demand for the second year in a row. "The next day, prices went up," said Jody Campiche, vice president of economics and policy analysis at the National Cotton Council of

The USDA estimates that global stockpiles will drop by

Also, a July 12 report by the U.S. Department of Agri-

China

USA

Brazil

TOTAL

21.73

CIS

coming up, it remains a strong sourcing nation crop this year fell below 5 million metric tons while India

produced 5.8 million metric tons. In 2012, China's cotton harvest totaled 7.6 million metric tons. "This is a significant change," Malmstrom said. China is prioritizing food crops over cotton, which is grown

primarily in Xinjiang province in the far west.

pacity for volume and infrastructure. Even though wages are

But for the first time in recent memory, China's cotton

While the United States is the third-largest cotton producer in the world with a recent 2.8 million metric ton harvest, it is the No. 1 cotton exporter in the world with China historically being its main customer, followed by Turkey.

With consumption outpacing production, it is uncertain whether cotton prices will inch up or dip down to their previous level. Pakistan's cotton harvest is expected to return to 2 million metric tons this after declining to 1.5 million tons last year. "They are one of the first to harvest in the next month or two," Devine said.

But India's cotton crop is looking uncertain. Because of the effect of El Niño, the torrential monsoonal rains that normally arrive between June and September have been delayed and rains have been

In the United States, the concern is about west Texas, which grows about 60 percent of the country's cotton. Because the cotton fields there do not have irrigation, they are more dependent on rain. "They could use a nice soaking rain or two," Devine said. "If not, we are going to have a problem with our production there.

But no one thinks that cotton prices will go sky high like they did in early 2011, when cotton was selling for \$2.27 a pound, the highest since the U.S. Civil War.

To cope with high cotton prices then, manufacturers added more polyester and rayon to their clothing, and big department stores raised their prices by \$1 to \$2 to maintain profit margins.

Major Players in Cotton Estimates for the current season in millions of tons **PRODUCERS** 5.18 5.33 Pakistan 1.52 Turkey 1.37 1.44 1.25 Bangladesh 1.23 1.11 Vietnam Others 3.71 5.52 Others

23.86

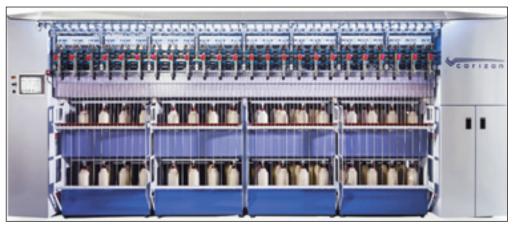
Source: USDA, April 2016 estimates

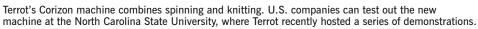
9 million bales to 91.29 million bales by July 2017, which is 3.4 million bales lower than the agency's previous estimate because of increasing Chinese demand.

China is the largest cotton consumer in the world and still the largest fabric manufacturer. "For sourcing, China remains the most competitive and largest textile source.' Malmstrom said. "Nobody in the world to date has the ca-



Terrot's New Corizon Machine Combines Spinning and Knitting to Save Time, Money and Energy







The Corizon machine was introduced at the ITMA show in Italy last year.

By Alison A. Nieder Executive Editor

Members of the U.S. apparel industry turned out recently at a demonstration of a new machine that combines the functions of a spinning machine and a knitting machine.

German knitting-machine manufacturer **Terrot** spent seven years developing the **Corizon** machine, which produces lightweight fabrics with a soft hand and an opaque look. Representatives from companies such as **Under Armour**, **Contempora Fabrics** and **Lenzing** were on hand July 18–22 for a series of demonstrations and focus groups held at **North Carolina State University**, where Corizon machines have been installed.

The key benefits of the Corizon machine is time and cost savings, explained Peter Schuring, managing director of

Terrot GmbH.

Rather than spin yarn on a separate rotor or ring spinning machine, the Corizon machine starts with a bundle of fiber, or roving. The Corizon machine creates a yarn with a different structure than yarns made using ring or rotor spinning machines.

"Here you have parallel fibers surrounding a very thin core yarn," Schuring said.

The resulting yarn is soft, smooth, lightweight and opaque because the yarn structure is less twisted than a ringspun yarn and more even than a rotor-spun yarn.

Combining spinning and knitting also helps accelerate the research and development process, Schuring said.

"Normally [when] you develop a fabric, you have to buy the yarn, you have to load it on the machine, you have to do your experiment and, when you want to change something, you would have to buy new yarn and go through the process again," he said. "With Corizon, you can do it within a day—or maybe an hour depending on what you're doing. You can change the yarn count on the machine on the run. You can go from yarn counts from 30 to 60 with one push of a button. As a research machine it's also very good because you can do so many things in such a short period of time."

In addition to saving time, the machine uses less energy than running separate spinning and knitting functions. It requires less space than a ring-spinning machine and it requires fewer operators to run.

"In adding up all the cost elements—and there are many—you end up with a very significant cost saving when

Technology page 18





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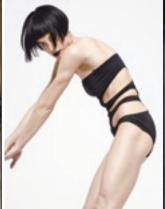


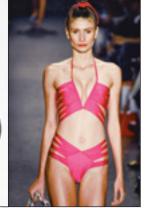
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Spring/Summer '17—'18 Essential Swimwear Silhouettes by Trendstop

Make a statement with your swimwear this season. Global fashionforecasting agency Trendstop gave us its expert lowdown into the major swimwear trends for Spring/Summer '17–'18—from key silhouettes to fabrics and finishes. Contemporary designs and conceptual detailing elevate classic styles through slashed constructions and graphic prints while watersports and scuba-inspired elements reignite swimwear's surfer soul.







The Pure, Basic One-Piece Clean-lined monochrome looks take the classic one-piece in a fresh, contemporary direction. A back-to-basics approach is elevated with bold typography and slogan prints expressing a

modern urban appeal.

Amir Slama

Slashed Statements

Slashed and spliced silhouettes give swimwear a statement edge. Bold geo cutouts, strappy constructions and asymmetrical slashes lend a conceptual feel to easy-to-wear

Norma Kamali





Surfer Chic

Swimwear returns to its sporting roots with a new technical aesthetic. Super-cool surf and scuba-infused styles incorporate long sleeves and rash vest cuts in spongy neoprene and rubberized finishes.





Osklen

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Symbiont Technologies: Relationships Inspired by Nature

Conrado Zavala has an admittedly ambitious goal for his fledgling software company, Symbiont Technologies LLC: to be the number one software solution provider to the apparel and garment screen-printing industry worldwide by 2024. "It's a good period of time," he says, "to plant a seed and let it grow."

Last January, at the Imprinted Sportswear Show in Long Beach, Calif., Symbiont released its flagship software product, tagged with the sweetly quirky name Cowbird. Cowbird, three years in development, is a cloud-based order-tracking system for production management that functions across multiple contractors and satellite shops



around the world. Cowbird is designed to track a purchase order through the production process until it is ready to ship, giving universal transparency to every step of the process.

The introduction received "very positive" response at ISS, Zavala says, "because it's different than what is in the market. It's simple and easy to use, and the screens are not cluttered with data. It lets departments focus on data that's important to them, but they can access others' reports as well."

Having everyone on the same page, Zavala has found in his 15-plus years developing apparel industry-related software, is not always a given. Customer service agents can't always figure out where in the production process a particular purchase order is, especially if similar purchase orders have been grouped together for efficiency. More than that, Zavala says, "I noticed most of the problems are handled manually, using spreadsheets. Everyone has their own version, and they may protect them from other parts of the staff. Instead of discovering how to improve things, they start to defend their positions."

Cowbird, he says, effectively breaks down departmental walls. "We created Cowbird with the purpose of having a platform where every member of the staff can see everything—but from the angle that matters most to them," Zavala explains. "We wanted it to be a specialized tool," tracking in real time from the intake of a purchase order to production planning to cutting, sewing, screen-printing, laundry to arrival in the finished-goods warehouse and shipping. Simultaneously, Cowbird allows all interested parties, including the customer and various independent contractors, to "see exactly what is going on with one particular purchase order."

And, Zavala continues, considering the many offshore contractors that U.S. manufacturers employ, looping them into the production scheme is often advantageous—and particularly easy with Cowbird. The software allows for customization, including languages, which are configured to the users' needs. All users can see their screens in their native language—English, Spanish, Korean, Mandarin (both simplified and traditional), Portuguese, Tagalog, or Bengali. "What's nice," Zavala says, "is that you can have two versions on the same screen. That

makes conversations easier.

Other customizations include customer profiles, purchase-order types, and company settings such as garment types, textile compositions, production processes, and print techniques.

Another convenience: "What you also get with Cowbird is mobility," Zavala says. It can be accessed on smartphones and tablets as well as computers.

Critical to Symbiont, which is making Cowbird available either by license purchase or by subscription, is that clients feel comfortable with the system before committing. To that end, Zavala explains, potential purchasers can test the product without obligation for three months. During that time, a Symbiont trainer provides free onsite training, with the potential clients only paying for transportation and living expenses.

Those who purchase Cowbird receive staff-wide training and technical support onsite or remotely, free updates, and emergency fixes. Subscribers are entitled to ten hours of training for up to three users, with an added fee for each additional user.

Although Cowbird is a relative newcomer to the American apparel scene, it was originally conceived at a mid-sized screen-printing facility called New Buffalo Shirt Factory, but when it was sold development continued at Industrias Norteamericanas in Honduras. "We are selling software that has been tested in a real environment," Zavala asserts.

As it turns out, that seminal experience is part of the story behind Cowbird's endearing moniker, as well as



Conrado Zavala, Founder and President

the company's unusual name. As a child, Zavala recounts, "I was always fascinated with the symbiotic relationship between the heron and the cow. My dad told me the heron was the beautician of the cows, since it picked off all the bugs.

"Since New Buffalo opened the doors to us to start the basis of Cowbird," he goes on, "I thought the buffalo might have a symbiont like the heron. It does—the brown-headed cowbird. We named the software to honor them for the opportunity they gave us. They were our first host company, and we were their symbiont."

Zavala has faith that Cowbird, with its enhanced communication streamlining capability, has the potential to help not only the screen-printing industry but also apparel manufacturers here and around the globe target their problem spots and eliminate them.

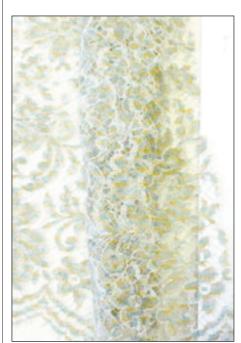
"You know, dreaming big and dreaming small requires the same effort," he says. "I'd rather dream big



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Baby Blues

Textile designers break out the baby blues to add a sweet pastel touch to lofty knits, sophisticated laces, classic fil coupe shirtings and printed flannels.



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Robert Kaufman Fabrics #SRK-16198-63 "Little Prints" Double Gauze



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Line Drawing

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Asher Fabric Concepts #CPR48 Brushed Super-Soft Cotton Poly 1x1 Rib



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Texollini #7650D2 Jersey Piqué



Pine Crest Fabrics #TTS500C12 "Strata"



Eclat Textile Co. Ltd. #RT1508305 Single P.K. String Moss



Eclat Textile Co. Ltd. #RT1512339 Single lersey

Line Drawing Continued from previous page



Triple Textile Inc. #L-623-V

Cinergy Textiles Inc. #DTY-189807921 DTY Multi-Color

Stripe



Bennett Silks #DH1509.0 "Little Cube Digital Print"



Eclat Textile Co. Ltd. #RT1508215 Piqué Brush

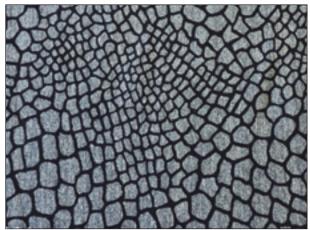
Call of the Wild

Animal prints are a perennial classic in saturated brights or classic black and gray.





Asher Fabric Concepts #QJ420 Athletic Micro Poly Spandex



Asher Fabric Concepts #QJ426S Sanded Athletic Cationic Poly



NK Textile "Zebra Foil"



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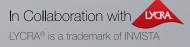
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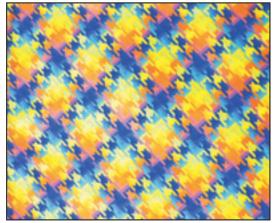
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Not So Mellow Yellow

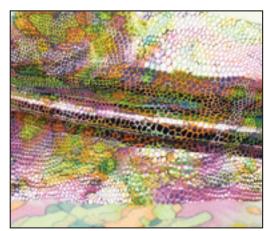
Yellow goes bright and bold for standout laces, metallic foil prints and modern updates on classic designs.



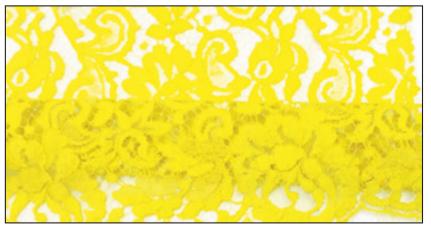
Pine Crest Fabrics #FTP01647C1 "Houndstooth Digital"



Taiana Cult #FILE10 PE17



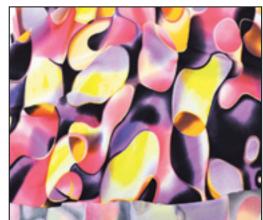
Triple Textile Inc. #FH-14-L



Solstiss #813465



NK Textile "Striped Lace" 720/721



Triple Textile Inc. #L-624-A

Black & White

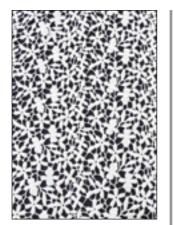
Laces, prints and stripes go classic and cool in black and white.



NK Textile "Floral Check



D&N Textiles Inc. #5898



NK Textile "Tossed Daisy



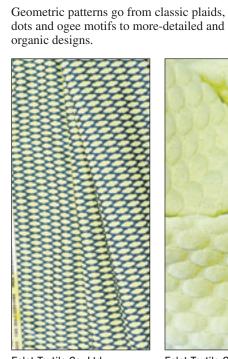
Robert Kaufman Fabrics #AJS-16378-184



Asher Fabric Concepts #QJ420 Athletic Micro Poly



Cinergy Textiles Inc. #HMC-MX3667G Hi Multi Chiffon Print



Geo

Eclat Textile Co. Ltd. #RT1404322 Piqué



Eclat Textile Co. Ltd. #RT1406178 Double Jacquard



Robert Kaufman Fabrics #SRK-16358-190



Stripe



Asher Fabric Concepts #QJ420 Athletic Micro Poly Spandex



Asher Fabric Concepts #QJ424S Sanded Athletic Cationic Poly Spandex



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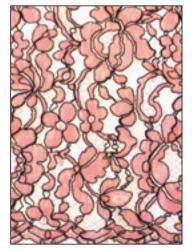
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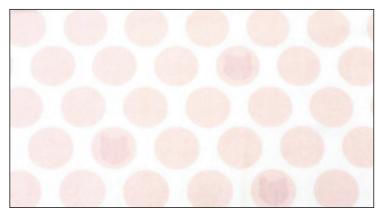
Cinergy Textiles Inc. #GZLRX-16902 Printed Gauze With Lurex



Cinergy Textiles Inc. #BONLC-19636 Bonded Lace



Eclat Textile Co. Ltd. #RT1505200 Single Jacquard



Robert Kaufman Fabrics #SRK-19195-10 "Little Prints" Double Gauze





Fine Wines

Knits and prints are doused in saturated wine shades from lighter shades of merlot to deep burgundy hues.



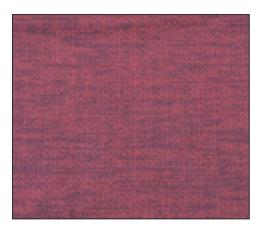
Eclat Textile Co. Ltd. #RT1412099 Piqué Moss



Pine Crest Fabrics #FVH0426C1 "Velvet Feathers"



Texollini #6605D2 Polyester/Nylon/Lycra Spacer



Eclat Textile Co. Ltd. #RT1511271 Single Jacquard Moss



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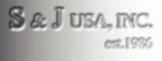
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need for innovative temperature-regulating knit fabrics in the activewear market. Asher is introducing Cool Sport, spun on Asher's new Santoni knitting machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric 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 continu-ally updating and innovating every aspect of textile design and production. With an inhouse 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, sports-wear, body wear, or intimate apparel, Asher Fabric Concepts always delivers

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Buhler Quality Yarns Corp.

1881 Athens Highway Jefferson, GA 30549 (706) 367-9834 www.buhleryams.com sales@buhleryams.com Contact: David Sasso

Contact: David Sasso

Products and Services: Buhler Quality
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California Label Products

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

Products and Services: California Label Products has been servicing the apparel industry for 18 years. Our In-House Art Department can help develop your brand identity with an updated look or provide you with a quote on your existing items. Our product list not only consists of woven labels, printed labels, heat transfers, size tabs, and custom hang tags, but we also have a service bureau with quick turn time and great pricing. We are dedicated to setting the hightest standard of excellence in our industry. Above all, we value quality, consistency and creating solutions that work for you. Check our website for a full product list or call or email us.



California Market Center

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

www.cmcdtla.com

Products and Services: Five seasons a year, buyers from around the globe flock to the CMC (California Market Center) for Los Angeles Fashion Market, the West Coast's premier destination for thousands of apparel and lifestyle collections displayed in hundreds of the CMC's showrooms and temporary exhibitor showcases. Featured trade shows include ALT Activewear & Lifestyle Tradeshow, Select Contemporary Tradeshow, Transit LA Shoe Show, and the LA Kids Market. LA Fashion Market at the CMC now offers visiting retailers and brands more opportunities and resources than ever to exhibit in and shoo from.



Design Knit Inc.

1636 Staunton Ave. Los Angeles, CA 90021 (213) 742-1234 Fax: (213) 748-7110 www.designknit.com shalat@designknit.com Contact: Shala Tabassi

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



Destination Africa

(917) 617-0947 www.destination-africa.org info@destination-africa.org idp@destination-africa.org

Products and Services: Destination Africa is the premier sourcing event for apparel and textiles from Africa. A major international specialized B2B sourcing event for the textile industries in Africa, the event takes place Nov 11–12 at the Ritz-Carlton in Cairo. It is the first event of its kind that will serve African textile manufacturers with export opportunities and exposure to the International market, bringing all the major African textile exporters and manufacturers together. Destination Africa capitalizes on the growing global trend to have Africa as a sourcing destination. The two-day event consists of a regional exhibition Nov. 11–12, an international conference on Nov. 12, and a gala and networking dinner on Nov. 12.



DG Expo Fabric & Trim Show

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, 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 are textile classes. Our New York show is Aug. 3–4 as well as a Miami show (Oct. 5–6) and San Francisco (Nov. 20–21). Visit our website for details



Emsig Manufacturing Corporation

263 W. 38th St., 5th Floor New York, NY 10001 (800) 364-8003, Ext. 309 sales@emsig.com www.emsig.com

Products and Services: We have been doing this for over 88 years. Our new 2017-2018 button and trim line is ready to be shown, featuring the newest and most creative innovative button styles. We see color and metal combinations, real red wood buttons being red hot, rubber touch effects, as well as real bone looks and magnetic closures. We have been making buttons for our military for the past 74 years here in the U.S.A. Our line can make your apparel more eye catching. Our line will add to your garment sales appeal. Shop our line. We do make a difference. New offices have opened in Korea and Vietnam as well as our Asian factories, who make the same Emsig quality standard as we make in the U.S.A. Call to see our complete melamine button line, "Made in the U.S.A."



Eurovet Americas

www.eurovetamericas.com

Products and Services: Interfiliere is the leading trade show for intimates beachwear and swimwear fabrics. One-day total immersion featuring the industry's latest products and face-to-face meetings with 48+ to international mills. Fall-Winter 2017-2018 collections will be presented. Jos Berry of Concepts Paris will introduce the Summer '18 trends with a preview of Fall-Winter 2018-19. The show takes place Sept. 22 at The Tunnel in New York. Curvexpo is the only platform in North America solely dedicated to designer intimate apparel, swimwear, and men's underwear. Curvexpo will be presenting the collections of over 350 brands at CURVENV, hosted by Project Womens, which will be held for the first time this season at the Mandalay Bay Convention Center in the same hall as Project Aug. 15–17, 2016, in Las Vegas. For more information, please visit our website.



Fabric Selection Inc.

800 E. 14th St. Los Angeles, CA 90021 Ph: (213) 747-6297 Fax: (213) 747-7006 www.fabricselection.com rosie@fabricselection.com

Products and Services: Fabric Selection Inc. is a premier wholesale retailer, supplying the best quality fabrics and in-house designs to designers and manufacturers in the Los Angeles area and beyond. Whether you need the common fabrics that you rely on, such as wholesale polyester/spandex, rayon/spandex, novelty, solid, print, knit, woven or more unique fabrics to inspire your next great fashion creation, we can work with you to get a price that will fit with your bottom line. All of our print designs are copyrighted. Visit us at Sourcing at MAGIC at the Las Vegas Convention Center, North Hall (Booth #FTP 64207).



G + G Multitex Inc./Geotex

2445 S. Santa Fe Avenue Los Angeles, CA 90058 (323) 588-3100 Fax: (323) 588-1499 info@multitex.us www.multitex.us

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



JN Zippers & Supplies Corp.

380 Swift Avenue—Unit #5 and 6 South San Francisco, CA 94080 Contact: Sales Dept. (650) 871-8838 info@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, bag and apparel hardware that are ITS, SGS, Oeko-Tex, ISO9001.2000 safety tested and standards compliant. Our staff is 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.



Kagan Trim Center

3957 S. Hill St (2nd Floor) Los Angeles, CA 90037 (323) 583-1400 Fax: 323-583-1600 info@kagantrim.com

Products and Services: Kagan Trim Center, in business for over 70 years, is proud to be your primary wholesale lace and trims supplier. We offer a complete selection of apparel trim, from the most current designs of the season to all the basics. We have over 75,000 trimming items in stock, including

elastic, ribbons, laces, and embellishments of every description. We're able to dropship our products from China to anywhere in the world, saving you time and money. Additionally, our team is comprised of experienced professionals in every aspect of the trimming industry, able to provide you with the answers you need, quickly and accurately, thus allowing you to get your finished product to market without delay! Please visit our easy-to-navigate website to see our products. All inquiries welcome



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, dobbies, voiles, Swiss dots, seersuckers, ginghams, 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



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. We successfully launched production of RFID price tickets last year. This demand is being greatly driven by the big retailers such as Macy's and Target. Our growth and market dynamics have resulted in opening up a production center in Tijuana, Mexico. We have also added advanced die cutter technology in our Los Angeles production center to streamline our production efforts and to strengthen our packaging capabilities. A very important part of our business is FLASHTRAK, our online ordering system for price tickets, custom products and care labels. 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

ROBERTKAUFMAN

Robert Kaufman Fabrics

129 West 132nd St. Los Angeles, CA 90061 (800) 877-2066 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, yarndyed, and solid wovens and knits as well as denims. In business for over 70 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 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. If you're a customer looking to see our fabrics in person, please contact our office to schedule an appointment to visit our LA showroom.



S & J USA, Inc.

843 E. 31st St. Los Angeles, CA 90011 (323) 231-0811 Fax: (323) 231-3820 snjusa@snjusa.com

Products and Services: S & J USA, Inc. has been a major, authorized distributor of YKK zippers for over 25 years. We carry a vast array of zippers, and we have an in-house factory that allows us to complete orders quicker than our competitors. S & J USA, Inc. also specializes in snaps, tack buttons, eyelets, and elastics, among other trims. Our customers range from the U.S. to Asia, and we hope to expand even further in the future. We are known for great customer service and quality materials.



SAS Textiles

3100 E.44th Street Vernon, CA 90058 (323) 277-5555 info@sastextiles.cc

Products and Services: SAS Textiles is a knitting mill based in the heart of Los Angeles, serving the industry for over 25 years. We knit qualities ranging from very fine 40 gauge styles to coarse sweater knits. We stock a variety of natural yarns, heathers, and dyed yarns for our extensive yarn-dye stripe lines. We have an expansive open line and offer custom fabric development services in a variety of qualities from novelty knits to basic PFD and solitory viscose rayon, triblends, eco yarns as well as Synthetic blends are available, just to name a few. We offer reliable and efficient customer service and delivery times combined with a large variety of products making SAS a major resource for garment manufacturers of any size. We have styles for multiple markets from fashion to performance fabrics. We welcome new customers and ask that you please contact us and arrange to visit our modern facility

symbiont Symbiont Technologies, LLC

2315 NW 107th Avenue Suite 1M28B117 Doral, FL 33172 (305) 424-8840

sales@symbionttechnologies.com

Products and Services: What is Symbiont
all about? Symbiont Technologies is a software development company dedicated to
creating software solutions satisfying the
specific needs of apparel and garment screen
printers around the world. Our company is
founded on the idea that mutually beneficial
relationships are possible in the business
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will be achieved when we work together.
Our software products are designed with the
clear purpose in mind to help our customers

texollini

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 25 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.



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TECHNOLOGY

Continued from page 4

you're using Corizon," Schuring said.

Companies can use "virtually any fiber" in the machine, Schuring said. For the recent demonstration, Terrot used MicroModal for the core yarn.

Tricia Carey, director of business development for Lenzing, the Austrian maker of Tencel and Lenzing Modal fibers, was not on hand to see the demonstrations, but she has seen fabrics made on the Corizon machine.

"The swatches that I saw are gorgeous. There's a certain refined quality to them," she said. "The hand on the MicroModal is beautiful and you get that slight luster. There was no compromise at all in the hand or quality. For our products, it's really about the color, the luster and the hand—and you can achieve the finer weights."

In addition to MicroModal, Carey said testing has begun on Modal and Tencel as well.

novation here [and] it allows us to do some testing as well."

The Corizon machines are made in Germany and will be priced at \$250,000, a price that Terrot estimates will amortize in about three years once a company realizes the cost and time savings.

"We are very much at the initial stage of introducing Corizon to the market," Schuring said. "We want the market and our potential customers to be familiar with the product, what they can do with it."

All the companies that attended Terrot's demonstration will be given an opportunity to test out the Corizon machines at N.C.

"We have invited them to do the trials at the university to become familiar with Corizon," Schuring said, adding that some companies that couldn't attend the demonstration have already booked appointments to test the machines later this summer.



Terrot also manufactures knitting machines, but its new Corizon machine can be used with an existing knitting machine

There are so many steps in the apparelindustry supply chain that any improvement in speed-to-market is a benefit to the industry, Carey said.

"For Lenzing, we're always looking for new technology and how it impacts using our fibers," she said, adding that she appreciated how Terrot opted to introduce the new machine by inviting the brands to test the Corizon machine at N.C. State. "When you bring the partners together and link the supply chain—fiber, yarn, equipment, fabric and you get the brands-it makes it all happen so much faster."

Carey said she also was pleased that Terrot chose to host the demonstrations in the U.S.

"I'm glad that was done on this side of the world," she said. "It provides an opportunity for keeping manufacturing and in-

"They can do their trials at the university with the assistance of people from Terrot or the university," he said.

Valerie B. Cooper, president of Heart Hunters Consulting, is coordinating appointments for testing the Corizon machines at N.C. State.

"They'll contact me and give me their wish list of what they will be doing," she said.

"They will work with the university and also they will have complete access to the Terrot research team."

By setting up testing at N.C. State, Terrot has created a "no-pressure, no-competition environment for the brands and mills to work with the university and try different concepts and put this machine through its paces," Cooper said. "Everybody who's seen it says that it's a game changer."



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