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HOLIDAY KICKOFF

The retail results for the Thanksgiving weekend, Black Friday and cyber Monday indicate the Holiday shopping season is off to a strong start as consumers increased spending online and in stores.



Top row, from left: Christmas tree at South Coast Plaza, South Coast Plaza, Del Amo Fashion Center
Second row, from left: Lacoste boutique at South Coast Plaza, South Bay Galleria, South Bay Galleria
Third row, from left: Santa rappels to the Annual Rodeo Drive Holiday Tree-Lighting Celebration, crowd at Rodeo Drive
Bottom row, from left: Shopping bags at South Coast Plaza, Black Friday at Zara at South Coast Plaza

Holiday Season Business Off to a Good Start

By Andrew Asch *Retail Editor*

The 2017 holiday season is off to a strong start after consumers beat forecasts for shopping during the Black Friday weekend and on cyber Monday, the traditional beginning of the holiday shopping season.

During the five-day period that took place over the Thanksgiving holiday and ended the night of Nov. 27, 174 million Americans shopped in physical stores and online, which beat a forecast of 164 million initially estimated by the **National Retail Federation** and **Prosper Insights and Analytics**. The NRF's and Prosper's consumer-sentiment survey, released on Nov. 28, also found that average spending per person over the five-day period was \$335.47. Of that amount, 75 percent—or \$250.78—went to gifts. Millennial shoppers (25 to 34 years old) were among the biggest spenders. Their average spend per person was \$419.52.

The survey also reported a rally for the long-suffering department-store model, finding that 42 percent of those surveyed said they had shopped at a department store. E-

➔ **Black Friday** page 4

Trade Observers Fear Trump May Pull Out of NAFTA Negotiations

By Deborah Belgum *Senior Editor*

With little progress in the last negotiating round for the North American Free Trade Agreement, trade experts believe it is becoming more likely that President Trump will follow through on his threat to withdraw from the talks.

Right now, Trump is turning all his attention to getting a tax-reform bill wrapped up by the end of the year. So he is backing off on his threats.

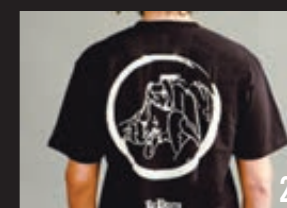
But when NAFTA negotiators meet in Montreal for the sixth round, scheduled for Jan. 23-28, Trump could start playing hardball if he doesn't get what he wants and step back from the bargaining table.

"The temperature for a withdrawal has been ratcheted down the last few weeks, and we can expect the same until the end of the year because of the desire by the president and Congress to pass tax cuts," said Josh Teitelbaum with

➔ **NAFTA** page 3

INSIDE

Where fashion gets down to businessSM



2



6

Denim North America closing ... p. 2

Textile Trends ... pp. 6, 7

Findings & Trimmings Spotlight ... p. 8

Made in America ... p. 9

Findings & Trimmings Resources ... p. 9

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Denim Production in the United States Hit With Another Blow

One of the last mills in the United States to make denim fabric has decided to shutter its denim production and concentrate on technical fabrics.

The **DNA Textile Group** announced on Nov. 28 that it would close down its **Denim North America** division by the end of January 2018 due to sagging demand and low selling prices.

"The air came out of the balloon this last year," said Monte Galbraith, president of DNA Textile, headquartered in Columbus, Ga. "For four or five years it was great, but I have never seen it decrease so rapidly as I saw it this year. We did our best to hang in there, but after a while you have to realize that your better days

are behind you."

DNA Textile will be honoring all existing and open denim orders as of Nov. 28. By the end of January, the company will be laying off more than 100 workers. "It was difficult to make this decision on a human level because of our longer-term employees, but the financial numbers were easy," Galbraith said.

DNA Textile started making denim in 2002 after it took over the factory built by **Marubeni Corp.** and took it private. In the heyday of 2004 to 2006, DNA was manufacturing 20 million linear yards of denim a year. Last year, production dipped to 10 million linear yards, Galbraith said.

Price competition with overseas denim

mills was driving a lot of the production drop. Chinese denim can be bought for as little as \$1.25 a yard. The average price of DNA denim was from the upper \$3 range to the upper \$4 range. "It was very affordable, but there was pricing pressure from people to buy it for under \$3.30 a yard. We couldn't do it."

Around 2011, DNA Textile decided to add technical fabrics to its product mix, selling many of its goods for flame-retardant uniforms and clothing. "That will now be our main business unit," Galbraith said.

The company will continue to invest more resources, talent and energy toward growing that area, which now has about 130 workers.

DNA Textile's announcement comes weeks

after **Cone Denim** announced it was closing its **White Oak** mill in Greensboro, N.C., at the end of the year.

According to a company statement, "changes in market demand" impacted order volume as customers shifted sourcing offshore. About 200 people are employed at the mill, which was founded in 1891. This is also where the company's well-known selvedge denim was made on vintage selvedge looms from the 1940s. Cone Denim has bigger mills in Mexico and China.

The closure of these two mills is a blow to domestic denim production, which is now limited to just a few locations such as **Mount Vernon Mills**.—*Deborah Belgum*

CMC Shifts to Three-Day Market

Starting in 2018, the **California Market Center** will shift its **Los Angeles Fashion Market** schedule to a three-day format. Beginning with the January 2018 market, market will run Monday through Wednesday, Jan. 15–17. The building will also be open for Sunday appointments.

The **New Mart**, the **Cooper Design Space**, the **Gerry Building** and the **Lady Liberty Building** and will continue with the four-day market format. Several showrooms in The New Mart and Gerry Building also open a day early for buyers who prefer to shop market on Sunday.

Temporary trade shows **Designers and**

Agents, Brand Assembly and **Capsule** are already on a three-day schedule during Los Angeles Fashion Market.

The CMC is also shifting its April **Majors Market** dates this year to Tuesday through Thursday, April 3–5, with a preview and appointment day on Monday, April 2.

June market dates will also move temporarily this year. The market will be held June 18–20, 2018, with Sunday, June 17 available for showroom appointments.

The news of the date change was announced in a bulletin distributed to CMC tenants.—*Alison A. Nieder*

COMPANY PROFILE

Defyant's Dare to Be Different



COURTESY OF DEFYANT

After running a basics apparel company and working on music documentary projects, Joe Jihoon got the opportunity to take over the streetwear line **Defyant**. He hesitated because he didn't know where he could take the brand. Then he took inspiration from the brand's name.

"Because we are Defyant, we're going to defy conventional wisdom and create our own thing," Jihoon said. He acquired the brand for an undisclosed amount in early 2015 and spent a year or so helming a brand that experienced success before the ownership change. Its website (dfynt.com) still shows pictures of music stars such as Snoop Dogg and Justin Bieber wearing Defyant caps and T-shirts.

Yet in 2016, Jihoon put the brand on hiatus. Supported by savings and funds from the basics company **Genesis**, Jihoon took a year off to think what he could do differently with a streetwear brand and how he could make a statement with the brand.

Earlier in 2017, a rebranded Defyant took a bow. The new style was high-end streetwear. The brand's styles would be guided by these questions: "Is like there anything in the market like this?" and "Would we have worn this 10 years ago and will this style be wearable in 10 years?" If Jihoon is satisfied with the answers to those questions, he makes the garments.

Looks include a drop-crotch carpenter's pant. Like a typical pair of carpenter's pants, there is a "hammer loop," ostensibly to hold tools. Unlike other carpenter's pants, Defyant's garment features hems that fall just above the ankle and a back pocket bearing different colors.



Other garments feature a "kung fu" camouflage design. Instead of offering camouflage shapes, Defyant shows hunter green, purple and lime figures in kung fu poses. The design is reminiscent of camouflage.

T-shirts and hoodies remain part of Defyant's style. However, they feature unique embroidery and graphics. Some feature erotic art of ancient Greece and Japan's Edo period. The graphics bear the somewhat sardonic slogan "Ancient Porn," Jihoon said.

"We wanted to pay tribute to ancient Greek and Japanese art," he said. "We think these erotic arts are still relevant today," he said. "But they're only available in museums. We wanted to bring them into the street scene."

Under Jihoon's leadership, Defyant will not be released in traditional seasonal collections. Rather, collections will be released in various capsules, or "drops," which will not follow the traditional seasonal calendar.

The rebranded Defyant has been sold in Los Angeles boutiques such as **Brigade** and **Hue**. It also has been sold at **Dreams on Air** in New York and online retailers such as **Garmentory**. For more information, contact info@dfynt.com.—*Andrew Asch*



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The Veranda: New Mall Takes a Bow

In a market when mall development seems to be mostly focused on remodeling existing sites, **CenterCal Properties** is scheduled to mark the grand opening of a new shopping center later this month in the San Francisco Bay Area town of Concord, Calif.

The 375,000-square-foot, mixed-use center is called **The Veranda**. It will feature a high-end movie theater, **Veranda Luxe Cinema & IMAX**, scheduled to open later in December. Also on site, the organic produce-focused **365 by Whole Foods Market**, a **Cost Plus World Market** and a **TJ Maxx**. The site also will include services such as free Wi-Fi and a children's play area that features a **Luckey Climber** climbing structure.

The Veranda also will be the address of a \$1.7 million water fountain that can choreograph jets of water to music. It is scheduled to open before the end of the year. The center intends to produce ice-skating rinks during winter as well as musical performances. Veranda also will be the address of

restaurants such as **MOD Pizza**, which is scheduled to open Dec. 3, and a **Peet's Coffee & Tea**.

CenterCal is headquartered in El Segundo, Calif., in the South Bay area of Los Angeles County. It runs more than 14 properties including **Plaza 183** in Cerritos, Calif., which was redeveloped in 2015, and **The Collection at Riverpark**, which opened in Oxnard, Calif., in 2012.

The developer has been involved with a contentious \$400 million redevelopment of the Redondo Beach Waterfront in the South Bay of Los Angeles County. The proposed overhaul of the aging waterfront would offer a mix of retail, dining, entertainment, and park and creative office space.

However, slow-growth activists in the city of Redondo Beach passed an initiative to derail the project earlier this year. Media reports said that CenterCal sued the city of Redondo Beach for breach of contract in Los Angeles Superior Court in early November.—*Andrew Asch*



COURTESY OF VERANDA

Dec. 1

Holiday Sample Sales
California Market Center
Los Angeles

Help Jess' Sneak Peek VIP Showcase
Ctrl Collective
Los Angeles

Dec. 2

Unique LA
California Market Center
Los Angeles
Through Dec. 3

Dec. 6

CFF and TALA Annual Christmas Party for Children
Cooper Design Space, penthouse
Los Angeles

TPC Holiday Party

The Palm
Los Angeles

DG Expo Fabric and Trim Show
Palmer House Hilton
Chicago
Through Dec. 7

Dec. 7

Showroom grand opening presented by LYCRA, Tavex

and Artisan Cloth

1308 Factory Place, Suite 105
Los Angeles

Dec. 8

Fashion With a Cause
California Market Center
Los Angeles

Holiday Sample Sales
California Market Center
Los Angeles

Dec. 9

2017 Santee Winter Wonderland, hosted by the LA Fashion District BID
11th Street between Santee Street and Maple Avenue
Los Angeles

There's more
on ApparelNews.net.

For calendar details and contact information, visit
ApparelNews.net/calendar.

Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for calendar submissions is the Tuesday prior to Friday publication. Inclusion in the calendar is subject to available space and the judgment of the editorial staff.

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IMPORT/EXPORT

NAFTA *Continued from page 1*

the Washington, D.C., law firm **Akin Gump Strauss Hauer & Feld**. Teitelbaum was speaking about NAFTA during a Nov. 29 webinar organized by the **U.S. Fashion Industry Association**, a Washington, D.C., trade group that represents apparel importers and retailers. "At this point, the affirmation is that it is more likely than not that he will issue a withdrawal notice."

A withdrawal from NAFTA would set in motion a six-month timeline to end the free-trade agreement, which went into effect in 1994. Trump's threat to end NAFTA could fire up Canada and Mexico—the two other members of the free-trade accord—to come to the table and accept some of the U.S. demands that have been most extreme for the Mexican auto industry.

With negotiations on a roller coaster, Mexico and Canada have decided to diversify their trading options. Mexican trade officials have been visiting China to open up a trade door with the economic powerhouse, and the country is still planning to remain in the Trans-Pacific Partnership trade agreement with 10 other countries. Trump officially withdrew the United States as a TPP member this year after years of negotiations.

Canada recently signed a free-trade pact with the European Union. "They are both saying we are cutting deals with other people as a way to reduce the impact of a potential NAFTA termination," said Teitelbaum, a former deputy assistant secretary of commerce for textiles, consumer goods and materials in the U.S. Department of Commerce.

Currently, NAFTA meetings are scheduled through February or March of next year even though all three countries

originally had hoped to conclude negotiations by the end of this year. Mexico is eager to wrap up trade talks because presidential elections are scheduled for July 1. Right now, the favored presidential candidate is Andrés Manuel López Obrador from the left-wing PRD party. López Obrador has been taking advantage of an anti-Trump sentiment in Mexico that only gets worse as the U.S. president bashes our southern neighbor.

"Mexico is eager to get closer on some of the negotiating issues and do as much as they can to reduce the risk of withdrawal," said Justin McCarthy, another attorney with Akin Gump Strauss Hauer & Feld, who was speaking during the webinar.

Talks around textiles

Issues around the apparel and textile industry haven't changed much in the last couple of rounds. During the meeting in Mexico City in mid-November, apparel and textiles negotiators met early in the round but didn't make much headway.

However, during the September round, U.S. trade negotiators proposed eliminating TPLs, or trade preference levels, an idea long supported by the U.S. textile industry, whose products are widely used in Mexico because of NAFTA.

TPLs allow for a certain amount of yarn and fabric produced outside the free-trade-agreement area to be used in apparel production as long as the non-regional inputs are cut and sewn within the free-trade countries.

Overall, Mexico and Canada combined are permitted to ship nearly 236 million square-meter equivalents (SME) of apparel, made-ups and fabric and 12.8 million kilograms of yarn containing third-party components.

This allows some fabrics to come in from places such as China, Vietnam and South Korea.

Instead of TPLs, U.S. trade negotiators have proposed allowing a short-supply list of fabric and inputs not manufactured in the region to be implemented. This kind of short-supply list is already used in the Dominican Republic–Central America Free Trade Agreement.

The short-supply list does not cap the quantity of fabric or inputs that can be brought in to the region, but it is more restrictive and has specific details on the exact fiber count for yarns and additional descriptions and classifications for fabric.

Mexico is entirely opposed to eliminating TPLs and, in fact, would like to expand the TPLs to bring in more foreign-made fabrics and input for apparel production.

Other negotiating sticking points include whether there should be a sunset clause for NAFTA, meaning that the free-trade agreement would automatically expire after five years unless all three partners agreed to renew it. Mexico supports periodically reviewing the trade accord but does not want to see it abruptly end after five years.

But the hottest issue right now in NAFTA is centered around the automobile industry. The United States wants to see autos made in Mexico have at least 50 percent input from U.S. materials and 85 percent input from regional materials coming from Canada, the United States and Mexico.

Under the current rule, cars only need to have 62.5 percent of their materials coming from the region, which doesn't have to include the United States if the materials come from Mexico or Canada or both. "Canada and Mexico are rejecting the U.S. proposal outright for automobiles. They believe it is on the outside of the reasonable bounds of trade policy," Teitelbaum said. ●

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Black Friday *Continued from page 1*

commerce and m-commerce shopping skyrocketed during the Black Friday weekend. But much of the weekend's action was in omni-channel shopping, or shopping in a multitude of formats.

The survey found that 58 million shopped online only; more than 51 million shopped in stores only; but 64 million shopped both digitally and in physical stores. The multi-channel shopper was a bigger spender. This consumer spent \$82 more than the digital-only shopper and \$49 more than the bricks-and-mortar-only shopper.

ShopperTrak, a market-research group, reported that in-store traffic declined 1.6 percent in a year-over-year comparison with

ongoing store traffic wasn't stellar, and it wasn't consistent from store to store or mall to mall," he wrote in a Nov. 28 blog.

But the Black Friday weekend is only the first act of the holiday sales story. According to a study with NPD's survey partner, **Civicscience**, 78 percent of shoppers still have yet to do most of their shopping.

The quality of business for the rest of the holiday season will be shaped by retail traffic, said Jeff Van Sinderen, a retail analyst for **B. Riley & Co.** Holiday seasons are deeply affected by the lull periods between the frenzy of Black Friday and the fast pace of shopping immediately before Christmas. "The impact that the lull period has on promotions will be critical," he said.

If retail traffic drops sharply between



PHOTO COURTESY OF CITADEL OUTLET

NEW: Citadel Outlets got a new building for the holidays. It unveiled a 65,000-square-foot building where it houses Coach, Hugo Boss, Guess and Tommy Hilfiger shops. Pictured are crowds walking past the new building during Thanksgiving night.

last year. In a Nov. 28 note, **Retail Metrics** said that cyber Monday digital sales reached \$6.59 billion, making it the largest U.S. online sales day in history.

The NRF releases annual surveys on Black Friday-weekend business, but the group said that it changed survey methodologies in order to include cyber Monday business, which is now central to the weekend's results. Because 2017 is the first year trying a new methodology, surveyors did not compare it to previous years' results. Also, in past years, NRF surveys included total spending for the period's business. It did not do so this year. Instead, the NRF will report total spending in December after the U.S. Census Bureau releases its numbers on November business.

The NRF was one of a group of organizations and pundits releasing statements on Black Friday and cyber Monday business.

Ken Perkins of Retail Metrics wrote in a Nov. 28 note that the weekend's business was supported by a good economy and good weather.

"A plethora of deals, a cooperative clear cold spell from Mother Nature, a solid economic backdrop and a surge in digital spending made for what was likely the best Black Friday weekend post-recession," he wrote.

The overwhelming consensus was that the weekend's business was good. Marshal Cohen, chief industry analyst for market-research company **The NPD Group**, said he believes that Black Friday business had some weakness.

"Stores were certainly busier than last year, but from what I saw Thanksgiving and Black Friday were a mixed bag this year. The early parts of both days were busy but



ON RODEO: Crowds in front of the Christmas tree on Two Rodeo Drive during the Annual Rodeo Drive Holiday Lighting Celebration

Black Friday weekend and a few days before Christmas, retailers will drive stronger promotions. If retail traffic remains steady, promotions and sales won't go deeper than they already have.

Van Sinderen estimated that promotions were about the same this year as they were in 2016. However, it's not a straight comparison because retailers have changed their game. Supply-chain costs have been renegotiated for many retailers, so they are making garments at lower costs, which means that they are making more margin, even if they do not sell at full price.

He doesn't forecast big sales after the holiday, noting that retailers are keeping their inventories lean. "Nobody had high expectations," Van Sinderen said. "They are not sitting on a lot of inventory that they will have to liquidate." ●



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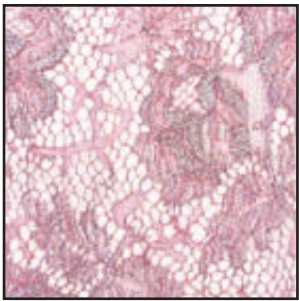
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TEXTILE TRENDS

In the Pink

Pink is a perennial favorite with shades ranging from soft petal and mauve to cotton candy and fuchsia.



Solstiss #867446



Bischoff Gamma #12608



Asher Fabric Concepts #CXF40
Brushed Cotton/Viscose/
Spandex French Terry



Eclat Textile Co. Ltd.
#RT1503233 Single Jersey
Foil Print



Fabric Selection Inc.
#SE61229 Brush DTY



Fabric Selection Inc. #SE20946
Stretch Peach Skin Print



Spirit Lace Enterprise
#15045DN



Spirit Lace Enterprise
#15071CO



Asher Fabric Concepts
#VCSL103-W



Cinergy Textiles Inc.
#DOBBY-8529 TOD Stripe



Texollini #3212



A Plus Fabrics Inc. "Hacci Flux"



Fabric Selection Inc.
#SE30284 Rayon Challis



Fabric Selection Inc.
#SE60517 Brush DTY



Fabric Selection Inc. #SE402114
Hi Multi Chiffon Print



Texollini #54B6



Texollini #5276



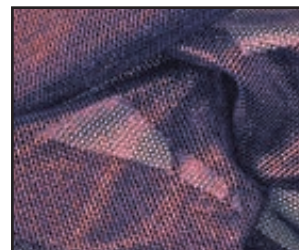
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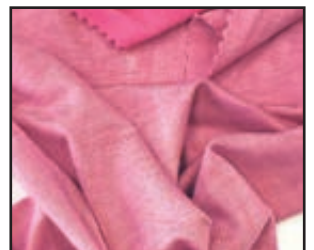
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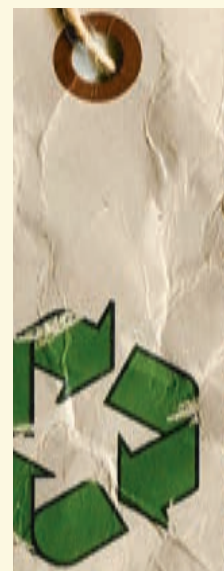
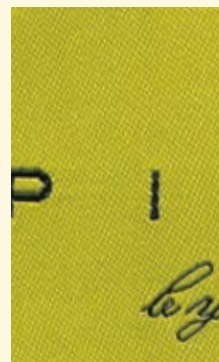
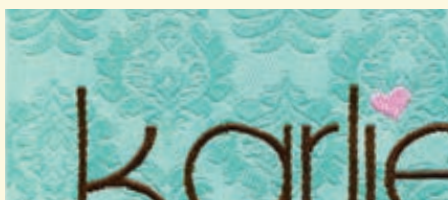
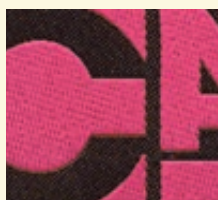
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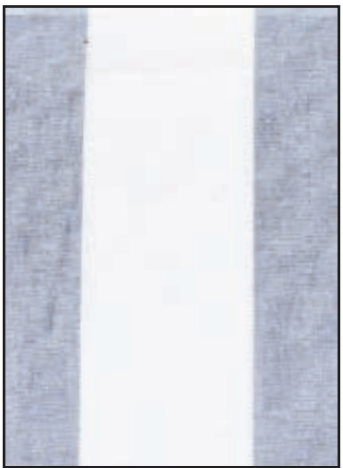
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Kalimo #15742 EXP New Rib Viscrope Listrado



Cinergy Textiles Inc. #LAWN-STRP-9537



Asher Fabric Concepts #CRX15-RD Heavy Cotton Rib Stripe



SAS Textiles #10915-03 Tissue Jersey Stripe



Asher Fabric Concepts #WW2738 "Torino" Plain Viscose



Eclat Textile Co. Ltd. #RT1408122 Single Jersey Stripe



Cinergy Textiles Inc. #LAWN-1931

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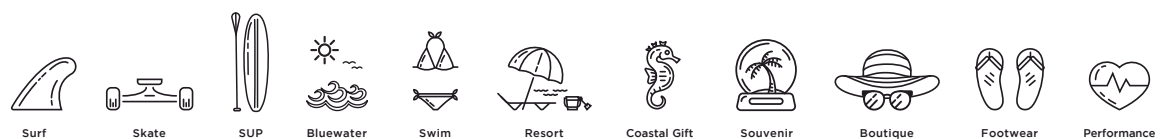
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Texollini, (310) 537-3400, www.texollini.com

The Global Watersports and Beach Lifestyle Tradeshow



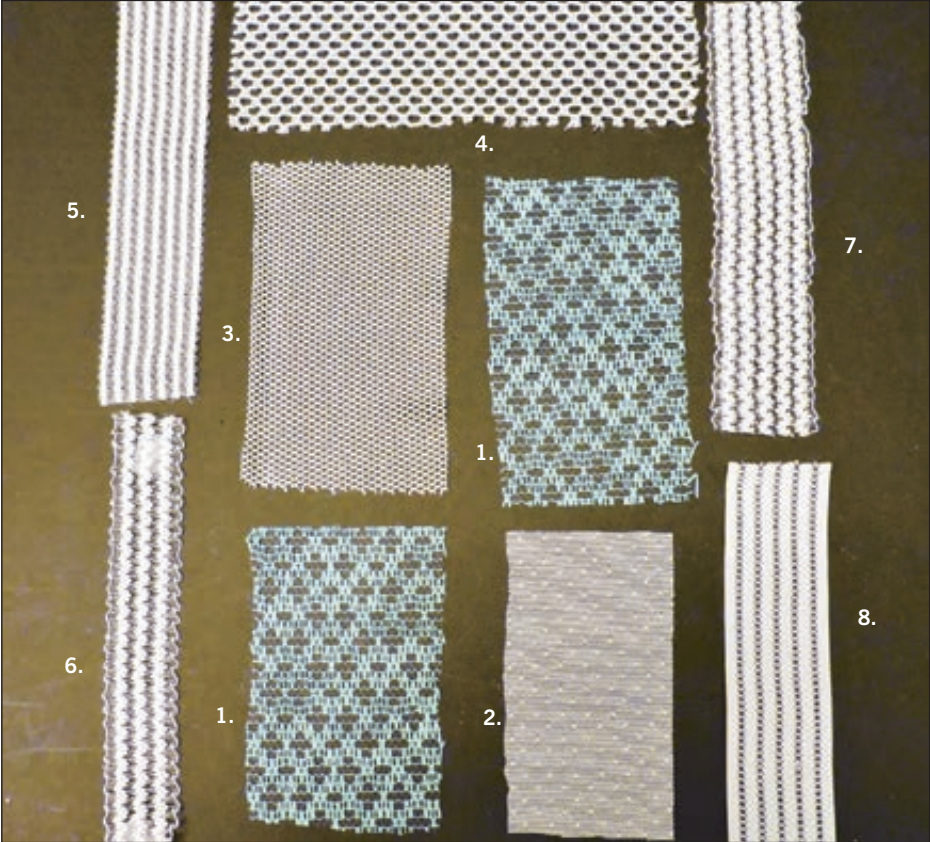
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All That Glitters



Various Swarovski trim

Net Effects



- 1. Swisstulle #2.02838
- 2. Swisstulle #2.06414
- 3. Swisstulle #2.62616
- 4. Swisstulle #2.02698
- 5. Kagan Trim Center #Ewn/974283 2" Plush Stripe Mesh Loop
- 6. Kagan Trim Center #Ewn/974278 1.38" Plush Zig-Zag Mesh Ruffle
- 7. Kagan Trim Center #Ewn/974282 2" Plush Zig-Zag Mesh Ruffle
- 8. Kagan Trim Center #Ewn/974284 2" Circle Mesh Stripe

Folk Tales



- 1. Kagan Trim Center #LVR/974075 7" Rayon Lace With Fringe
- 2. Kagan Trim Center #EKP/974260 2.5" Striped With Three-Row Dome
- 3. Kagan Trim Center #EWN/974280 2" Plush Zig-Zag Mesh Ruffle
- 4. Kagan Trim Center #FKP/974004 25mm and 10mm Ball Fringe Rainbow
- 5. Kagan Trim Center #KAC/794601 45" Double-Tassel Star Braid
- 6. Kagan Trim Center #EWN/974281 2" Plush Sequin Zig-Zag Mesh
- 7. Kagan Trim Center #EWN/974279 1.38" Plush Zig-Zag Mesh Ruffle
- 8. Kagan Trim Center #EWN/974285 2.25" Zig-Zag Elastic White
- 9. California Label Products

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U.S. T-Shirt Factory Receives GOTS Certification

Sundog Productions, a 25-year-old apparel manufacturer in Fairfax, Va., recently was certified as a fully integrated GOTS factory by the **Global Organic Textile Standard**.

The supply chain for Sundog Productions' GOTS-certified products is fully transparent from cotton field to finished garment, according to the company.

Furthermore, the GOTS certification ensures that the company uses no toxic inputs and its textiles are pesticide-free, not made with genetically modified materials and not finished with formaldehyde, chlorine bleach, heavy metals or other environmentally hazardous chemicals.

The company's 40,000-square-foot facility has solar panels and a geothermal heat-reclamation system to reduce its energy usage and carbon footprint. Sundog cuts, sews, garment dyes, tie-dyes and embroiders in-house. The company also offers a proprietary printing and softening process called Sea Ink, which was developed by Sundog Productions owner Cas Shiver. Using inks made from seaweed, Sea Ink printing uses no PVC, binders, resins or harmful chemicals. The

dyes create a permanent bond with the fabric to create a graphic with a soft hand that won't run or crack after washing.

In addition to sustainable production methods, Sundog Productions also participates in a number of socially responsible programs, including jail work release and on-site job-training programs.

"We are the only integrated GOTS factory in the U.S. today and pride ourselves as being green and socially conscious," said Owen Zibrak, vice president of product development, adding that the company hopes to be a one-stop source for sustainable product as well as a model for American manufacturing.

For more information, visit www.sunpup.com.—Alison A. Nieder



Sundog Productions recently received GOTS certification. Company owner Cas Silver also developed Sea Ink, a proprietary printing and softening process based on seaweed.

Findings & Trimmings Resources

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Products and Services: California Label Products has been servicing the apparel industry for 19 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, RFID price tickets, and custom hangtags, but we also have a service bureau with a quick turnaround time and great pricing. We are dedicated to setting the highest standard of excellence in our industry. Above all, we value

quality, consistency, and creating solutions that work for you. Check out our website for a full product list or call or email us.

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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.

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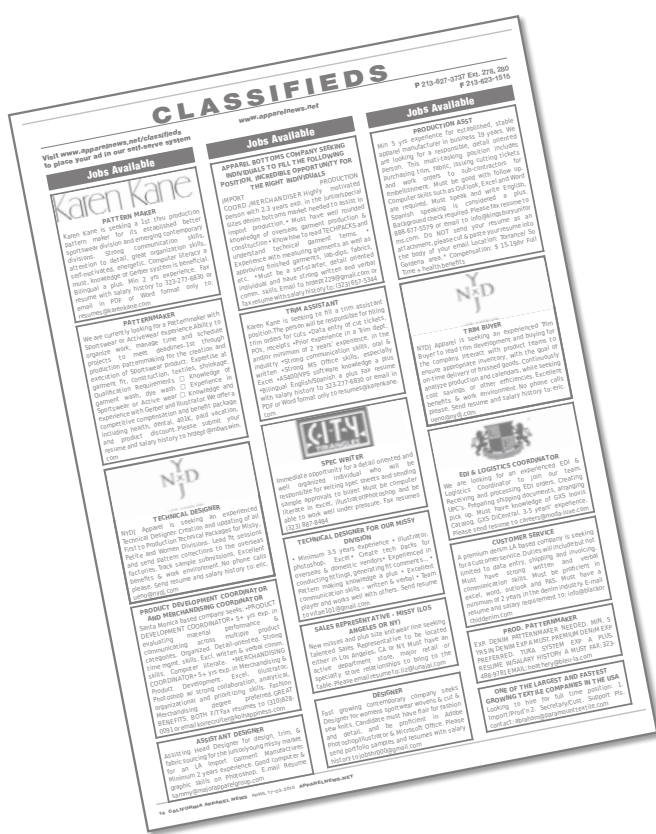
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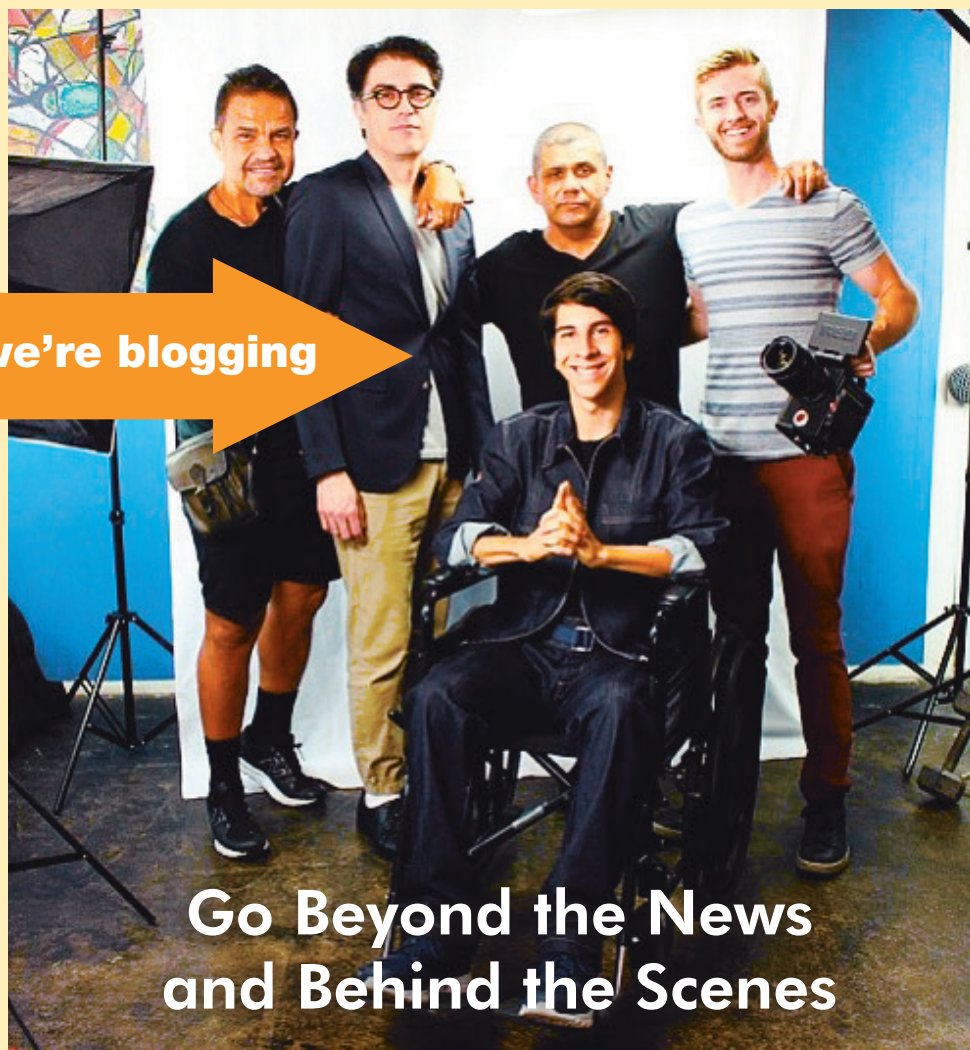
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