

January 2017

RESOURCE GUIDE

Lenzing to Increase Tencel Capacity With New U.S. Plant

Unifi Expands Repreve Production to Vietnam, Distribution in Asia

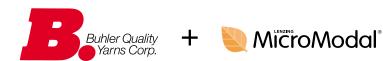
Hyosung Strikes Deal With Best Pacific Textiles

TEXTILE TRENDS

Mad About Melon, In the Net, Flora & Fauna, Dusty Rose, Go Indigo







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Lenzing Opens New Tencel Facility in the U.S.

Lenzing is expanding its U.S. operations for production of **Tencel** fibers in Mobile, Ala.

The new facility will have a capacity of 90,000 tons of fiber and represents an investment of nearly \$300 million.

Lenzing will build the new plant on the

site of its existing facility in Mobile. Once completed, the new facility will be the largest Tencel fiber plant in the world. The facility is scheduled to start production in 2019.

Lenzing's current global Tencel capacity is 222,000 tons per year. The new plant in Mobile will increase total Tencel fiber capacity by more than 50 percent by 2019, according to the company, which said the infrastructure at the current Mobile site and "attractive energy costs" in Alabama led to

the decision to build the new facility.

"This investment represents another major milestone in the implementation of our corporate strategy sCore TEN. It will bring us a big step further to reach our target of 50 percent revenue from specialty fibers by 2020," said Lenzing Chief Executive Officer Stefan Doboczky in a company statement. "This expansion also underscores our commitment to all our Tencel fiber customers, who continue to make their products even more sustainable using Tencel fiber."

To help drive the company's growth plans, Lenzing named Heiko Arnold the chief technology officer, a new position for the company that combines technical, operational and engineering responsibilities. Arnold was previously with **BASF**, working in operations

as well as research and development.

"We are pleased to welcome Heiko Arnold, a further expert with broad international experience, to Lenzing's Management Board team, said Hanno Bästlein, chairman of the Lenzing Supervisory Board. "Lenzing is on a successful, dynamic growth course with the development and implementation of the new sCore TEN corporate strategy, and that makes an increase in the management board to four persons a reasonable step. His 15 years of experience in Asia, in the re-

alization of major investment projects and in operational excellence, make Arnold a perfect match for the challenges faced by Lenzing."

Headquartered in Austria, Lenzing produces premium sustainable cellulosic fibers including Tencel, **Lenzing Viscose** and **Lenzing Modal** in production sites around the world, including the United States, Europe and Asia. The company produces 965,000 tons of fiber for the global textile and nonwovens markets.—*Alison A. Nieder*

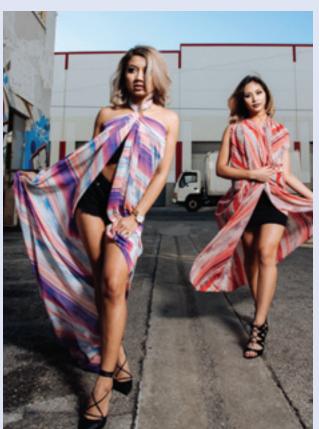


Lenzing CEO Stefan Doboczky

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Unifi Expands Repreve Production to Vietnam, Distribution in Asia

Vietnam is the next stop for **Repreve**, according to Greensboro, N.C.-based **Unifi Inc.**, which produces the fiber made from recycled materials including plastic bottles.

Unifi has struck a deal with Vietnambased **Century Synthetic Fiber Corp.**, which is now a licensed manufacturer of Repreve. The mill will manufacture, sell and distribute Repreve filament yarn within Vietnam. **Unifi Textiles (Suzhou) Co. Ltd.**, a China-based subsidiary of Unifi, will manage sales and distribution of Repreve yarn exported from Vietnam.

Unifi's agreement with the two companies will open new channels for Repreve and shorten lead times for companies producing in Asia.

Ho Chi Minh City-based Century Synthetic Fiber Corp. has been producing polyester yarn for more than 15 years.

"Vietnam has been a region of focus for brands and retailers over the past few years," said Tom Caudle, president of Unifi Inc., in a statement. "The growth in the region cannot be ignored, with exports of approximately \$27 billion of apparel and textiles in 2015 and expectations to grow to \$30 billion in

2016. Within the past 18 months, we've grown distribution of Repreve to include Turkey, Taiwan, Sri Lanka and, now, Vietnam."

Jay Hertwig, Unifi's vice president of global brand sales, marketing and product development, said establishing a production and distribution base in the region is important for Repreve and for the company's overall global supply chain.

"This is a strategic position in growing the global supply chain for Repreve and will allow us to expand into other premium value-added products in the near future," Hertwig said. "A presence in Vietnam will enable Unifi to meet sourcing requests and increasing demand from our customers wherever they choose to do business."

Unifi produces textured and other processed yarns as well as "premier value-added yarns with enhanced performance characteristics." In addition to recycled Repreve fiber and yarns, the company produces **Sorbtek**, **Reflexx**, **Aio**, **Satura**, **Augusta**, **A.M.Y.**, **Mynx UV** and **Microvista** products for the apparel, hosiery, automotive, home furnishings and industrial markets.—*A.A.N.*

Hyosung Strikes Deal With Best Pacific Textiles

South Korea-based Hyosung, maker of Creora spandex, has partnered with knit mill Best Pacific Textiles to create a series of smart fabrics with moisture management, UV protection, comfort, fit, insulation and freshness characteristics using Hyosung's MIPAN Aqua x, Creora Fresh, Aerowarm and Creora Powerfit.

"Consumers want versatility in their garments and want to be able to work out, stop at the grocery store or run an errand all with comfort and confidence," said Ria Stern, Hyosung's global marketing director, in a statement. "We worked with Best Pacific to develop this collection of fabrics in various weights to go from performance underwear, sports bras, base layer applications."

Based in Seoul, Hyosung has a global network of more than 36 subsidiaries and international offices around the world.

Based in Guangdong, China, Best Pacific offers fine-gauge circular knits, warp knits and narrow-width fabrics.—*A.A.N.*



Dusty Rose

Dusty shades of pink range from pale peach to deep mauve, lending a soft look to knit stripes, metallic prints, lofty tweeds, delicate laces, floral prints and solids.



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Spirit Lace Enterprise #16015WX

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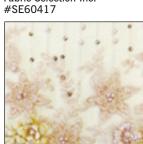
Spirit Lace Enterprise

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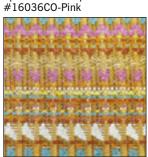


Fabric Selection Inc. #SE60417



Spirit Lace Enterprise





Malhia Kent #D95135

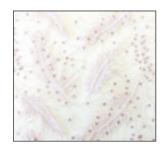


Texollini #6322D1

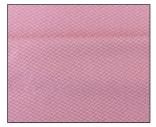
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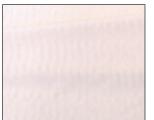
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TEXTILE TRENDS

In the Net Textile designers are caught in the net, offering grid-like patterns, embellished designs on net and lace patterns with a weblike ground.







Eclat Textile Co. Ltd. #RT1510076 Single P.K.



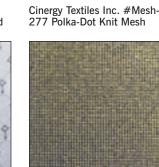
Eclat Textile Co. Ltd. #RT1409196 Single Jacquard French Terry Moss

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TEXTILE TRENDS

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swisstulle: The Gold Standard for Over a Century

ou have to go back to early 18th-century France to find the origins of the delicate honeycomb fabric known as tulle. The ethereal stuff of ballerina skirts and wedding gowns has its roots in lacemaking and would seem to be the most fragile of fabrics.

Not the case at all. With the right fiber, tulle's hexagonal hole structure yields a fabric strong and stable enough to use for such military functions as parachutes and radar reflections, police protective vests, and soundproofing. In the film and theater worlds, it serves as

the perfect invisible, secure base for wigs and facial hairpieces, as well as light diffusers and transparent curtains. "Technical" tulle is used in cars, home furnishings, medical textiles, building, and geotextiles.

Its most elegant use, however, is in fashion, from haute couture to ready-to-wear, ball gowns to lingerie, providing dimensional stability for embroidery and embellishment, or a simple beauty on its own.

Behind all these various goods is the 103-year-old manufacturing

company swisstulle. With factories in Switzerland and England, family-owned swisstulle is one of the last, and largest, producers of old-style fine bobbinet woven tulle as well as its modern descendant, warp knitted tulle.

The fashion end is the responsibility of Martina Callegari, sales director for swisstulle. Her territory covers Europe, the United States, and Asia, and clients range from those who use the most expensive bobbinet tulle, often fashioned from 100 percent silk or cotton—Dior, Vera Wang, and Monique Lhuillier bridal among them—to warp knitted tulle in new fibers for ready-to-wear and lingerie.

swisstulle's great range of product encompasses tulle for embroidery, for lingerie, and for women's outerwear, with a variety of fibers including silk and cotton, polyamide, polyester, Lurex, and Lycra. swisstulle, which does its own integrated dyeing and finishing, also produces custom fabrics at a client's request.

"One thing for sure," Callegari says, "we have a lot of unique products. I have 200 different designs. Many designers see that the selection is very big, not what you see everywhere. For fashion customers, this is the very important part."

There is some education necessary to understand the difference between the bobbinet tulle and the warp knitted tulle. Bobbinet tulle is woven, with its hexagonal, honeycomb-shaped holes the strongest and most stable structure. Warp tulle is knitted, with more-rounded holes. Both types of tulle are often embroidered, but the beauty of the bobbinet tulle, especially when done in 100 percent silk or cotton, is so exquisite on its own it often needs no embellishment.

The production machines themselves "are very different," Callegari explains. The bobbinet machines, of which

swisstulle owns 20, are over 100 years old. Not only are the machines no longer made, there are no spare parts to be found. Those must be made to order. "It's very complicated," Callegari notes. "Most of the old people who made them are dead."

The bobbinet machines, which are located in swisstulle's English factory, produce a good deal of technical tulle for the British military but also the finest, most expensive fashion tulle. "Production is very slow," she adds—it takes an hour for one machine

to produce 20 centimeters of bobbinet tulle and several days to weave a piece 6 meters wide by 40 meters in length. But the quality is undeniable and unduplicatable.

The ultra-efficient, modern warp machines, located in swisstulle's Swiss factory, are virtual greyhounds in comparison. The machines take their cues from computers and whip out fabric at a rate of 200 to 300 meters in the time it takes for the bobbinet machines to produce 40. The

warp tulle is faster, and less expensive, to produce. The warp machines can accommodate all sorts of materials and yarns, while the bobbinets cannot produce any elastic tulle. Not surprisingly, the versatile warp tulle is the choice of many designers—Marc Jacobs, Prada, Coach, Stella McCartney, Hugo Boss among them—as well as premium lingerie brand La Perla and the heavily regulated and particular Japanese lingerie industry.

After 103 years in business, swisstulle is looking to reach more fashion brands in the United States, including more bridal designers. "They don't know our company, and they use tulle from cheaper countries," Callegari says. "If they are looking for something special, many of the companies don't know we have such a big selection of fancy tulle. Customers are very surprised. They are searching for new suppliers, and we have to get to them."

Cheap tulle can be problematic, she continues. "After a few times of washing, it stretches out, the quality is not the same. And they dye with chemicals that are not good for your skin." swisstulle, conversely, has a longstanding commitment to environmentally friendly practices.

With 103 years of experience, swisstulle remains "very open-minded," Callegari says. "We always try to get into new business and develop new things. Our team is very young, and we try to develop ourselves as well. We try to find new ways to exist."



Martina Callegari m.callegari@swisstulle.ch www.swisstulle.ch

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Spirit Lace Enterprise #15018J



Asher Fabric Concepts #CS14-NV Cotton Hand-knit Slub



Robert Kaufman Fabrics #SRK-16883-9 "London Calling"



Robert Kaufman Fabrics #SRKX-16551-62



Fabric Selection Inc. #SE50426 Poly Wool Dobby



Cinergy Textiles Inc. #Challis-MX5309 Printed Rayon Challis



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Josi Severson "Belong" Organic Cotton Jersey



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Robert Kaufman Fabrics #SRK-16717-67 "Indikon"



Robert Kaufman Fabrics #SRK-16719-65 "Indikon"



Texollini #797ISYD2

TEXTILE TRENDS

Go Indigo Continued from previous page



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Textile, Findings & Trimmings

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Kagan Trim Center

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

La Lame

(212) 921-9770 www.lalame.com

Products and Services: "The Beat Goes On." After watching the music awards on TV, the theme is applied to La Lame. Going forward, we continuously bring new and fresh fabrics to our customers in dresses, sportswear, intimate apparel, and swimwear. There should be an Oscar award for our embroidered laces, coming from Thailand (with foil), and textured laces, sourced from France and Asia. Our connections in France are being sourced for their new and trendy fabrics. We have brought in jacquard denims that can be used in reversible garments. A completely new look to fill in our new developments. Also La Lame continues with the exclusive yarn that is knitted into our NEOPRENE fabric both is solids and DIGITAL Prints. The apparel manufacturers using this fabric rave about using our Neoprene for leggings, swimwear (wet suits), and assorted other apparel. To review these items please contact Glen Schneer, Joel Goldfarb, or Adrian Carstens to set up an appointment

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.

Spirit Lace Enterprise

110 E. Ninth St., Suite A761-A763 Los Angeles, CA 90079 (213) 689-1999 info@spiritlace.com

Products and Services: Our fabrics and textiles are carefully chosen from around the world, mainly European and Oriental regions. We carry different types of laces and embroideries such as Chantilly lace, Alencon lace, Venice lace, all over embroideries with or without beads, embroidered fabric with 3-dimensional appliques, handmade appliques, tulles, trims, etc. We work with bridal designers and haute couture fashion brands across the country. Most of our articles are in stock at the California Market Center. In-stock items require ndelivery turn time. We help customers to arrange either p/u or delivery; others might vary from three weeks to nine weeks (not including shipping time). Our collection is updated according to forecasting trends every season. More than 20 years of experience. View our latest collection at DG Expo NYC Jan. 18–19, 2017, Booth #218.

swisstulle

Contact: Martina Callegari, Sales Director +41 (0) 71 969 32 32 Fax: +41 (0) 71 969 32 33 m.callegari@swisstulle.ch http://swisstulle.ch

Products and Services: Founded in 1912. We are one of the leading European warp knit and Bobbinet and Tulle manufacturers, producing in Switzerland and England. Our expertise is rigid and elastic warp knits for fashion categories such as bridal, haute couture, and lingerie as well as the embroidery markets, including technical applications that excel in performance and quality. We have the latest machinery with a staff that guarantees quality standards. We cover the whole range of widths with special focus on large widths, resulting in exclusive wide seamless fabrics. Integrated dyeing and finishing is an essential part of our quality and service strategy.

Texollini

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

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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