

# CALIFORNIA Apparel News

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SURF EXPO SHOW: The Roark booth was under a tent showing its menswear collection. For coverage, see page 6.

## Search Called Off for Boardriders CEO Missing at Sea After His Sailboat Is Found

By Deborah Belgum and Andrew Asch

Rescue operations in the south of France were called off in the search for Pierre Agnes, the 54-year-old chief executive of **Boardriders Inc.**, the parent company of **Quiksilver**, **Roxy** and **DC Shoes** in Huntington Beach, Calif.

Agnes is still missing at sea after his 36-foot sailboat washed ashore on Tuesday, Jan. 30, without him on board.

Agnes left the docks of Capbreton early Tuesday morning to go fishing, as he often does, and was expected to return later in the morning when thick fog rolled in.

According to news reports, French authorities dispatched boats and helicopters off the coast of southwest France on Tuesday to search for Agnes after his boat washed ashore in nearby Hossegor on the Atlantic coast. They called off the search on Wednesday.

"Early this morning our CEO, Pierre Agnes, did what he did many mornings and went fishing on his beloved boat to start his day. Later in the morning, his boat was recovered on the beach near his hometown, and Pierre has not been heard from since," Boardriders executives said in a statement released after his disappearance Tuesday. "The Boardriders family and entire surfing world are devastated by this news. Given that the situation on the ground is still evolving, our statements today will be limited. We are concentrating on

working with the local authorities on the search and rescue effort and supporting Pierre's family. Please keep Pierre and his family in your prayers."

Race Skelton, a Hawaii-based marketer and former Quiksilver intern, posted on **Instagram** that during his internship, Agnes was one of three people who talked to him like a normal human being. "Pierre was just a manager in Europe Quik at the time but would be at headquarters occasionally," Skelton wrote. "He was always so cool to everybody, treated people with respect and moved with a calm urgency. When he made it all the way to CEO, it was no shock to me."

Boardriders, which is the new name of Quiksilver after it declared Chapter 11 bankruptcy protection in 2015, was undergoing a major transformation after it emerged from bankruptcy in 2016. **Oaktree Capital Management** took a major equity stake in the company after a \$175 million investment.

Earlier this year, Boardriders acquired its rival, **Billa-bong**, in a deal worth about \$315 million. The transaction is expected to close in the first half of this year.

After the deal closed, Agnes was to become the new president of Boardriders while Dave Tanner of Oaktree was to become the newly named company's chief executive officer.

Agnes managed Boardriders from the company's European headquarters in Saint-Jean-de-Lux, a coastal city near the border with Spain. ●

## A Wave of High-End Streetwear Stores Skates Into Downtown LA

By Andrew Asch *Retail Editor*

Downtown Los Angeles has experienced an unprecedented revival over the past five years with big swatches of the district being transformed from blighted streets to neighborhoods buzzing with new restaurants, boutique hotels and now an onslaught of high-end streetwear stores.

Most recently, **RSVP Gallery** from Chicago debuted a new downtown Los Angeles location on Hill Street on Jan. 31. The boutique is part of a group that outfits an ardent group of customers who obsess over high-end sneakers, love hip-hop as well as skateboarding and cultivate an appreciation for European fashion houses.

In the past few years, high-end retailers selling contemporary fashion have been rolling the dice by opening stores in

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## Local Experts Debate the Pros and Cons of NAFTA

By Deborah Belgum *Executive Editor*

Free trade between the United States, Mexico and Canada has become a hot topic lately as negotiations to revamp the North American Free Trade Agreement have been going on since last year.

The sixth round of negotiations for the trade pact—which includes Canada, Mexico and the United States—recently wrapped up in Montreal with the seventh round scheduled for late February in Mexico.

NAFTA was the subject of a panel organized by the **Los Angeles County Economic Development Corp.** and the **World Trade Center Los Angeles** for the 2018 annual Consular Corps Briefing on Jan. 29. The event at the **L.A. Hotel Downtown** was attended by dozens of consular executives stationed in Los Angeles as well as businesspeople and politicians.

On the panel were Mickey Kantor, the U.S. trade representative and later the U.S. Secretary of Commerce under the Clinton administration; Madeline Janis, executive director of **Jobs**

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### INSIDE

Where fashion gets down to business<sup>SM</sup>



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INSIDE: A CALIFORNIA APPAREL NEWS SPECIAL SECTION

# SOURCING & FABRIC With TECH

## After Focusing on Cottage Biz, Haley Solar Branches Out With New Label

Los Angeles designer Haley Solar has been behind a sewing machine since she was 7 years old, a skill she continues to use today for the clothes she makes for her **Junim Los Angeles** boutique, located in Los Angeles' Eagle Rock neighborhood.

Junim is Turkish for "darling," an exotic



SARA FLATE

Haley Solar

term of endearment a Turkish friend gave her.

The Junim Los Angeles label is environmentally friendly with its use of dead-stock fabric and styles that are all handsewn in Solar's studio.

After a year of manufacturing clothes for

her small outpost, the designer is branching out with a self-named label, which will incorporate some of the same elements seen in Junim Los Angeles. There will be reclaimed hand-dyed silks with mostly maxi dresses and tops manufactured in Los Angeles whereas Junim has all those elements plus offers knits, prints and outerwear. Deliveries for the **Haley Solar** label should start in March.

Solar believes that expanding her wholesale operation is key to her survival. "Fashion is changing so much," she said. "The retail model this year may not be the retail model for next year. It is important to have a lot of different channels to ride the storm of a changing market."

Junim Los Angeles started as a fashion line in 2012 as a reaction to fast fashion, prominent for more than a decade for producing up-to-the-minute, stylish clothes. But Solar didn't like some of the costs that went with fast-fashion styles. For example, environmentalists have blamed fast-fashion manufacturers for filling up landfills with waste.

Retailers such as **H&M** have answered protests by offering sustainable collections of clothing. Solar thought she could provide her own alternative to this dilemma with a

boutique version of fast fashion with a sustainable edge.

She knew that she and a group of sewers could quickly supply Los Angeles-area boutiques with clothes. She decided, however, to work only with dead-stock fabric, which qualifies as sustainable because no new fabric is made. And her clothes are not being shipped out of the country. Her label is sold to U.S. boutiques such as **Verde** in Chattanooga, Tenn., and **Ambiance** in San Luis Obispo, Calif. She also offers her employees a fair wage.

In October 2016, Solar opened the Junim Los Angeles shop in a 1,000-square-foot space at 4763 Eagle Rock Blvd. Plants hanging in macramé planters divide the boutique from the studio where she designs.

Because many of the clothes are cut from hand-dyed silks, wearing the clothes feels



JOANNA RENTZ

Haley Solar's Indio pullover

like wearing lingerie. "I want the customer to feel comfortable. It's not skin-tight. It shows the female figure without being too revealing," Solar said.

Junim styles include the "Indio" pullover, an oversize, silk baseball tee with short sleeves and a high scoop neck. Other Junim looks include maxi dresses, jumpers and short-sleeve blouses. She also makes outerwear and knits using dead-stock fabrics other than silk. Retail price points range from \$38 to \$248.

Since her operation is small, she can't use economy of scale to push costs down. But working with dead-stock fabrics reduces many of her business costs, she said. It gives her a lot of room to produce new categories of clothing for her company. "It takes a lot of time, but I like the challenge of it," she said.

—Andrew Asch

## Nayali Seeks Activewear Alternative

It's a boom time for women's activewear, but while more designers are getting into the activewear game, a major group of women have been ignored, said Shilpa Rajpara, designer of the **Nayali** brand.

The average activewear designer, she said, puts together a top by sketching something for a professional athlete, who generally has a smaller bust size. People aren't designing for the buxom woman.

"They have kind of a monopoly on what an active woman looks like," Rajpara said of mainstream designers.

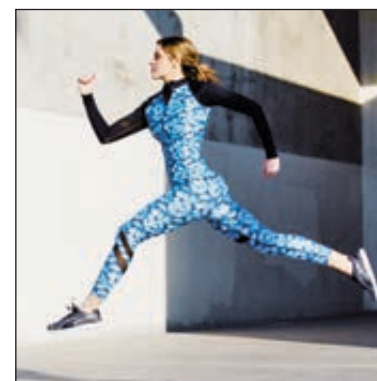
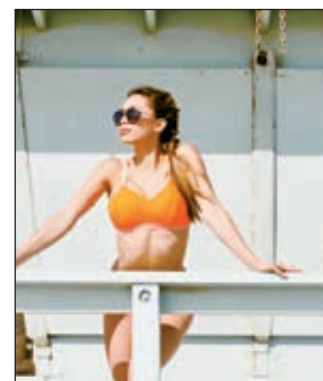
But American women are becoming bustier, according to Rajpara's research. In 1993, the average bust size for a U.S. woman was 34B. In 2013, the average size jumped to 34DD because Americans are getting heavier—in part due to higher-calorie foods in the typical U.S. diet—and because of the popularity of cosmetic surgery to increase bust sizes.

After 14 years of designing activewear, Rajpara thought that she could provide an alternative with her brand. In Swahili, Nayali means "feminine courage." Rajpara did a soft launch of the label last July in Los Angeles, and she made her trade-show debut at **Active Collective** in Anaheim, Calif., in January.

Finding tops that fit buxom women is tough, said Mary Helen Shashy, the founder of **Cheata**, a compression-apparel label headquartered in Scranton, Penn.


"Being chesty and being overweight isn't the same thing, although many of the activewear brands think that's the case," Shashy said. "The hard part is finding tops that don't make us look overweight or dowdy."

When working out, many buxom women wear two bras for support, which constrains mobility. To build a better top, Rajpara thought she would put two sports bras in one. With Nayali, one layer is made out of supportive power-mesh material, which comes with four-way stretch. The exterior is made of recycled nylon and **Lycra**, often



ANGELA MARKLEW

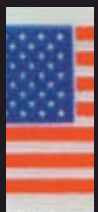
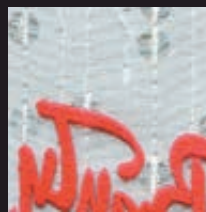
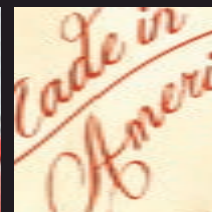
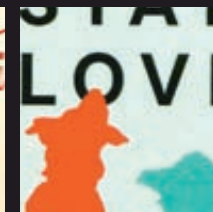


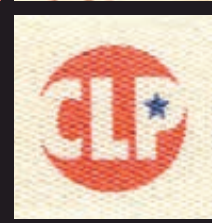

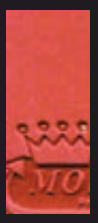







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# Fashion Market Northern California Sees Upbeat Retailers

By Deborah Belgum *Executive Editor*

SAN MATEO, Calif.—Warmer weather and a better economy were two bright spots at the **Fashion Market Northern California** show, where buyers found an easy-to-navigate exhibition space at the **San Mateo County Event Center**.

“There was a new, positive energy to the show,” said Stephanie Harris, the sales representative for several lines including **Habitat Clothing**, **Caite** and **JOH Apparel**. “The buyers were super upbeat about their fourth-quarter sales, and they were willing to place orders through December 2018. I broke Fall with Habitat and my line **Orientique Australia**. My other lines will break their Fall collections at the April show.”

Fashion Market Northern California is a five-times-a-year trade show that caters to Northern California retailers as well as out-of-state stores primarily in the Pacific Northwest. The January show tends to be a bit slower because of all the competing trade shows in January and February.

This January show had nine fewer exhibitors than last year, said Mary Taft, the new executive director of Fashion Market Northern California, but exhibitors were seeing an upswing at the Jan. 28–30 event, which highlighted Summer fashions.

Harris, based in Santa Rosa, Calif., said she worked 27 accounts this year compared to 23 accounts last year, with her wholesale price points, which range from \$30 to \$50. “I am in that perfect price zone, which is why my brands are doing well,” she said.

For Emmalena Bland and Bea Gorman of **Salt & Pepper Sales** in Los Angeles, the trek up north was profitable. “It

was well attended and good for us,” said Gorman, who reps lines such as casualwear **Bryn Walker** and Australian-made **Banana Blue**. “We opened four new accounts, with one being in Oregon. One of our customers from Arizona who always does **Los Angeles Fashion Market** ventured to San Mateo last year and liked it.”

The show organizers have been doing more extensive marketing to reach more buyers by offering first-time attendees a free night’s stay at a hotel to help out with expenses.

**Noblu Clothing**, based in Sonoma, Calif., has been attending the FMNC show for years and also noticed that retail activity is picking up. “January is usually a little slow for us at the show, but I had some of my bigger stores come in and I was able to meet my goal,” said Tatiana Llamo, the West Coast sales representative for the line, known for its artsy take on clothing for a misses customer who wants style in her wardrobe. “I had some people who came in and gave me a lot of hope that business is coming back to the market. And then

there is the other side where some buyers are cautious about what is the next thing to happen.”

A relative newcomer to the show was Neda Khaki, who recently launched **Paisley and Pomegranate**, a fair-trade fashion line where many pieces incorporate hand-blocked prints, vegetable dyes and natural fibers. This was her second show.

She had about seven to eight stores placing orders. “Some placed big orders and some bought only four pieces,” she said. “Since I am new, I am learning and exposing my brand.”

Another relative newcomer was Ann Maurice, who has a self-named label of scarves and outerwear. She used to attend the **San Francisco International Gift Show** until it closed a few years ago. She likes the trade show for its convenience to her home and office in Occidental, Calif., and its ease of getting in and out. She was upbeat about the latest show. “Our retailers told us they have nothing left after the holidays so they are looking to restock,” she said. ●



## RETAIL

### Streetwear *Continued from page 1*

downtown Los Angeles. But there now seems to be more momentum by streetwear stores to explore this new territory.

Streetwear stores scheduled to open soon include the highly anticipated **Bodega**, a Boston-headquartered shop scheduled to open in mid-February at the **RowDTLA** compound in the Los Angeles Fashion District.

District neighborhood this year. Also, the long anticipated **Soho House**, which runs a group of exclusive private clubs around the world, is under construction in the same neighborhood.

**Dover Street Market**, created by **Comme des Garçons** founder Rei Kawakubo, will reportedly be opening in the Arts District this spring. It is expected to cement the Arts District’s reputation as a happening retail center.

“I think downtown LA is becoming the new Fairfax,” said Chris Josol, founder of the underground surf brand **Surf Is**

It attracted hundreds of people who lined up overnight to get a chance to buy the coveted items.

But downtown Los Angeles is a place that still hasn’t cemented its credibility as a retail district, according to some merchants.

Pioneering downtown Los Angeles store **The Well** is closing at the end of February after a five-year run. Located on the once gritty edge of Los Angeles’ South Park neighborhood, The Well sold streetwear and contemporary clothing and also ran a



**DTLA STORE:** Commonwealth, which runs stores in the Washington, D.C., area, opened a shop at the edge of downtown Los Angeles’ Arts District in December.



**EMPORIUM:** Loit opened a 7,500-square-foot store in downtown Los Angeles in 2017.



**NEW:** The RSVP Gallery opened in downtown Los Angeles on Jan. 30.



**FAREWELL:** Downtown LA pioneer The Well will shutter at the end of February.

Oliver Mak, Bodega’s founding partner, described his new downtown LA store as being “2.5 floors of the best fashion we could find from around the world, presented with a street homage, an extensive library of analog materials and plenty of room for art installations,” he wrote in an email.

He said downtown provides a great milieu. “Downtown has a creative energy that is hard to resist,” Mak said. “You meet artists, musicians and other creatives everywhere you go, in a landscape draped with skyscrapers and dotted with hidden corners covered in murals. It has history, grit, imagination, a distinct visual language and sophistication that makes us feel at home,” he said.

Another recent opening was **Pakkard Studio**, located a couple of blocks away from the RSVP Gallery.

### The Arts District gets cooler

Last December, **Commonwealth**, which has stores in Washington, D.C., and Virginia Beach, Va., unveiled a 1,500-square-foot store at 2008 E. Seventh St. in a gritty section of downtown’s Arts District. Omar Quiambao, design director for Commonwealth, said he wanted to open a shop that sits apart from other shopping districts because he wanted to define the boutique’s neighborhood. He liked the sense that his store was pioneering a new retail area.

But he won’t be the only game for long. **Warner Bros. Records** is reported to be opening its new headquarters in the Arts

**Dead** and the **Flagship** showroom.

New stores are coming to downtown Los Angeles because of its central location and hip vibe. “It’s still not bougie,” Josol said, referring to the abbreviation for bourgeois. “Rent is a little cheaper than everywhere else, for now.”

### Pioneers blaze the downtown trail

While a wave of new stores is a recent phenomenon, streetwear has a history in downtown Los Angeles. One of the pioneers of high-end retail in downtown Los Angeles was the sneaker store **Blends**, which continues to be popular with the streetwear crowd. Blends opened in downtown more than a decade ago near the area’s Old Bank District. In 2013 it moved to downtown’s Fashion District.

In 2015, **Shiekh Shoes**, a high-end sneaker store that devotes significant space to clothing, opened on downtown’s Broadway. It was more than a year after contemporary stores such as **Acne Studios** had opened boutiques a few blocks away on Broadway and Ninth Street. Other high-end sneaker shops followed, including **Foot Action** and **Nice Kicks**. A **Vans** flagship will reportedly open in downtown later this year.

One of the most prominent events in streetwear style took place last year in downtown Los Angeles. The **Louis Vuitton x Supreme** luxury streetwear collaboration, which blended the DNA of a French fashion house with the streetwear brand, opened a pop-up store in the Arts District.

hair salon and events space on the corner of Olive and Eleventh streets.

The neighborhood was isolated and blighted when The Well opened its 7,500-square-foot space. If there was once a frisson of urban danger there, The Well’s new neighbors now are a **Starbucks** and a **Chipotle**. “It’s definitely not our vibe,” said Stephanie Harrison, the buyer at The Well.

With its lease expiring, The Well’s owners couldn’t compete with bids from businesses with deeper pockets. So they chose to close the business and move to ventures outside of retail.

After a four-month run on the 700 block of South Main Street, the **Odaingerous** boutique is moving for various reasons. It is located in a dicey neighborhood with a lot of street people. One of the store’s neighbors is a rehabilitation housing center for recovering addicts and the homeless. “Overall the area was heavily populated with homeless, and the added lifestyle of the neighboring tenants made it hard to conduct business,” said founder Odain Watson.

Odaingerous is scheduled to reopen as an appointment-only shop in West Hollywood, Calif.

Despite challenges, new stores are bullish about the people who shop in downtown Los Angeles. The **Loit** boutique opened a 7,500-square-foot boutique last year on the corner of Hill Street and Olympic Boulevard because downtown Los Angeles gets almost every kind of shopper, said Wilkins Frias, the store’s manager. “A 20-year-old woman ... and a 40-year-old woman shop here,” he said. ●

## Calendar

**Feb. 6**

**Atlanta Apparel**  
AmericasMart  
Atlanta  
Through Feb. 9

**SpinExpo**

Cité de la Mode et du Design  
Paris  
Through Feb. 7

**Feb. 10****OffPrice**

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 13

**IFJAG**

Embassy Suites  
Las Vegas  
Through Feb. 13

**Feb. 11****Sourcing at MAGIC****Footwear Sourcing at MAGIC**

Las Vegas Convention Center  
Las Vegas  
Through Feb. 14

**Texworld**

Le Bourget  
Paris  
Through Feb. 14

**Feb. 12****Agenda**

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 14

**Pooltradeshaw Project**

**Project Women's  
Stitch at Project Women's  
The Collective  
The Tents  
CurveNV**

Mandalay Bay Convention Center  
Las Vegas  
Through Feb. 14

**Children's Club MAGIC****FN Platform****WWDMAGIC**

Las Vegas Convention Center  
Las Vegas  
Through Feb. 14

**Liberty Fairs**

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 14

**Capsule**

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 14

**WWIN**

Rio All-Suite Hotel & Casino  
Las Vegas  
Through Feb. 15

**TPC MAGIC Networking Event**

Skyfall Lounge, The Delano Hotel  
Las Vegas

**Feb. 13****Première Vision**

Paris Nord Villepinte  
Paris  
Through Feb. 15

**Feb. 23****California Marketplace**

Los Angeles Convention Center  
Los Angeles  
Through Feb. 26

**Feb. 24****Capsule**

Pier 94  
New York  
Through Feb. 25

**Feb. 25****Designers and Agents**

Starrett-Lehigh Building and Cedar  
Lake  
New York  
Through Feb. 27

**Children's Club**

Jacob K. Javits Convention Center  
New York  
Through Feb. 27

**Feb. 26****Coterie****Stitch @ Coterie****Fame****Moda****Sole Commerce**

Jacob K. Javits Convention Center  
New York  
Through Feb. 28

There's more  
on ApparelNews.net.

For calendar details and contact  
information, visit [ApparelNews.net/calendar](http://ApparelNews.net/calendar).

## Guess Inc.'s Paul Marciano Accused of Sexual Harassment

Weeks after fashion and celebrity photographers Mario Testino and Bruce Weber were accused of sexual harassment, another fashion figure, Paul Marciano, was accused of similar misconduct.

On Jan. 31, supermodel Kate Upton posted accusations against Marciano, the co-founder and chief creative officer of clothing label **Guess? Inc.** She said he abused his power at the pioneering denim and fashion company where she once modeled.

"It's disappointing that such an iconic women's brand @GUESS is still empowering Paul Marciano as their creative director," she posted on her **Twitter** and **Instagram** accounts. She ended the post with the hash tag #MeToo, the movement demanding that powerful men in the media and politics answer sexual-harassment accusations.

Later she posted another tweet. "He shouldn't be allowed to use his power in the industry to sexually and emotionally harass women," she wrote.

Upton gave no further explanation on her grievances. Upton worked as the advertising face of Guess from 2010 through 2011. Since then, her fame as a model has increased with her image gracing the covers of *Sports Illustrated's*, swimsuit issues, among other glossy magazines. She has also acted in movies.

Guess and Paul Marciano have made no formal statement about the accusations. But the media outlet **TMZ** reported that Marcia-

no told their reporters that he is shocked by the accusations and can't figure out why Upton is doing this. He said he won't apologize because nothing is wrong.

A *Bloomberg News* story noted that after the accusations, Guess shares dropped around 12 percent to \$16.16 a share. It was the biggest stock decline for the company in two months.

The accusations also threw a wet towel on celebrations later in the day for a new Guess campaign featuring film and music star Jennifer Lopez.

Hours after Upton posted her accusations, Marciano and Lopez appeared at a glitzy Los Angeles party for Guess' Spring 2018 advertising campaign starring Lopez. While Marciano spoke at the event, media reports said that Lopez was not photographed on the event's red carpet with Marciano.

When the campaign was announced in November, Lopez said that it was an ego boost to be the star of the campaign.

"When I got the call from Paul Marciano asking me to become the new 'Guess Girl,' I was thrilled and excited to be a part of such an iconic brand that I have loved since I was a teenager," Lopez said. "When I look back at early Guess campaigns through the years, you see all of these beautiful models and iconic images that Paul has created. It is a tremendous compliment to have been selected for Guess' Spring 2018 campaign."

—Andrew Asch

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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NOVEMBER 12 + 13

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# Texworld USA Reveals New Fabric Trends Among Exhibitors

By Jennifer DeMeritt *Contributing Writer*

NEW YORK—New looks in denim and advances in technical fabrics were hot topics at the recent **Texworld USA**, a large fabric sourcing event held Jan. 22–24 at the **Jacob K. Javits Convention Center**.

More than 4,000 visitors made their way through the large exhibition space, which featured a number of overseas exhibitors, especially from China and other parts of Asia.

Activewear and athleisure trends have been driving fabric innovation, said Show Director Jennifer Bacon. “Athleisure has been a big movement,” she noted. “But we noticed denim starting to make a comeback—though it might not be your classic five-pocket indigo.”

Indeed, many of the denim manufacturers at Texworld USA were showing fabrics with surprising patterns, thanks to new digital-printing methods.

For athletic apparel, Chinese textile manufacturer **Hanuo** displayed a range of technical fabrics, including one with special reflective fibers. “When light shines on it, you can see different designs on the fabric,” said Dorothy Feixian of Hanuo.

Sustainability and ethical sourcing were also major topics at the show. “People want to know the backstory of what they’re wearing and where it’s coming from,” Bacon observed. Responding to this interest, Texworld USA featured almost 20 sustainable exhibitors and presented a half-dozen seminar sessions on sustainability and related topics including supply-chain transparency, the circular economy and the environmental impact of microplastics.

“It’s about planet, people and profit,” said Tricia Carey of **Lenzing Fibers**, which organized the seminars. “There always has to be a balance between them.”



Denim is making a comeback.



Denim dogs made by artist Moon Heemin

As an example, she mentioned closed-loop processing, in which nearly 100 percent of solvents are reused in the manufacturing of the **Lenzing fiber Tencel**. “That’s beneficial not only from a sustainability standpoint but from an economic standpoint,” she said.

“We are trying to educate the consumer,” said Megan Meikeljohn, the sustainable materials and transparency manager at the clothing label **Eileen Fisher**, who was speaking at a seminar on sustainability and transparency in apparel. “We are talking more about the process and why we’re selecting certain fibers. For example, linen is a rotational crop. To maintain that organic certification, all crops in between the linen crops also have to be organic,” she explained.

While Eileen Fisher and outdoor apparel company **Patagonia** have successfully targeted consumers who will pay more for sustainably made clothing, some value-priced brands are also making strides. “**Target** has done a great job,” she said. “They have a polyester policy, a wood-pulp policy and a cotton policy.”

Jessica Kelly, founder and chief executive of the ethical fashion brokerage **Thr3fold**, an exhibitor in the Resource Row section of Texworld USA, also sees growing demand for ethical sourcing. “We work on connecting brands to

ethical factories around the world,” Kelly said. “Finding a [sustainable] factory overseas is like finding a needle in a haystack. We have relationships with factories that are certified and doing incredible work with wastewater management, chemical dyes and how they’re treating their employees.”

The embassy of Uzbekistan was another exhibitor on Resource Row. In recent years, Uzbekistan has drawn international criticism and boycotts for unethical labor practices in its cotton fields.

However, the country’s new president, Shavkat Mirziyoyev, has moved to reform these practices as part of a broader push to strengthen economic ties to the West.

Recently, Uzbekistan increased its textile exports to the U.S. from approximately \$600 million in 2011 to \$1.2 billion in 2017.

More than a dozen U.S. organizations—some with foreign ownership—also exhibited at Texworld USA, most of them in the Resource Row section. Those included **Arch Technologies**, **GTCNY** and **Buhler Quality Yarns**.

Marty Moran, chief executive of Buhler, based in Jefferson, Ga., which was acquired last year by South Korea-based **Samil Spinning**, said that in spite of shifting global trade patterns, “It makes sense to spin yarn in the U.S.”

He noted that California is a major producer of extra-long-staple **Supima** cotton, so “you get access to the cotton. Energy rates, especially in the Southeast, are incredible. And yarn spinning doesn’t require as much labor as other textile processes.”

These advantages have attracted foreign investment from Canadian underwear manufacturer **Gildan** and Chinese textile manufacturer **Keer**, both of which built spinning mills in North Carolina.

Moran said the company’s new owners, Samil, have a vision to do business in the Western hemisphere. “That is a very positive thing,” he said. ●

# Surf Expo Ends on a High Note With Fair Weather

By Hope Winsborough *Contributing Writer*

ORLANDO, Fla.—What a difference a few months make. Last September, the **Surf Expo** show was disbanded after one day when Hurricane Irma walloped Florida and parts of the East Coast.

But at the recent Jan. 25–27 event at the **Orange County Convention Center**, it was business as usual. Business as usual took the form of ukulele players, a reggae band, a skate park, a coffee bar, multiple fashion shows and surfboard-shaping demos.

While registration congestion and parking availability varied from hour to hour, exhibitors kept busy with a diverse group of buyers that included everyone from luxury resort shops to stand-up-paddling outfitters.

The show attracted buyers from Hawaii to the Caribbean and from Costa Rica to Maine, show organizers said. Attendees previewed collections from more than 1,400 brands that included categories such as swimwear, resortwear, surf and skate apparel, and accessories lines—plus a new “Bluewater” section catering to “in-shore and offshore apparel and accessories” retailers and grounded by popular crossover apparel lines such as the Jacksonville, Fla.-based apparel line **Salt Life** and outdoor-equipment brands such as **Yeti**.

The new section gave energy to the growing travel niche, said Salt Life’s Dusty Walker. “We just feel huge growth in the lifestyle and novelty tourism market. Families that used to be in the \$40,000 bracket are doing better now and visiting more destinations near the water.” As a result, he explained, the brand’s entire collection is doing well, including its relatively new foul-weather-gear line.

Product offerings seemed to mirror this diversity with collections designed to suit diverse demographics. Standout

women’s swimwear trends included crochet bikinis (**Beach Joy**) and cover-ups, off-the-shoulder silhouettes (**Raisins**), scuba-inspired piping and cropped rash guards (**Body Glove**) and pattern mixing (**Gottex**), as well as ethnic embroidery (**Nanette Lepore**). Everyone had ruffles.

Miami-based newcomer **Lateen Style**, founded one year ago by 23-year-old Daniela Restrepo, featured hand-beaded bikinis and one-pieces that retailer Mati Vazgiel said are the perfect addition to his Fort Lauderdale, Fla., boutique, **Heart of the City**. “We try to cater to the ‘edgy’ shopper



The Lotus and Luna booth



Wave Riding Vehicles

looking for something different,” he said. “The handmade quality definitely appeals to the yachting and cruise customer. They live in a certain style and want to wear something different from everyone else.”

A common theme in juniors and women’s sportswear lines was loose femininity. Poet and bell sleeves and ruffles in muted and patterned knits and breezy cottons dominated the scene, including **Lucy Love** and **One the Land**. For men, boardshorts and trunks included an emphasis on botanical prints and tribal patterns (**O’Neill**) as well as solids and many pieces in shorter lengths.

**Coolibar**, based in Minneapolis, combined both technical

features such as ultraviolet-ray protection with fashion-forward silhouettes and hues for women, men and kids. The label’s latest collections attracted buyers from a range of retail markets, including **Deep Six Watersports** in Vero Beach, Fla., and **The Ritz-Carlton Orlando, Grande Lakes**.

“We had many types of retailers stop at the booth, [including] golf clubs and sunglasses shops, paddleboard stores, boutiques, resorts, et cetera,” said Mercedes Munoz, Coolibar’s international sales representative. “That is the great thing about Coolibar. We cater to a large group of retailers. Surf Expo is one of our busiest shows, and I do believe that is because so many types of retailers attend.”

Sustainable and socially responsible brands continued to be strong at the show. **Dumpster Diver**, a 2-year-old, Santa Rosa, Fla.-based line of sustainable tees woven with recycled plastic, drew attention for designs promoting the brand’s own “Beach Blonde Ale” craft brew and private-label wine as well as its “Beach Happy” theme.

Jody Mosley, Surf Expo’s operations manager, said the show selectively builds its roster of exhibitors, creating a rolling collection of new resources that attracts retailers eager to pinpoint the next bestseller.

New show entry **S.L. Revival Co.**, a North Carolina-based line of caps and tees, touched base with both old and potentially new accounts, said Brand Manager Katie Triplett. “We had a ton of retailers interested in our line that we will get in contact with in the next week or so,” Triplett said.

She said the 5-year-old line gained exposure to stores she doesn’t normally see at other trade shows, including buyers from New England, Montana and Michigan. “Those retailers were literally running from one appointment to another, saw our products and handed us their business cards asking for us to get ahold of them after the show,” she said. ●

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## Twin Designers From Mexico Highlight Indigenous Fabrics in Their Collection



Twin sisters Paulina and Malinali Fosado grew up in Mexico with an anthropologist father who collected popular art and passed on his love of Mexican culture and art.

The sisters took that love of vibrant and colorful art and started incorporating it into their self-named label, which takes bits of indigenous art and fabric and blends it with modern and elegant silhouettes that were seen on the runway Jan. 31 at the **Museum of Photographic Arts** in San Diego.

The fashion show, called “Beyond Borders,” had 30 designs that fused textiles from the states of Chiapas, Oaxaca, Guerrero and Yucatan with modern fabrics. The event was organized by the Consulate General of Mexico in San Diego.

The sisters started their brand 15 years ago as a personal tribute

to their father, Victor, known for his folk-art museum in Cancun, which was located in the former family home.

With so much history rich in art, the sisters’ focus in their creations has been to combine traditional pieces with avant-garde design that were seen in their flowing eveningwear and dresses whose colors matched the indigenous textile designs used as embellishments and embroideries.

When the Fosados started, their idea was to help rescue ancient Mexican traditions developed over centuries by various Indian tribes with the goal of promoting, preserving and recognizing the work of artisans and craftsmen around Mexico. Their collections have been exhibited in Canada, China, India and Russia.

—Deborah Belgum

## Epson Asks Designers to Create Fashion Prints With New Printing Technology

Epson is holding its fourth annual “Epson Digital Couture Project” on Feb. 6 in New York leading up to New York Fashion Week, which begins Feb. 8.

The project has designers from North America and Latin America tell a story through their collection via textiles created with Epson dye-sublimation printing technology.

With this new printing technology there is a limitless amount of design possibilities, resulting in original prints that are unique to each designer. With dye-sublimation printing technology, designers can convey their own style.

Designer Candice Cuoco will be the only participant from Los Angeles. Fernando Alberto from Miami; Alexandra Pizzigoni and Patricia Franklin from **Thomas Jefferson University**; and Gabriel Asfour, Angela Donhauser and Adi Gil of **ThreeAsFour** will also be involved in the project. Several designers from Brazil, Canada, Chile, Ecuador, Guatemala, Mexico, Paraguay, Peru and Colombia will be participating too.

“The future of fashion is customization—from the colors and prints, to the size and shape of garments—all on demand,” said Keith Kratzberg, president and chief executive of **Epson America Inc.** “Epson’s digital imaging technology is changing the business of fashion, providing a platform for designers to print higher quality, more unique designs for customers on demand as well as the ability to print just in time.”—D.B.



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**NAFTA** *Continued from page 1*

to **Move America** and the former executive director for the **Los Angeles Alliance for a New Economy**; and John Emerson, the former U.S. ambassador to Germany for four years under the Obama administration.

Kantor brought with him the unique experience of being the U.S. Trade Representative in office when NAFTA went into effect. Even though he had a significant hand in the agreement, he believed the free-trade pact needed to be renegotiated. "God in heaven, we signed it in 1994. That was eons ago. We had only 100 websites in the world. There was no Cloud. There was no artificial intelligence. None of this was going on," he said. "Does it need to be better enforced? Absolutely."

There have been many opinions about whether the free-trade pact should be renewed or not, but all the panelists agreed that the global economy is not going away. For globalists, a free-trade agreement helps level the playing field among countries and establishes a set of rules that govern the environment, labor and intellectual property, among other things. However, Kantor and others believe these rules have not been enforced as well as they should have been.

"For too many years, the U.S. wanted to strengthen the economies of Germany and Japan after World War II and gave away our market to rebuild those economies for safety, security and political reasons," Kantor said. "But those times are over."

Janis, who advocates bringing back decent-paying jobs to America, noted that NAFTA and other free-trade agreements benefit capital movement of funds from one country or region to another but hurts many workers who find their jobs exported to another country or are

faced with lower wages due to overseas competition. "This last election showed a number of things. And that was that people are in pain. The good jobs we had in the '60s, '70s, and '80s have been undercut dramatically, and a part of that is the fluidity of capital. But it is also the suppression of workers to unionize and fight back."

She told the story of workers at a **Nissan** car factory in Mississippi who tried to bring in a labor union, which turned out to be a pitched battle between community leaders, local residents and auto workers.

Management told the auto workers that if they voted for a union, the factory would be moving to Mexico, she said. "And guess what? They voted no," she said. "The fear of losing the factory was so great, they voted to give away their bargaining power."

Janis would like to see more local and state governments take their tax money and hire companies or make purchases with businesses that operate in the United States and pay a living wage. "Los Angeles and other cities in the country have used this [idea] to purchase major equipment using their government procurement policy. We have two unionized factories in the Antelope Valley making buses and railcars."

She was referring to the Chinese company **BYD**, which opened a large electric-bus manufacturing plant in Lancaster and will soon grow from 750 workers to 1,200, and the Japanese company **Kinkisharyo**, which builds

**Metro** railcars and employs about 400 people.

The loss of manufacturing jobs in the United States has been one of the chief criticisms of free-trade pacts. Kantor maintained that all developing countries are losing manufacturing jobs, but they are replaced with other kinds of work. "We have lost 7 million manufacturing jobs since 1980, but we have gained 33 million other jobs," he observed.

Many on the panel pointed out that other factors have led to jobs shifts, such as technology, interest rates, wages, rules and regulations, markets and whether a nation is a consumer economy or not.

Emerson noted he had seen how energy costs have motivated big corporations to move from one continent to another. "During the time I was in Germany, **BMW** doubled the size of its plant in Charleston, S.C., not because of low wages, but the CEO of BMW told me he can produce a car in the United States for one-seventh the energy costs of Bavaria," he said.

Most agreed that the auto industry in North America would be hard hit if the United States left NAFTA because so many auto parts and cars are manufactured in Mexico. "The auto industry is doing quite well, folks, and we have a number of foreign auto makers who invested in the United States," Kantor said. "So let's not throw out the baby with the bath water. Let's reach some rational, productive and strong agreements where everybody benefits." ●



John Emerson, Mickey Kantor, Stephen Cheung of World Trade Center Los Angeles and Madeline Janis

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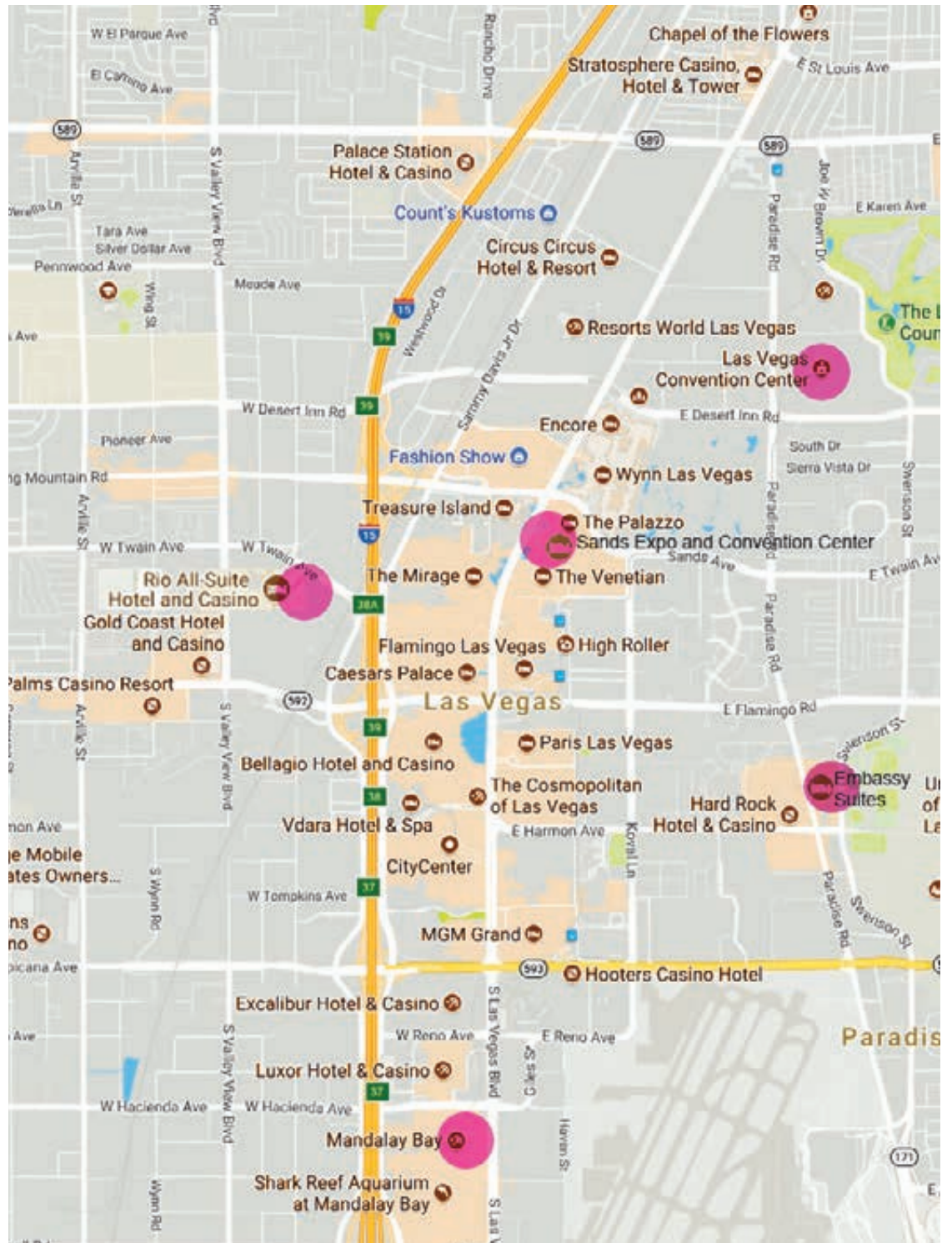
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FEBRUARY 2018

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# Trans-Pacific Partnership Could Be a Done Deal by March

By Deborah Belgum Senior Editor

The new and improved Trans-Pacific Partnership is going forward without the United States as the other original members of the accord hashed out their differences in January, with a new free-trade pact expected to be signed as early as March.

The new agreement is rebranded as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, one year after President Donald Trump said the United States would be the only country in the pact to drop out.

But with the new negotiations, Trump is saying he might be willing to join the new trade accord if the United States were able to make a better deal with the 11 Pacific Rim countries that are part of what is now called CPTPP. Still, Trump insists he is more inclined to make bilateral trade deals because if they go sour you can terminate them more easily.

It was under President Barack Obama that the Trans-Pacific Partnership gathered momentum and was close to being approved by the U.S. Congress until the 2016 presidential elections muddied the waters. All 12 member countries signed the pact on Feb. 4, 2016, and were waiting for their legislators to approve the TPP.

U.S. retailers and clothing importers were eager to see a deal passed because it would have lowered tariffs on thousands of items coming in from member countries such as Vietnam, which is a major clothing manufacturer to the United States. It would have also installed uniform intellectual-property stipulations and enforced uniform labor and environmental laws among the member countries.

The Trans-Pacific Partnership was the largest free-trade pact ever negotiated by the United States and would have lowered tariffs on everything from cars to farm products. It represented 40 percent of the world's gross domestic product but blatantly shunned China as a member.

Besides the United States, the other signatory countries were Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam.

With the United States out of the accord, the 11 other countries decided to march forward and rework the agreement.

In two days of meetings in Tokyo in January, the trade accord was tweaked to help

bring on Canada, which had been one of the last holdouts in the negotiations.

Canada wanted certain sticking points surrounding the automobile industry to be resolved. Canada also wanted to resolve non-tariff barriers with Japan and hammer out a binding dispute-settlement mechanism that had been included in the original TPP but was dropped when the United States stepped away.

The Tokyo talks were the first major meetings since November, when high-level trade talks took place on the sidelines of the Asia-Pacific Economic Cooperation summit in Danang, Vietnam.

By not joining this vast free-trade agreement, the United States could see itself shut out from a lucrative trade deal that would have benefited U.S. companies with added export opportunities and helped consumers save money by seeing reduced costs for goods due to the elimination of duties that can be as high as 59 percent on some products.

At one time, the U.S. Trade Representative's Office estimated that the Trans-Pacific Partnership would boost U.S. exports by \$123.5 billion by 2025.

For Canada, the deal is a boon because it will open up access to Japan's economy, which is the third largest in the world, and provide a new market for such industries as agriculture, seafood and forestry.

In Australia, farmers are looking forward to a bigger market for their barley, fruit and vegetable crops. Australia is also expecting to see a jump in its merino wool exports, and winemakers are popping corks as they contemplate the rise in wine sales, which account for about half of Australia's exports.

For the 11 members, the new trade pact is expected to raise the value of their exports by 4 percent, or \$23 billion, by 2030.

While the United States already has free-trade agreements with some of the CPTPP members—Canada, Chile, Mexico and Peru—it would have greatly benefited from a trade deal with Japan, which is a major source of automobiles for U.S. consumers. Also, goods such as high-end Japanese denim would have been cheaper to import for the premium-denim industry in Southern California.

Currently, imports of Vietnamese apparel accounts for about 12 percent of all clothing brought into the United States from overseas factories. That undoubtedly would have increased under the TPP. ●

## Polartec Introduces Less Bulky Insulation Fabric

Polartec was introduced on the fabric scene more than 30 years ago as an alternative to wool. It offers wool's warmth but is not as heavy and is machine washable.

At the recent run of **Outdoor Retailer + Snow Show**, held Jan. 25–28 in Denver, the Polartec company introduced **Polartec Power Fill**. Consider it an alternative to down, which is often used to insulate winter clothes.

Polartec Power Fill is a polyester fiber that resists moisture absorption, dries quickly and offers less-bulky insulation.

The first company to use Polartec Power Fill is **Triple Aught Design**, headquartered in San Francisco's Dogpatch District. Triple Aught placed Polartec Power Fill fiber in its **Bastion Hoodie**, which is its version of the "puffy" jacket. The made-in-the-USA jacket is currently available on the label's website ([www.tripleaughtdesign.com](http://www.tripleaughtdesign.com)).

Power Fill makes the Bastion Hoodie

easier to move around in because it doesn't have the bulk and weight of traditional down and similar fabrics. With less bulk, it also packs more easily.

Triple Aught described the Polartec Power Fill as a matrix of polyester, which is made of 80 percent recycled content. The Power Fill creates thousands of air pockets that capture and contain body heat.

Polartec customers **Flylow**, **Giro** and **Millet** also will bring garments using Power Fill to the market. Outdoor Retailer attendees reportedly got a preview of these upcoming products at the trade show's Polartec booth.

Polartec, based in Andover, Mass., invented modern synthetic fleece in 1981, the company said. Its products include lightweight wicking and cooling fabrics. The fabrics are used by consumer companies and the U.S. military as well as in the workwear and contract upholstery markets.—*Andrew Asch*



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## TECHNOLOGY

# Grosso Moda Invests Deeper Into Gerber Technology's Software

The Netherlands' **Grosso Moda** works with a network of apparel factories based around the globe.

The company maintains manufacturing offices in Lithuania, Belarus, Ukraine, Turkey and China, among other places. Together, these manufacturers have a capacity of making 2.5 million woven articles annually, according to a Grosso Moda statement.

With making such a large volume of clothing, Grosso Moda wants to move faster to make deliveries faster to its clients.

To increase its speed and improve communications between its far-flung offices, Grosso Moda has sought to further rely on technology to streamline the design and production planning of its software.

The Dutch company has long worked with America's **Gerber Technology** to support its product lifestyle management efforts. Grosso Moda recently announced it would increase its commitment to Gerber's technology services and adopt an array of Gerber's digital services.

Grosso Moda will be using Gerber's **YuniquePLM Cloud** and the **AccuMark** and **AccuMark 3D** programs.

The **AccuMark** pattern-design, grading, marker-making and production-planning software will automate some of the initiatives of Grosso Moda's factories. The Yu-

niquePLM Cloud program will further organize the collaboration and organization of the company's overall design process.

The YuniquePLM Cloud product-lifecycle-management software serves as a central repository for data. Many companies use



Grosso Moda showroom

multiple **Excel** spreadsheets, email or tracking documents to manage different stages of product development. Gerber believes that these companies can lose precious time and even the momentum of the initiative if people working on a project cannot communicate in a central place.

"We have enjoyed a long, prosperous relationship with Grosso Moda and are excited to add **AccuMark 3D** and **YuniquePLM Cloud** to its mix of Gerber products," said Bill Brewster, vice president and general manager, enterprise software solutions at Gerber. "We think Grosso Moda will be a great example of the power of integration and digitalization."—*Andrew Asch*

# Oeko-Tex, a Certification Group, Updates Its Programs

Since the 1990s, the **Oeko-Tex Association** has set standards for consumer protection and sustainability in textiles.

Certification by Oeko-Tex is considered independent proof that products are made without illegal and harmful substances. On Jan. 18, **Cone Denim's** factory in Mexico received an **Oeko-Tex Standard 100** certification on some of its selected denim products, said Steve Maggard, Cone Denim's senior vice president of operations and manufacturing.

"The expansion of our Oeko-Tex certification to denim fabrics produced from our Mexico facilities offers additional confidence in our products and opens new opportunities to our customers worldwide," Maggard said in a statement.

Oeko-Tex often updates guidelines and rules for its various certification bodies. On Jan. 30, the Zurich-headquartered organization provided updates for some of its guidelines and rules.

Oeko-Tex updated its advisory of harmful substances with its Standard 100 criteria. Harmful substances included the chemical compound phenol, which has been used as a disinfectant. Also deemed harmful was bisphenol A, which is used in the manufacture of epoxy resins, and aromatic amine aniline, which is used in the manufacture of polyurethane.

The **European Chemical Agency ECHA** found that aniline is suspected of causing cancer and genetic defects. If chemical residues of these substances are found, Oeko-Tex will not certify them.

The effort supports environmental organization **Greenpeace's** Detox Campaign. It

has challenged the world's manufacturers, including fashion companies, to stop using chemicals found to pollute the environment.

Oeko-Tex also announced that the substance quinoline is under observation. The substance is used to make dyes.

Oeko-Tex also updated minimum requirements and criteria for awarding its **Made In Green by Oeko-Tex**. According to an Oeko-Tex statement, the new requirements streamline getting the Made In Green labels on clothing and furnishings. Made In Green labels feature unique product QR codes, which provide full traceability and transparency for the consumer. The organization also streamlined the questionnaires for **Sustainable Textile Production by Oeko-Tex**.

Retailers and manufacturers who want to show the public that their supply chains follow rules for sustainable manufacturing apply to **STeP by Oeko-Tex**.

The certification organization also provided updates for its **Eco Passport** program. Companies with products certified by the program are listed in the *Oeko-Tex Buying Guide*. Previously, individual certificates had to be issued for individual categories. With a recent update, retailers can list up to five products from different categories on an Eco Passport certificate.

Oeko-Tex is a global organization. It stands for the **International Association for Research and Testing in the Field of Textile and Leather Technology**. It is an association of 19 independent textile-research and testing institutes in Europe and Japan, according to the organization's website. The site lists a U.S. office in Indiana.—*A.A.*



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# The Texture of It All

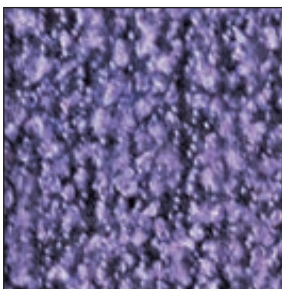
Texture gives both visual and tactile depth to textiles. Whether it be random or in pattern, texture can provide interest to any fabric.



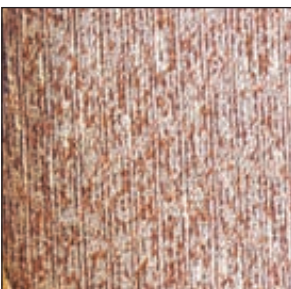
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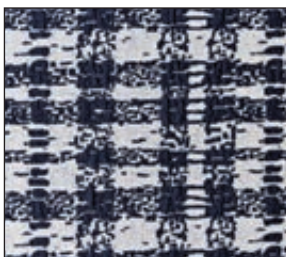
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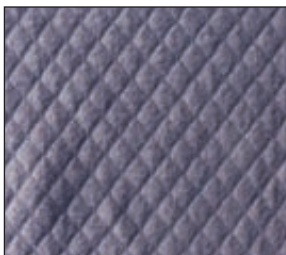
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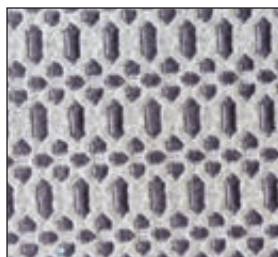
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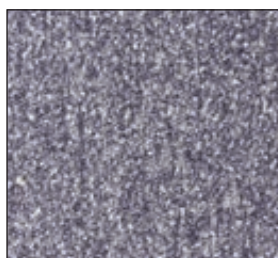
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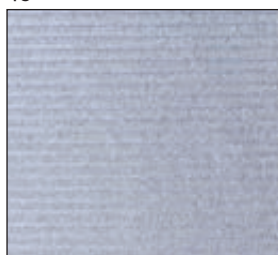
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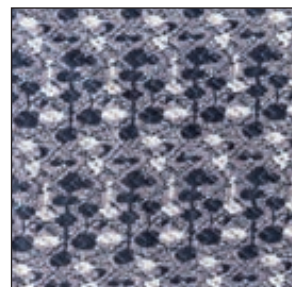
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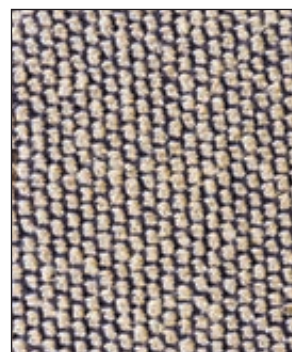
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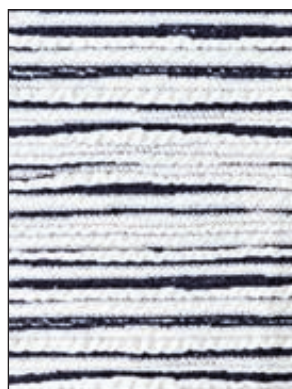
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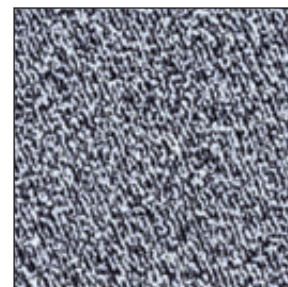
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Asher Fabric Concepts #5386



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Asher Fabric Concepts #5527

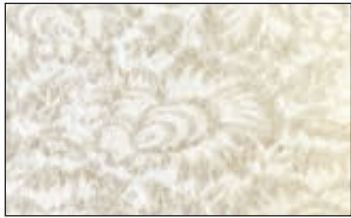
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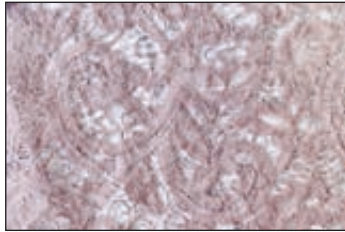
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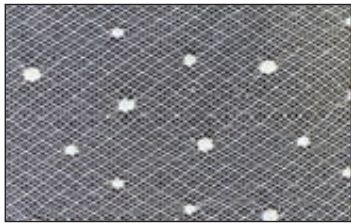
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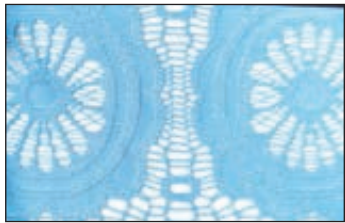
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D&N Textiles Inc. #6507



Solstiss #466L86.P



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A Plus Fabrics Inc. #EMT20



A Plus Fabrics Inc. #EMT18



D&N Textiles Inc. #6563



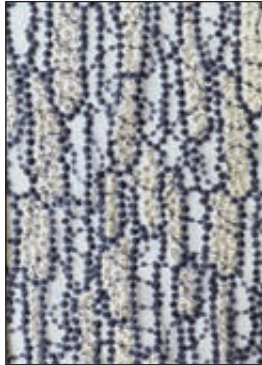
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D&N Textiles Inc. #6435



Spirit Lace Enterprises #14021



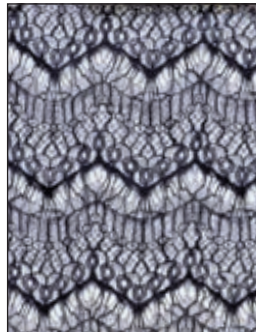
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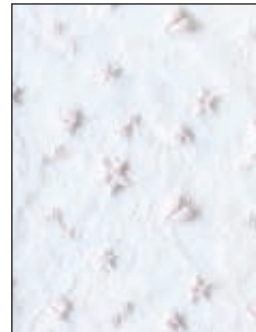
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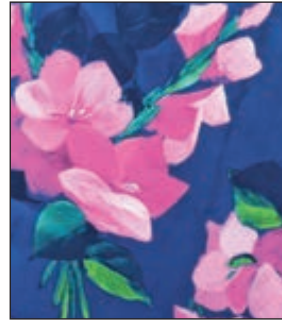


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## Floral Finds

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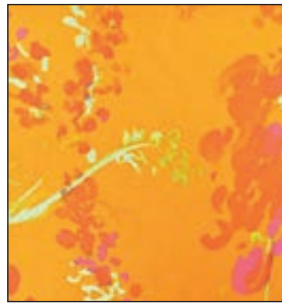
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Ratti SpA, Ratti USA  
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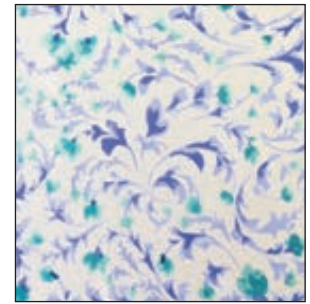
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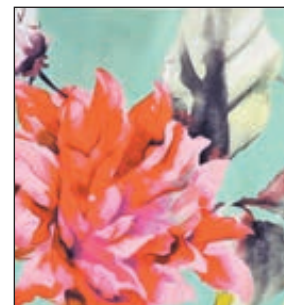
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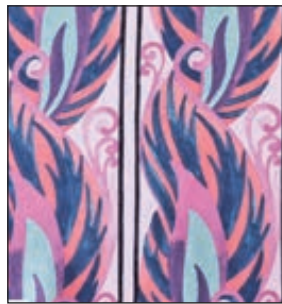
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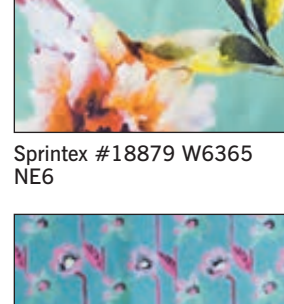
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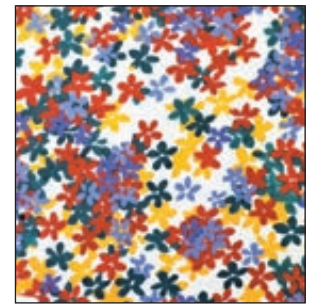
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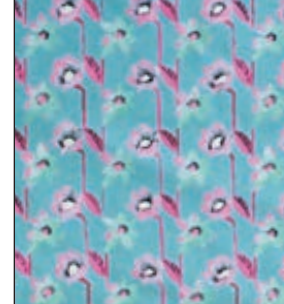
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Sprintex #18973 W5774A  
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Ratti SpA, Ratti USA  
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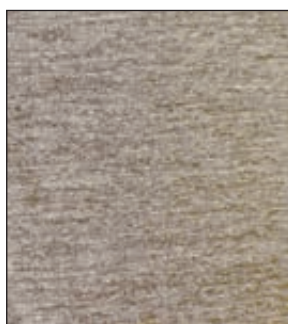
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# Knits and Stretch

For centuries, people have used knitted or knotted fibers for all types of textiles. Originally made of wool, knitted textiles can also be made of cotton and synthetic fibers. Knits have become a foundation in fashion.



Texollini #75K2D2



Texollini #75K6D2



Silver Vision Textiles #62040PH



Josi Severson



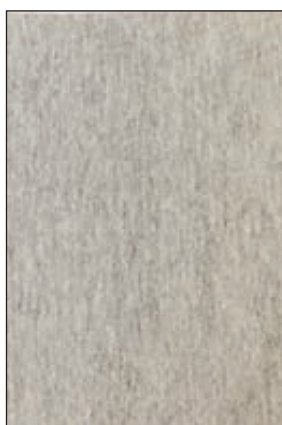
Silver Vision Textiles #67005



Silver Vision Textiles #30016INTBR



Silver Vision Textiles #65007PR



Fine Cotton Factory #SY566A



Fine Cotton Factory #SY1452TCC



Silver Vision Textiles #20020



Silver Vision Textiles #60020CR



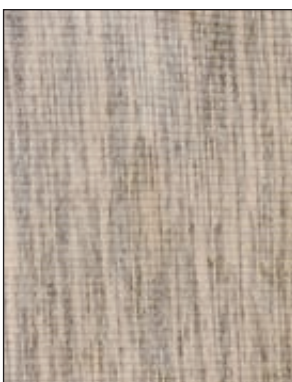
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Silver Vision Textiles #20017



Silver Vision Textiles #27000



Silver Vision Textiles #61311MB



Fine Cotton Factory #SY1309TC

# Paisley and Brocades

Originally, paisley and brocades were adorned with silver and gold thread. These textiles were worn by nobility for hundreds of years. Both have now come into common use in textiles for fashion.



Fabric Selection Inc. #DN1624



Fabric Selection Inc. #SR70721



Pastels SAS #40184



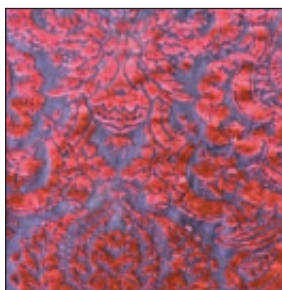
Cinergy Textiles Inc. #19057



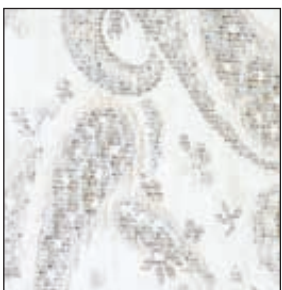
Cinergy Textiles Inc. #18482-4



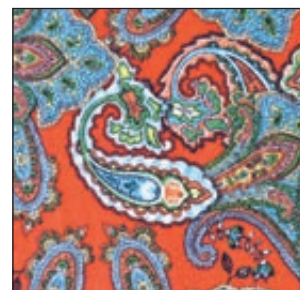
Cinergy Textiles Inc. #11887/139



Fabric Selection Inc. #KNT3869-SR70411



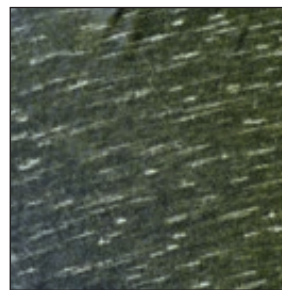
Sprintex #80147



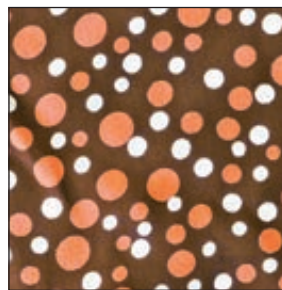
Cinergy Textiles Inc. #2039-1289-5

# Speckles or Spots

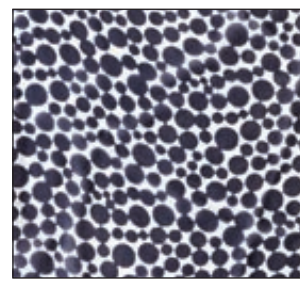
Whether it's a dot, a fleck, a patch or a splotch, speckles or spots are found on many textiles. Widely used in the 1950s, textile designers use them for vintage and everyday-casual looks.



Texollini #4452



Varun Textiles #12320



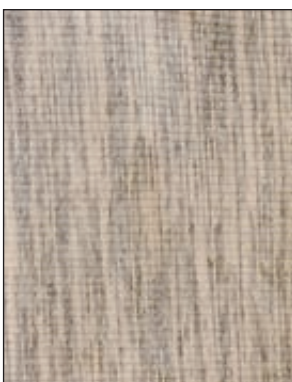
Varun Textiles #13588



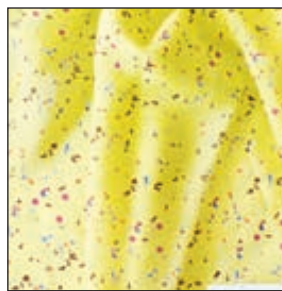
Fine Cotton Factory #SY1309TC



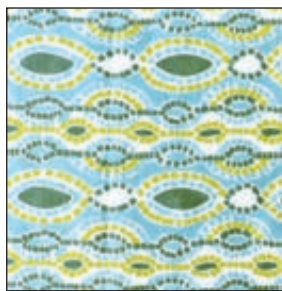
Silver Vision Textiles #27000



Silver Vision Textiles #61311MB



Varun Textiles #12181



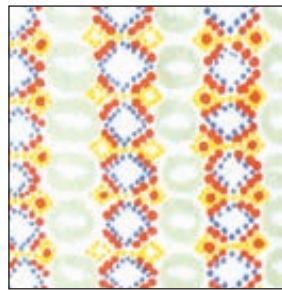
Josi Severson



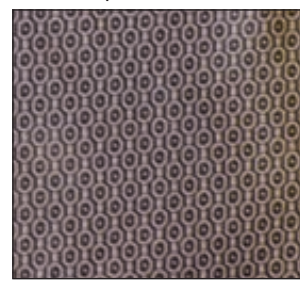
Eusebio SpA #7065



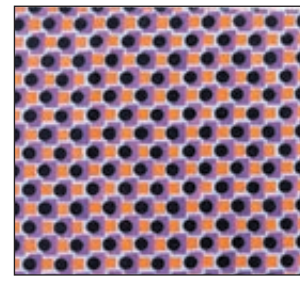
Varun Textiles #8603



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Mectex #3379NE



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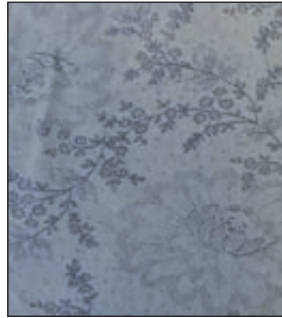
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# Twill Dee Dee

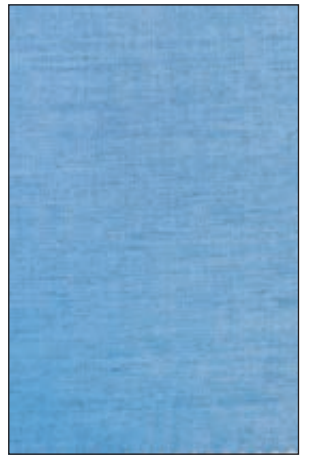
Long the workhorse of industrial clothing, twill textiles are not just for work anymore. From high fashion to casual camping, twill textiles can be relied on to endure daily wear.



Mectex #003372NE



Josi Severson



Chikuma #SAKE0162



Cinergy Textiles Inc. #9776-2



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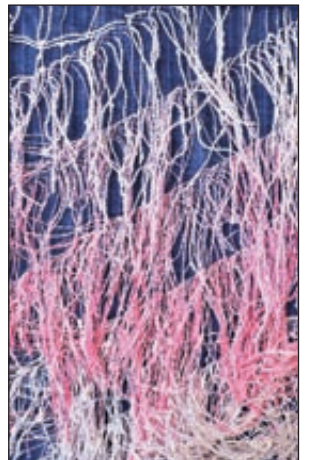
Mectex #003358F1



Orta Anadolu #8837A



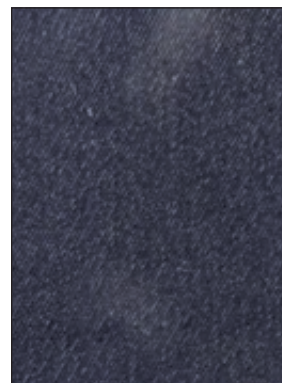
Orta Anadolu #8788A



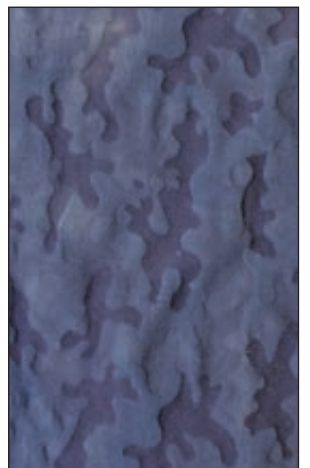
Malhia Kent #T104771



Chikuma #SAKE0018



Mectex #002238FT



Mectex #003350NE



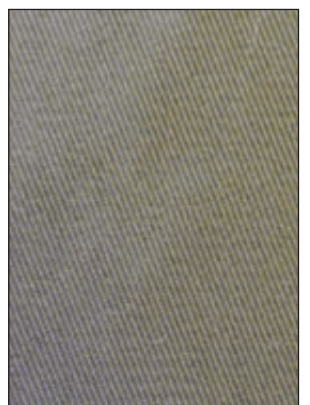
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Los Angeles, CA 90023  
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Fax: (213) 746-4400  
[www.aplusfabricsusa.com](http://www.aplusfabricsusa.com)  
[info@aplusfabricsusa.com](mailto:info@aplusfabricsusa.com)

**Products and Services:** A pioneer and experts in fabric. Experienced for the past 26 years in converting and imports and located in Southern CA. Knits, wovens, lace mesh and fishnet, basics, Siro Modal, loop terry, rayon, cotton, spandex, velour, crochet, PFP, bamboo, and much more. Call or visit our showroom with more than 100 different styles ready to be shipped locally and off-shore. We carry millions of yards of stock in Los Angeles. Huge volume drop shipment order base. We can do special developments as well. No minimum on local inventory. All designers and sourcing teams are welcome.

## Asher Fabric Concepts

950 S. Boyle Ave.  
Los Angeles, CA 90023  
(323) 268-1218  
Fax: (323) 268-2737  
[www.asherconcepts.com](http://www.asherconcepts.com)  
[sales@asherconcepts.com](mailto:sales@asherconcepts.com)

**Products and Services:** To address the need for innovative temperature-regulating knit fabrics in the activewear market, Asher is introducing Cool Sport, spun on Asher's new Santoni knitting machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A." knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application. Asher Fabric Concepts provides fabric development, knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production. With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally.

## Buhler Quality Yarns Corp.

1881 Athens Highway  
Jefferson, GA 30549  
(706) 367-9834  
[www.buhler yarns.com](http://www.buhler yarns.com)  
[sales@buhler yarns.com](mailto:sales@buhler yarns.com)  
Contact: David Sasso

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[www.cmcctl.com](http://www.cmcctl.com)

**Products and Services:** California Market Center (CMC) is the hub of LA's fashion and creative communities. Located in the heart of Downtown LA's Fashion District on 9th & Main, the 1.8-million square foot complex is home to premier fashion industry showrooms, creative office spaces, and the city's busiest special event venues. CMC is host to a year-round calendar of Markets and Tradeshows, including: LA Fashion Market, the new Label Array at LA Fashion Market, LA Textile Show, LA Majors Market, LA Kids Market, LA Men's Market, Capsule, and more.

## Design Knit Inc.

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

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

## DG Expo Fabric & Trim Show

[www.dgexpo.net](http://www.dgexpo.net)

**Products and Services:** DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In conjunction with our trade shows, we also offer a series of seminars focused on business growth. Upcoming shows are March 27–28 in Miami, April 24–25 in Dallas and Aug. 28–29 in Chicago. Visit our website for details and to register.

## Fabric Selection Inc.

800 E. 14th St.  
Los Angeles, CA 90021  
(213) 747-6297  
Fax: (213) 747-7006  
[www.fabricselection.com](http://www.fabricselection.com)  
[info@fabricselection.com](mailto:info@fabricselection.com)

**Products and Services:** Fabric Selection Inc. is a premier wholesale retailer, supplying the best quality fabrics and in-house designs to designers and manufacturers in the Los Angeles area and beyond.

Whether you need the common fabrics that you rely on, such as wholesale polyester, spandex, rayon/spandex, novelty, solid, print, knit, woven or more unique fabrics to inspire your next great fashion creation, we can work with you to get a price that will fit with your bottom line. All of our print designs are copyrighted. Visit us at [Sourcing@Magic](mailto:Sourcing@Magic), Booth 60804.

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[GTC-World.com](http://GTC-World.com)  
[info@gtc-world.com](mailto:info@gtc-world.com)

**Products and Services:** One-stop sourcing for all your textile needs. We represent 100 mills in Gyeonggi Province, Korea, which represents over 85 percent of Korea's total export of knit products and nearly 40 percent of the global premium knit market. Visit our showroom (by appointment only), five minutes away from CMC, and view our library of 30,000 fabrics organized by mill and category, including brushed, burn-outs, foil/pearl, functional, jacquard, lace, leather, melange, mesh, metallic/glitter, prints, ruffle/pleated, solids, spangle, stripes, swimwear, velvet fur, woven, yarn dyed, and tricot for leggings/yoga and many more.

## Philips-Boyne Corp.

135 Rome St.  
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(631) 755-1230  
Fax: (631) 755-1259  
[www.philipsboyne.com](http://www.philipsboyne.com)  
[sales@philipsboyne.com](mailto: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  
[nfo@progressivelabel.com](mailto:nfo@progressivelabel.com)  
[www.progressivelabel.com](http://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.

## swisstulle

Contact: Martina Callegari, Sales Director  
+41 (0) 71 969 32 32  
Fax: +41 (0) 71 969 32 33  
[m.callegari@swisstulle.ch](mailto:m.callegari@swisstulle.ch)  
[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 it's not a fabric at all, just a layer of color! Reach out and let us work with you on your next collection.

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[www.texollini.com](http://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.

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[www.fabricselection.com](http://www.fabricselection.com)

Fine Cotton Factory Inc.,  
(416) 412-1551,  
[www.finecottonfactory.com](http://www.finecottonfactory.com)

Josi Severson, (612) 708-7696,  
[www.josiseverson.com](http://www.josiseverson.com)

Kalimo Textil, (213) 628-3953,  
[www.kalimo.com.br](http://www.kalimo.com.br)

Malhia Kent, (323) 376-0625,  
[www.jminternationalgroup.com](http://www.jminternationalgroup.com)

Mectex, DC Studio, (213) 488-3365,  
[www.dcstudio.com](http://www.dcstudio.com)

Orta Anadolu, +90-212-315-3200,  
[www.ortaanadolu.com](http://www.ortaanadolu.com)

Pastels SAS, La Lame, (212) 921-9770,  
[www.LaLame.com](http://www.LaLame.com)

Ratti SpA/Ratti USA, (212) 391-2191,  
[www.ratti.it](http://www.ratti.it)

Silver Vision Textiles, (310) 327-7747,  
[info@svttextiles.net](mailto:info@svttextiles.net)

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[www.solstiss.com](http://www.solstiss.com)

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[www.spiritlace.com](http://www.spiritlace.com)

Sprintex, DC Studio, (213) 488-3365,  
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DYEING



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FINISHING

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[texollini.com](http://texollini.com)

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