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Cotton Prices Holding Stable as China Continues to Sell Off Its Reserves

By Deborah Belgum *Senior Editor*

Cotton prices should remain on a level playing field and even decline a bit next year as farmers around the world plant more acreage.

The 2016/2017 cotton season was a banner year for U.S. cotton exports, which were up 50 percent over the previous year as a changing monetary policy in India late last year put a temporary dent in that top-producing cotton country’s ability to export more of its product.

“Deeper into the cotton season, India, the No. 2 exporter of cotton, had some macroeconomic reforms announced in November,” said Jon Devine, senior economist of **Cotton Inc.**, the research and marketing company in North Carolina that represents upland cotton producers and cotton importers. “The reforms were ahead of cotton harvest time in India and threw a monkey wrench into the international cotton market. India was not there to compete with U.S. cotton.”

Because of that, the United States, the largest cotton exporter in the world, sold 14.5 million bales this year compared to 9.2 million bales the previous year after farmers planted 15 percent more acreage as corn and soy prices dipped, Devine said. The U.S. exports 95 percent of its harvest—in the form of fiber and yarn—primarily to Asia and Latin America.

U.S. cotton production should increase again next year because farmers are boosting their cotton acreage, said Leslie Meyer, an agricultural economist with the U.S. Department of Agriculture. “The latest estimate from the USDA is that the U.S. crop will be at about 19 million bales for the 2017/2018 year [which begins Aug. 1]. That’s an 11 percent increase over the previous year.”

India, the world’s largest cotton producer, and China, the second largest cotton producer, will be reserving more land for cotton growth. The USDA estimates that next year, global cotton production will shoot up 9 percent.

Meanwhile, the global demand for cotton next year is expected to inch up 3 percent over this year as yarn-spinning mills in Bangladesh and Vietnam up their production and China continues on a steady course as the world’s largest textile manufacturer, the USDA reports. In the last four years, global demand

has grown between 1 percent and 1.5 percent a year.

With supply outpacing demand, cotton prices are expected to remain at around the 70-cents-a-pound mark in the near future and perhaps fall later in the year. Last year, cotton went as high as 82 cents a pound. “In the last couple of years, prices have remained softer,” said Karin Malmstrom, director, **Cotton Council International**, for China and Northeast Asia, who recently gave a webinar on the cotton supply-chain situation. “Since last year, the prices have remained firm, which is not a bad thing. In the last few years, the cotton market had a huge roller coaster, which makes it hard to plan and make commitments.”

China’s cotton storehouse

China, the world’s largest cotton consumer and the second-largest cotton producer, has gradually been selling off its huge stock of cotton it started warehousing in 2011 to support its farmers with premium prices. At that time, world cotton prices eventually hit \$2.27 a pound, the highest it had been since the U.S. Civil War.

But cotton can’t be hoarded forever because it starts to deteriorate after a few years. So in late 2013, China started selling off its vast reserves, which peaked at 68 million bales and is now down to about 40 million bales, but that is still about twice the annual production seen in the United States. “We see this as a stabilizing factor,” Malmstrom said. “In the past, we’ve had two different balance sheets—one for China and one for the rest of the world. In the next couple of years, we may be working off of one balance sheet.”

Chinese textile factories have been buying up this older cotton and mixing it with new cotton to improve the cotton reserves’ quality, said Meyer of the USDA.

Even with millions of cotton bales sitting in warehouses,

China is expected to up its cotton harvest next year—primarily in the western Chinese province of Xinjiang—by 5 percent to 8 percent.

With China supplying most of its own cotton in the last few years, the two biggest export markets for U.S. cotton have been Bangladesh and Vietnam as those countries increase yarn production.

“About 80 percent of the spinning capacity in Vietnam has

World Cotton Production		Aug.–July		Aug.–July		2017/18 July
million 480 lb. bales		2013/14	2014/15	2015/16	2016/17	
India		31.0	29.5	26.4	27.0	28.0
China		32.8	30.0	22.0	22.8	24.0
United States		12.9	16.3	12.9	17.2	19.2
Pakistan		9.5	10.6	7.0	7.7	9.3
Brazil		8.0	7.0	5.9	6.8	7.0
Australia		4.1	2.3	2.9	4.4	4.8
Turkey		2.3	3.2	2.7	3.2	3.7
Uzbekistan		4.1	3.9	3.8	3.7	3.7
Burkina Faso		1.3	1.4	1.1	1.3	1.4
Turkmenistan		1.6	1.5	1.5	1.3	1.4
Mali		0.9	1.0	1.0	1.2	1.3
Mexico		0.9	1.3	0.9	0.8	1.3
Greece		1.4	1.3	1.0	1.0	1.1
Rest of World		9.8	9.9	7.8	8.2	8.6
African Franc Zone		4.1	4.8	4.0	4.7	4.9
EU-27		1.6	1.7	1.3	1.3	1.4
World		120.4	119.2	96.8	106.5	115.4

SOURCE: USDA

Chinese investment or is Chinese-owned,” Malmstrom said. “The large companies in Vietnam spin that cotton into yarn and export it back to China.”

Chinese investors entered the Vietnamese market because they expected Vietnam would become a member of the Trans-Pacific Partnership, a free-trade pact between the United States and 11 other Pacific Rim countries. That would have made it possible to export yarn and even fabric from Vietnam to the United States free of duty.

But even though the United States dropped out of the Trans-Pacific Partnership, China is still strong in Vietnam because China is the largest textile producer in the world and will continue to be for some time. ●

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NetSuite Takes Cloud on the Road

Oracle NetSuite, the San Mateo, Calif.-based, cloud-based enterprise resource planning and omnichannel commerce software owned by tech giant **Oracle**, has been hitting a number of apparel trade shows this year. The most recent was **Agenda** in Long Beach, Calif., in July.

NetSuite has been focusing on selling to fashion and apparel companies since 2015, said Matt Rhodus, the program's director and industry principal for retail. In June 2016, the company made tech business headlines when it was announced that Oracle had acquired the previously independent NetSuite for \$9.3 billion.

At Agenda and other recent trade shows, Rhodus has been talking about the latest updates in NetSuite's programs such as its customer engagement model and its **Suite-Success** program. The update was officially released in April. SuiteSuccess describes itself as a user-friendly program that offers a one-stop shop for business operations. It offers ERP, financials, accounting, order and inventory management, customer-relationship management, store point-of-sale programs, e-commerce, human resources, and business intelligence—all on a NetSuite cloud platform. Rhodus said that the program has the ability to beat challenges currently affecting the market. NetSuite contends that it even gives small retailers the tools to expand by being omnichannel retailers.

"Omni-channel has a bad rap," he said. "Most people view it incorrectly as just being e-commerce or something to replace the front end of a website."

However, it's something everybody needs, he said.

"Today consumers expect omni-channel shopping. It allows tremendous flexibility," Rhodus said.

The flexibility in business planning comes from NetSuite offering a unified, long-range view of what a business is doing, when it needs to increase inventory and from where

it is selling. This outlook lays the foundation for increased efficiency, where a company can see where it needs to grow and where it needs to cut back. The improved efficiency and the long view of the company will give it the tools to survive in a rapidly changing economy, Rhodus said.

Jill Mazur, a Los Angeles-based business consultant to the footwear and the apparel industries, said that Oracle had recently been making a focus for smaller businesses because cloud-based computing makes obsolete the need for companies to maintain big servers and hardware.

"They're acknowledging that people don't need hardware. It makes it more accessible for business," Mazur said.

Before cloud computing, tech investments were very expensive. It meant purchasing hardware, servers and maybe an in-house IT team to maintain computers. Most business tech has become more cloud-based, which has allowed a global reach to more businesses.

Recent NetSuite updates include SuitePeople. It's a human-resources addition built into NetSuite's unified cloud suite, where human-resources information can be analyzed throughout the system.

NetSuite also recently released **The NetSuite Retail Apparel Edition**. The software offers business-to-consumer features such as "Store Locator" and "Inventory by Item" features. It gives shoppers the ability to track via website to see if a specific item is in stock.

Other features include "Store Pick-up" enhancements, where shoppers receive an email when the item they purchased online is ready for pick-up at a store.

Back-office features include an "Inventory Allocation to Sales Orders" feature, which offers sales reps an opportunity to view real-time inventory availability across a company's supply chain. The software also can provide information on top-selling items, sales-per-hour and sell-through figures.—*Andrew Asch*



Matt Rhodus

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YuniquePLM's Latest Release Includes Added Functionality, Configurability

The latest release of **YuniquePLM's** product lifecycle management software, **YuniquePLM 7.1**, includes new features and additions to streamline the design process.

Users are now able to access Artboard support from the **YuniquePLM Design Suite Plugin for Adobe Illustrator CC17**. Users can also work with a multi-page **Adobe Illustrator** document and assign pages to different sections within a product in YuniquePLM, according to the company, which is a division of Tolland, Conn.-based **Gerber Technologies**.

YuniquePLM 7.1 also has improved configurability, allowing users to group pages and "edit pages en masse."

"Bringing the power of the configurability to the user of a YuniquePLM workspace is at the heart of this release," said Clayton

Parker, Gerber PLM product manager.

The new release also includes six new **Pantone** libraries.

According to Yunique, the new features were based on customer feedback.

"Using our user-voice feedback system, customers can request, discuss and vote on new features to be added to the core product that will help them in the future," Parker said.

Gerber Technology is gearing up for the **Ideation 2017** conference, set for Nov. 1-3 at the **Sheraton Universal Studios** in Universal City, Calif. The event will feature a speaker series, focus sessions and collaboration activities as well as an interactive studio where attendees can get hands-on experience with Gerber products.

—*Alison A. Nieder*



Adobe Artboards can be dropped into YuniquePLM.



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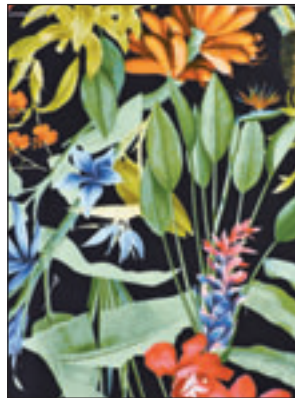
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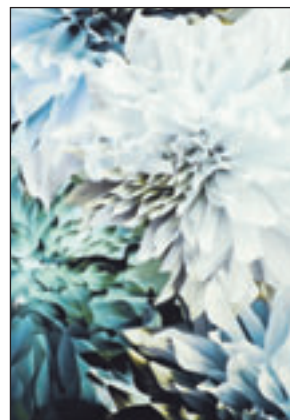
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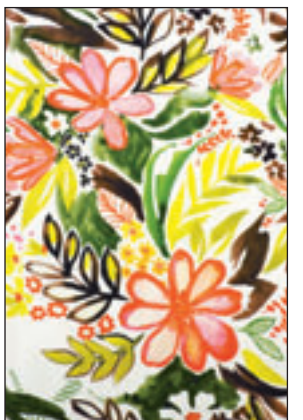
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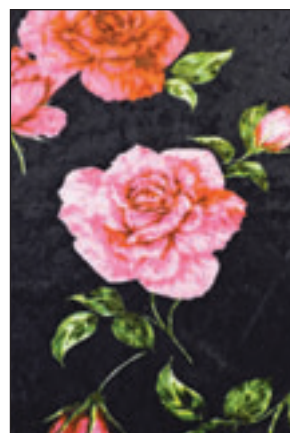
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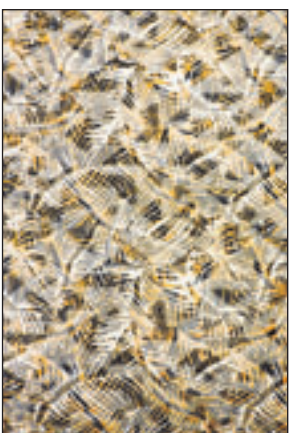
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Friedmans Ltd.—the Best-Kept Secret in Stretch-Fabric Printing

When it was founded in 1962, Manchester, England-based Friedmans Ltd. peddled parachute silks and surplus fabrics left over from World War II. Since CEO David Kaitiff acquired the dormant fabric company some 26 years ago, Friedmans has developed into a major wholesaler of Lycra of a quality once only found in Italy.

Starting “from scratch,” Kaitiff says, “I invested in the correct machinery to master techniques of transfer printing and foil effects so we wouldn’t have to import.” When British retailers found out “there was this little company locally producing these fabrics, majors such as Marks & Spencer came banging on my door,” he goes on. “Which was incredible for a three-person company.”

Kaitiff has kept the employee head count relatively low—about 17—but Friedmans has expanded into a 30,000-square-foot facility housing nine digital printers that spin out a variety of techniques and color palettes. They employ Italian Lycra print bases, German foil, and “the Rolls Royce” of transfer calendar technology from the Netherlands. Currently boasting clients in more than 120 countries, Friedmans has a strong online presence in its exceptionally comprehensive website, which showcases an inventory approaching 1,500 prints in Lycra—perfect for the swim market—and other fabrications.

Friedmans has distinguished itself among its expansive

client base by virtue of its accommodating nature and its willingness to cede design control to the clients as much as possible. For starters, there are no minimums on clients’ own designs, and it will send five samples free of charge.

The website’s most recent and exciting feature is its ColourMe application, which allows a designer to choose from hundreds of print patterns from the company’s collection and a palette of 100 colors to create its own custom digital print, which Friedmans will turn into fabric of desired length. “Once designers go to it and have a play, they become addicted to it,” Kaitiff notes.

Friedmans has U.S. clientele in the boutique swim market, “but we are very keen on expanding our U.S. footprint,” Kaitiff says, especially with private-label manufacturers and Internet retailers—places “where the owner/manager is going to appreciate having a bespoke design service employed for their collection.” Friedmans controls production on-site, enabling short lead times, even for bespoke orders.

“We’re everybody’s best-kept secret,” Kaitiff says. “We love to take somebody’s idea and weave our magic onto that idea and show them the full strength of what that partnership can achieve.”



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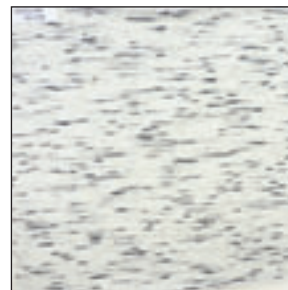
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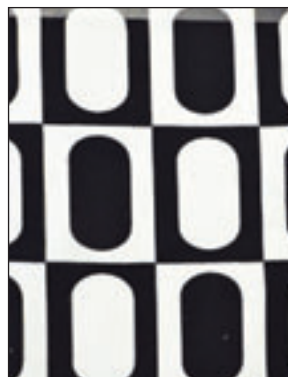
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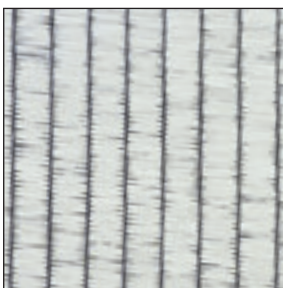
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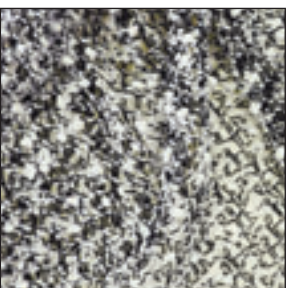
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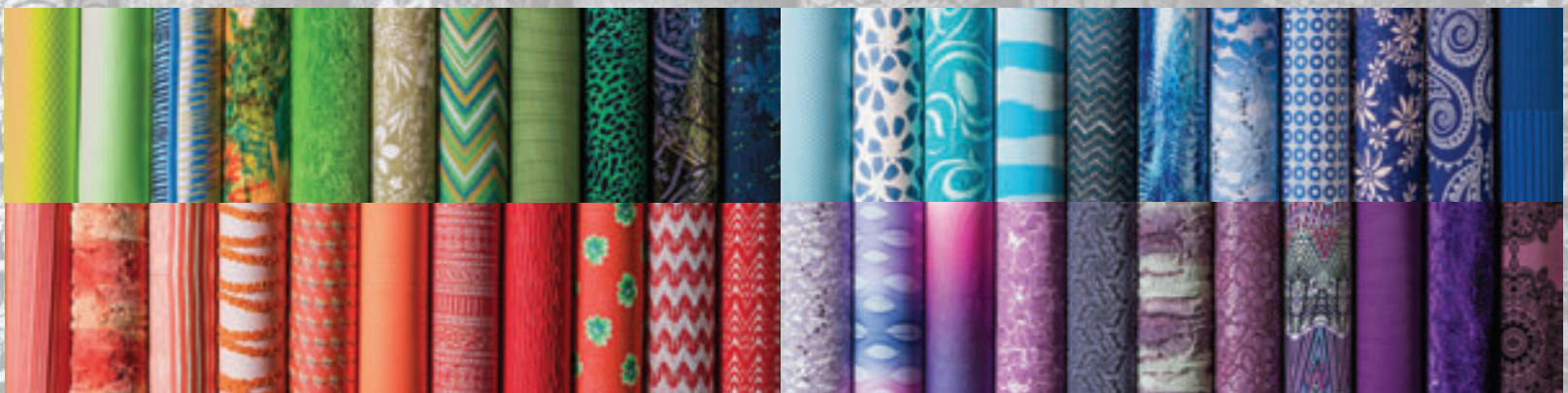
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Sourcing at MAGIC Show, North Hall Booth 61604

swisstulle's Lastest Innovation Creates a Chic Color Illusion for Apparel

Color is one of the delights of designing and wearing fashion. As Pantone shows us, there's an almost endless spectrum of hues available—in addition to the fashion industry's beloved black.

Color has to be channeled through the medium of fabric, but what if you could wear pure color? That's right: Imagine something out of a futuristic sci-fi movie that would enable you to push a button and drape yourself in pure color?

swisstulle can't quite do that, but it's developed a pretty amazing approximation. The century-old firm—headquartered in Switzerland's historic region of St. Gallen, which is legendary for its embroidery—spent six months developing the world's thinnest tulle, the delicate fabric associated with ballerina tutus, wedding gowns, and aristocratic ladies of the 18th century. At only seven grams per square meter, it's so thin that from a distance it can be made to look like it's not a fabric at all, just a layer of color.

In conjunction with a German firm that took care of printing on the delicate fabric, swisstulle unveiled the iridescent innovation this spring. "If you print on it, it's just like color on the skin; you don't see the fabric," says Martina Callegari, sales director for swisstulle. "It looks like the bright colors of soap bubbles children make, so light, just like color in the air. All this makes it something very special indeed."

In order to produce this seven-gram tulle, the company invested half a year and significant manpower to rebuild its manufacturing equipment, a complicated process, says Callegari. When swisstulle reached the testing phase, things didn't get any easier as the fabric would often tear. But the results were worth it. When not printed, "the fabric looks like silk voile from far away, so your eye cannot recognize that it is tulle," says Callegari. "And when embroidered, it looks like you're only wearing the embroidery; you don't see the tulle in the background against the skin."

Customers for swisstulle's innovations have traditionally been embroidery companies, especially those catering to the bridal industry. But increasingly fashion brands are discovering swisstulle and using its products in haute couture and even everyday fashion. Clients for the most expensive fabric—bobbinet tulle, typically made of cotton or silk—include Dior, Vera Wang, and Monique Lhuillier bridal divisions, while customers for warp knitted tulle in a range of fibers—such as polyamide, polyester, Lurex, and Lycra—include makers of ready-to-wear and lingerie. "Much of the tulle on the market is basic quality stuff from Asia," says Callegari, "and is not made from natural fibers because it's too costly. But we can make it from silk, cotton, and other natural fibers."

And that's only the beginning. "We have a lot of unique products," she continues, "some 200 different designs. Many designers see that the selection is very big, not what you see everywhere. For fashion customers, this is the most important part of what we offer."

swisstulle is also catering to the

needs of the global marketplace with a radically increased capacity to make silk bobbinet. There are only a few companies left in Europe that can do this, says Callegari, and one of them went bankrupt earlier this year. swisstulle stepped in and purchased the company's manufacturing equipment, boosting its number of bobbinet machines—which operate out of swisstulle's facility in England—from 20 to 50. Most of the machines are a century old and so combine the best

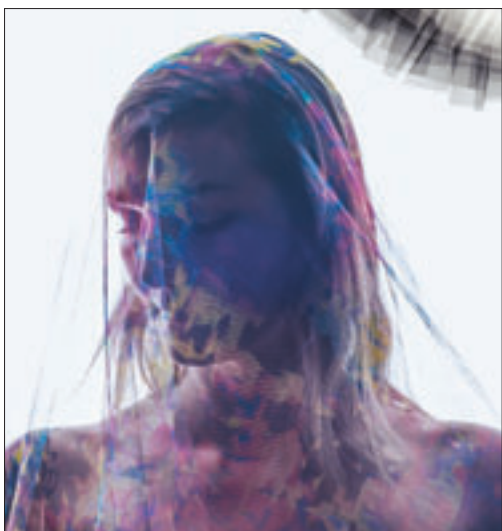
of both worlds: heritage authenticity modified by the latest technology. The haute-couture and bridal industries have high demand for silk bobbinet, and swisstulle couldn't produce it fast enough. Its key accounts got most of it, and there was a waiting time for smaller fashion brands.

Now that's been rectified and designers have another creative ingredient at their disposal. True, there are inexpensive polyester substitutions available from Asia, but they aren't quite the same thing, says Callegari. "They can copy a lot of products in Asia, but they can't copy silk bobbinet."

For designers seeking maximum creativity, swisstulle has an entirely different division, an industrial one that caters to things like the automotive industry (BMW and Audi are longtime customers). Technical tulle, as they're known, are of the highest quality due to strict regulations in the automotive industry, for example, for features such as anti-flammability. "Fashion designers today are looking for new materials like our technical tulle because they're things that not just everybody can get," says Callegari.

One example is the Zurich-based brand YVY, founded by designer Yvonne Reichmuth, who is unexpectedly combining tulle with leather for accessories.

swisstulle is even developing tulle for military applications. Given the fashion industry's ability to adopt just about anything in the service of novelty, don't be surprised to see that on your nearest runway or city street before long.

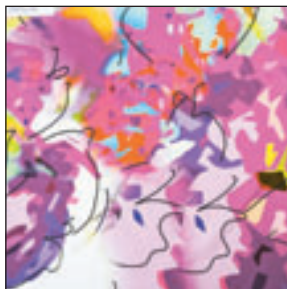


Martina Callegari
m.callegari@swisstulle.ch
www.swisstulle.ch

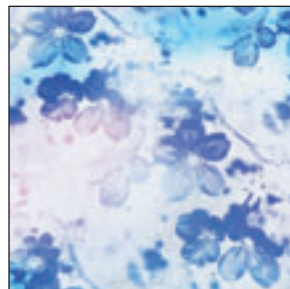
TRENDS

Mad for Purple

Textile designers have gone mad for purple, offering prints, laces and novelties in shades of lilac, plum, raspberry and grape.



Texollini #3212



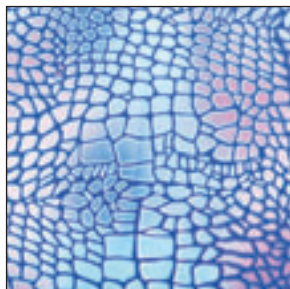
Friedmans Ltd. #TS1431
"Mimosa"



Texollini #3029



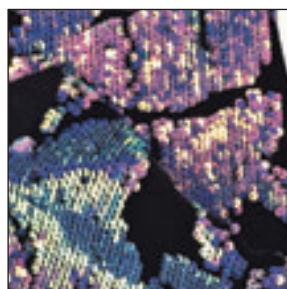
A Plus Fabrics Inc. #232L



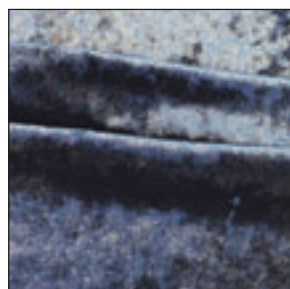
Friedmans Ltd. #TS1425
"Komodo"



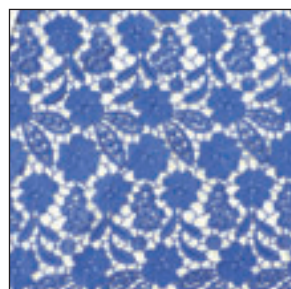
Cinergy Textiles Inc. #SPOP-17576 Printed Stretch Poplin



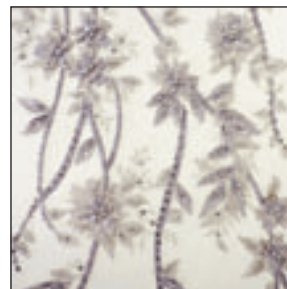
NK Textile #SW18796



NK Textile #WEG5950



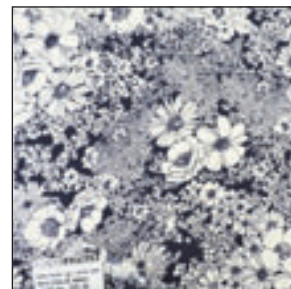
D&N Textiles Inc. #6209



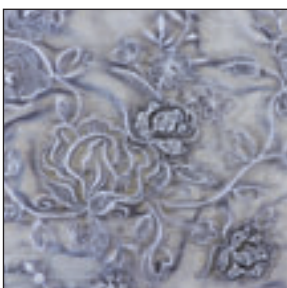
Spirit Lace Enterprise
#16118CO



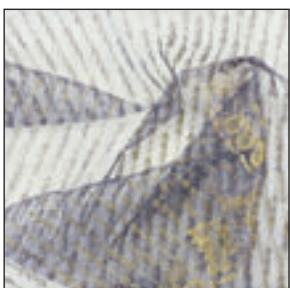
Confetti Fabrics #18097
K1607



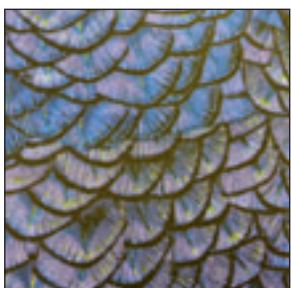
Robert Kaufman Fabrics
#SRKX-17230-62



NK Textile #SW20512



Solstiss #497614.G



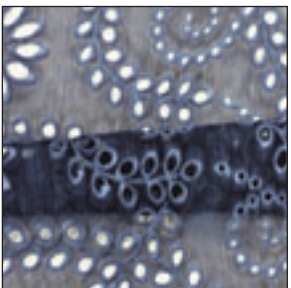
Friedmans Ltd. #TS824
"Dragon Scales"



NK Textile #NK54904



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NK Textile #SW20507



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Free-form

Textile designers take a free-form approach to fabric design with organic shapes and pattern mixing.



NK Textile #EM706009-2



Spirit Lace Enterprise #15072CO



Bella Tela #33676



Malhia Kent #T 01351 "Pokapic"



A Plus Fabrics Inc. "PSlace"



Malhia Kent #T103350 "Patrioch"



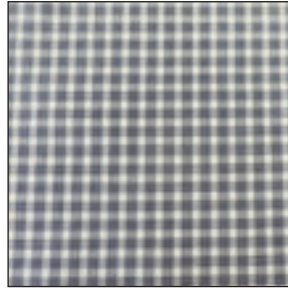
Tricots Liesse Inc. #916894

Stars and Bars

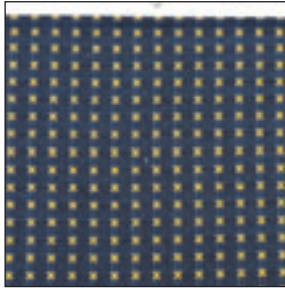
Designers pair star-spangled textile designs with modern plaids and grid patterns.



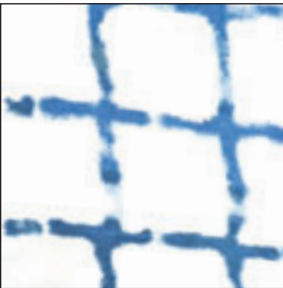
Malhia Kent #T03206 "Pavier" and #T89736 "Pmollie"



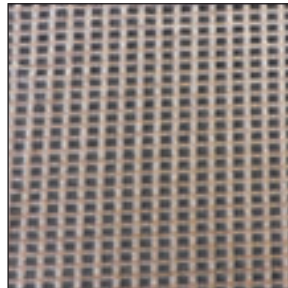
Robert Kaufman Fabrics #AJSM-17068-184 Shimmer On Yarn Dyed



Robert Kaufman Fabrics #SRK-15716-67 Indikón



Cinergy Textiles Inc. #Jersey-ET0058 Printed Jersey



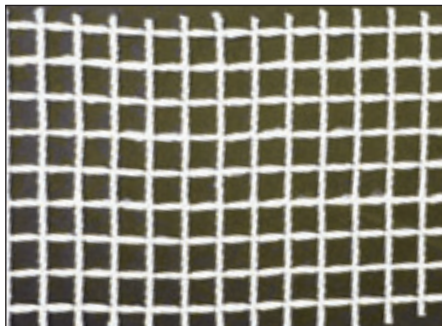
Fabric Selection Inc. #KNT3805



Asher Fabric Concepts #CPJ442-B Brushed Cotton/Poly Jersey



Robert Kaufman Fabrics #AJSM-17067-14 Shimmer On Yarn Dyed



Swisstulle #2.02743

3-D Florals

Floral designs take on added depth with layered patterns and 3-D laces.



NK Textile #SHTP 1FYLJH



NK Textile #JMSG7416-1



D&N Textiles Inc. #6168



Spirit Lace Enterprise #16117CO

Lash

Textile designers are offering fringed designs and lash-like motifs for edgy novelties and sophisticated prints.



Tiss et Teint #55.6813



Malhia Kent #T102527 "Prongou"



Confetti Fabrics #10791 K1847

Gilded

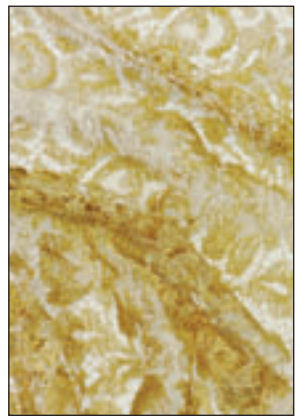
Lace goes luxe in rich, gilded patterns.



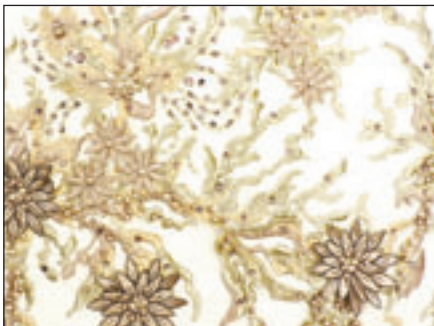
D&N Textiles Inc. #6068



NK Textile #EY14987



Solstiss #477N44.SB



Spirit Lace Enterprise #16116CO



Spirit Lace Enterprise #16119CO



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Blush Pink

Soft shades of petal, mauve and dusty rose lend a romantic air to feminine laces, soft knits and luxe velvets.



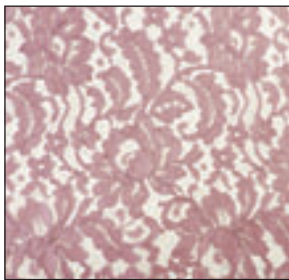
Fabric Selection Inc.
#KNT3809-SE61001



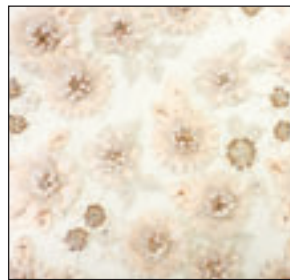
A Plus Fabrics Inc. #RSJ-DW
Rayon/Spandex Mineral Wash



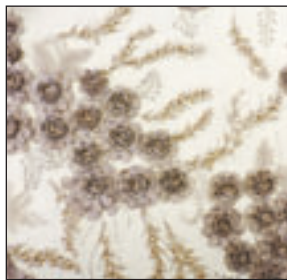
Asher Fabric Concepts
#MMJ50 Laundered Modal/
Cashmere/Silk Jersey



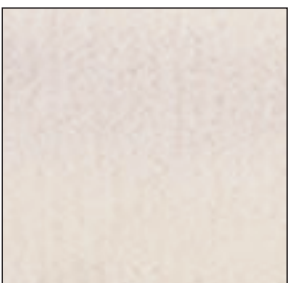
Solstiss #813860



Spirit Lace Enterprise
#14038CO



Spirit Lace Enterprise
#15018J



Asher Fabric Concepts
#CCF22 Brushed Three-End
Cotton/Poly Fleece



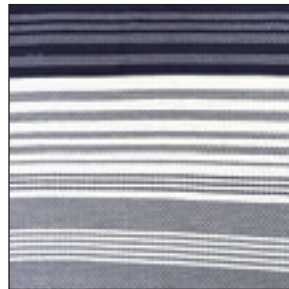
Asher Fabric Concepts
#VCSL103-W Cotton Slub
Viscose Spandex Sweater



Asher Fabric Concepts
#CSXJ40 Cotton Slub Jersey

Modern Geo

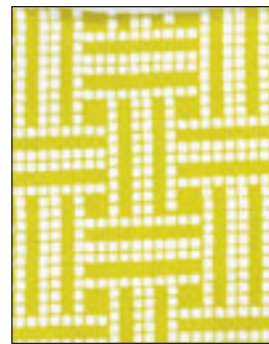
Op-art prints and irregular striped patterns give geo prints a modern makeover.



Tricots Liesse Inc. #54747



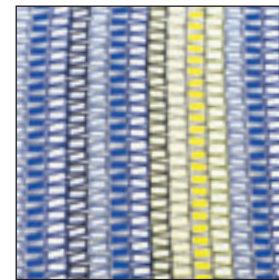
Josi Severson "Life Aquatic"



Josi Severson "Whichway"



Tiss et Teint #55.5674



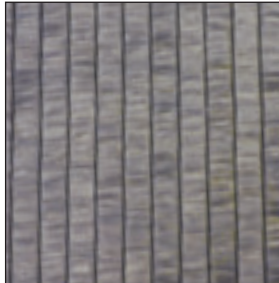
Tiss et Teint #55.6800



La Lame Inc. #SP-334P-1



Asher Fabric Concepts
#RSJ6040 Sweater Solid
Heavy



Swisstulle #2.06421



Asher Fabric Concepts
#WW2738 Torino Plain
Viscose

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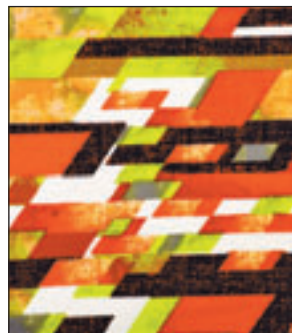
Texollini #5460



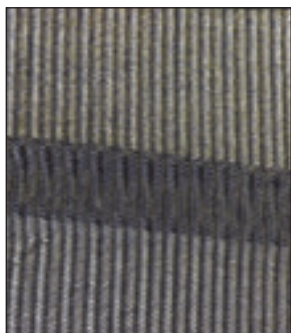
Confetti Fabrics #21113 74



Dunière #66353 "Biarritz"



Cinergy Textiles Inc. #LVP-2009-1289



A Plus Fabrics Inc. #F-CCM
Banana With Silver Foil



Robert Kaufman Fabrics
#AJSM-17066-184 Shimmer
On Yarn Dyed

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Pine Crest Fabrics, (800) 877-6487,
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Robert Kaufman Fabrics, (800) 877-2066,
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Solstiss, (213) 688-9797, www.solstiss.com

Spirit Lace Enterprise, (213) 689-1999,
www.spiritlace.com

Swisstulle, +41 (0)71 969 32 32,
www.swisstulle.ch

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

Tiss et Teint, (323) 376-0625,
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Continued from page 17

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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 TEXTILE Show

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

Products and Services: LA TEXTILE (Los Angeles International Textile Show) is the West Coast's bi-annual trade event for premier textile, design & production resources. Showcasing hundreds of the world's top fabric and trim companies, the caliber of exhibitors and trend direction are edited for a distinct contemporary and lifestyle fashion audience. The Sourcing pavilion spotlights manufacturing & design services, providing brands with the comprehensive range of services needed to manage the supply chain from concept to finished product. LA TEXTILE is hosted by the California Market Center (CMC) in downtown LA's Fashion District. Next show is scheduled for October 2-4, 2017 for the Fall/Winter 2018/19 season.

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, dobies, 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
www.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, Alençon lace, Venice lace, all over embroideries with or without beads, embroidered fabric with 3-dimensional appliques, handmade appliques, tulle, 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 no delivery 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.

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 warp knit Tulle and Bobbinet 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. Swisstulle has just developed the world's thinnest tulle, made of delicate fabric, so thin that from a distance it can be made to look like its not a fabric at all, just a layer of color!

Texollini

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

Twin Dragon

14600 S. Broadway
Gardena CA 90802
(310) 715-7070
www.twindragonmarketing.com
info@twindragonmarketing.com

Products and Services: Twin Dragon is a multinational textile company specializing in premium denim, piece dye woven fabrics, denim washing, and fashion trends—an internationally recognized lead supplier of premium denim to a vast portfolio of the most sought-after American brands. In operation since 1980, Southern California's Twin Dragon Marketing Inc. (Denim) launched Q2 2017 leading-edge ecological improvements in their Northern Hemisphere Mexican mills and at their Asian facilities. We have introduced pre-reduced LIQUID INDIGO and ECO-FINISHING, which, when used together, have achieved an 85 percent reduction in environmentally hazardous chemical discharge. This could become the new gold standard in the denim textile industry.

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go to www.dgexpo.net

for additional info, cities & dates, including
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www.apparelnews.net
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DYEING
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For over 25 years, we have manufactured our collection of more than 4,000 European-quality fabrics in our Los Angeles-based facility. We offer faster deliveries, superior quality control, and vertically-integrated services for all major fashion categories.



texollini.com