



# SOURCING & FABRIC

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

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 muddled 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 YuniquePLM Cloud program will further orga-

nize 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

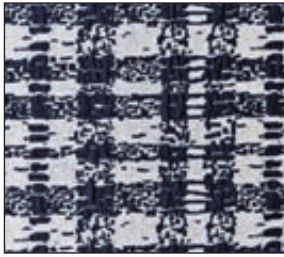
Texture gives both visual and tactile depth to textiles. Whether it be random or in pattern, texture can provide interest to any fabric.



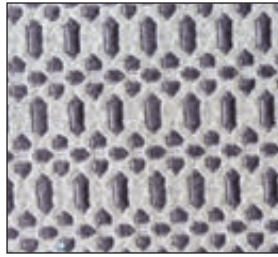
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#DSY1857EJ



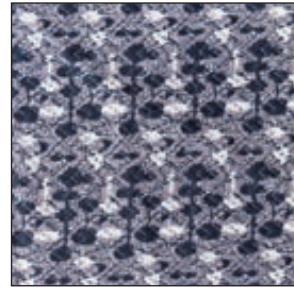
Cinergy Textiles Inc. #18164



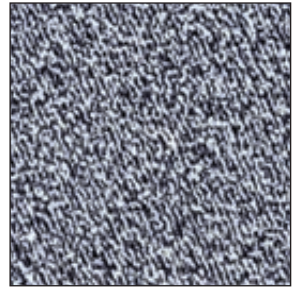
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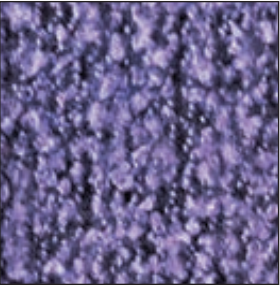
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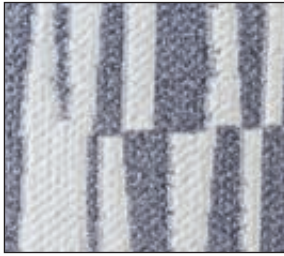
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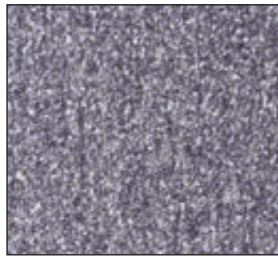
Cinergy Textiles Inc.  
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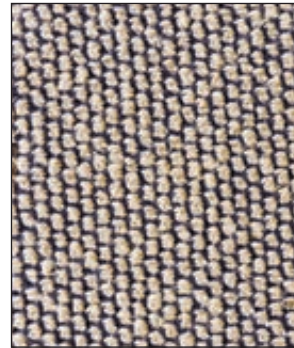
Pastels SAS #45150



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Mectex #001265NE



Silver Vision Textiles  
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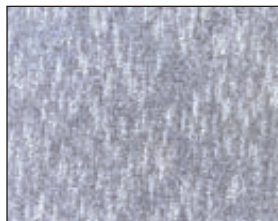
Fine Cotton Factory  
#SY934CJ



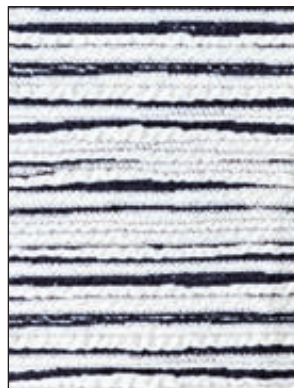
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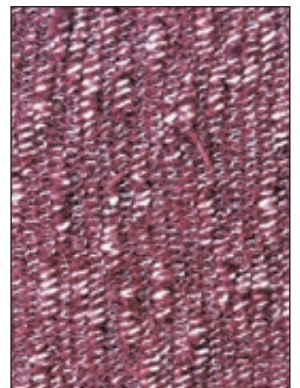
Mectex #000821PY



Silver Vision Textiles  
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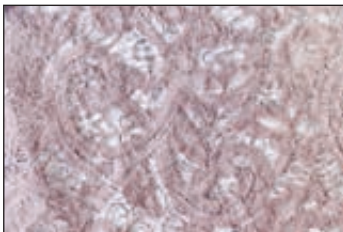
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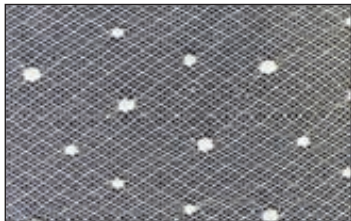
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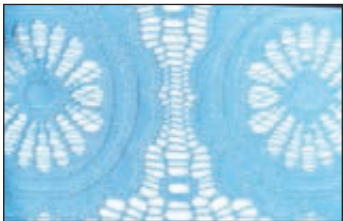
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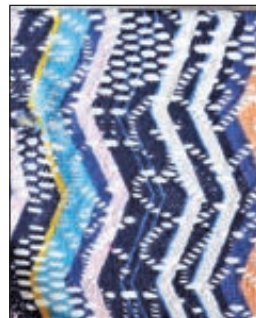
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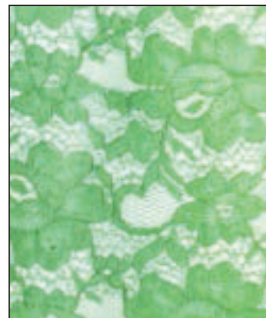
D&N Textiles Inc. #6563



Cinergy Textiles Inc. #646



Cinergy Textiles Inc. #17626



Cinergy Textiles Inc. #163-18



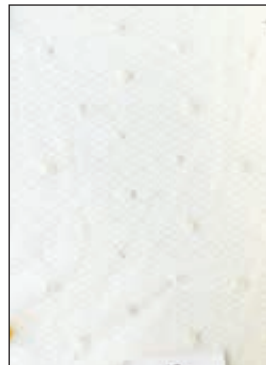
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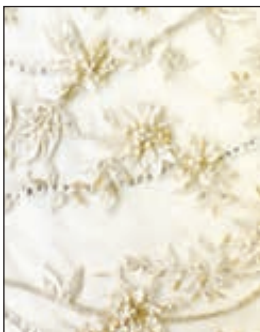
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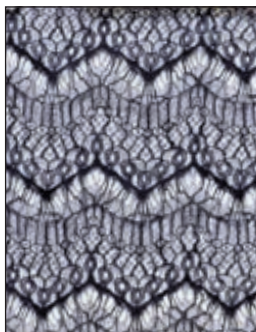
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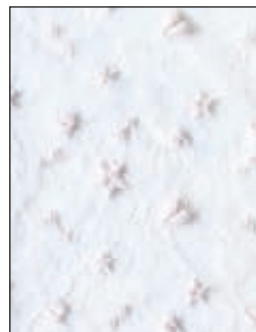
Solstiss #466L86.P



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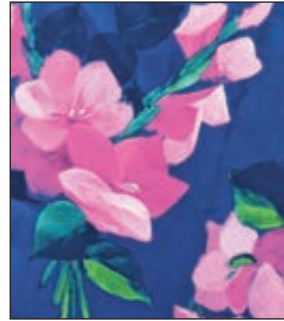






## Floral Finds

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Sprintex #18873 W6318A  
MA15



Ratti SpA, Ratti USA  
#A017850



Sprintex #18864 W6411  
NE6



Ratti SpA, Ratti USA  
#A015659



Ratti SpA, Ratti USA  
#A018177



Sprintex #18879 W6365  
NE6



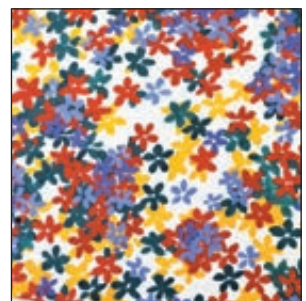
Ratti SpA, Ratti USA  
#A017271



Ratti SpA, Ratti USA  
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Ratti SpA, Ratti USA  
#A018488



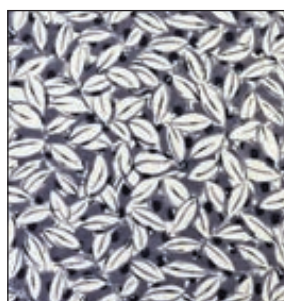
Ratti SpA, Ratti USA  
#A015854



Sprintex #18713 W6191A  
NE2



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NE9



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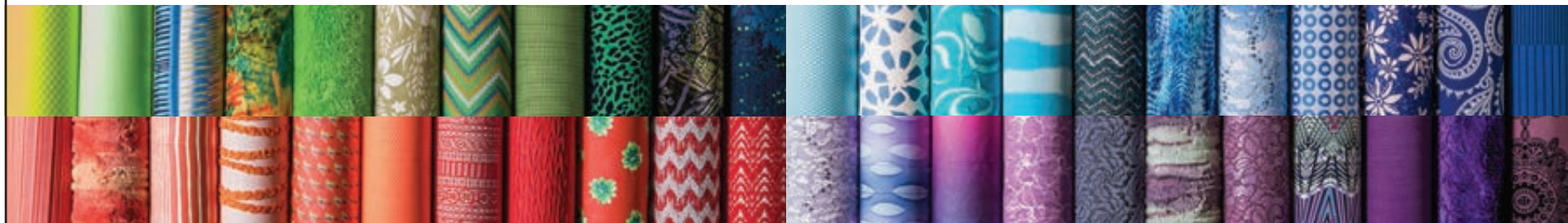
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# Knits and Stretch

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



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Silver Vision Textiles #67005



Silver Vision Textiles #30016INTBR



Silver Vision Textiles #65007PR



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Silver Vision Textiles #60020CR



Josi Severson



Silver Vision Textiles #20017



Silver Vision Textiles #27000



Silver Vision Textiles #61311MB



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# 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.



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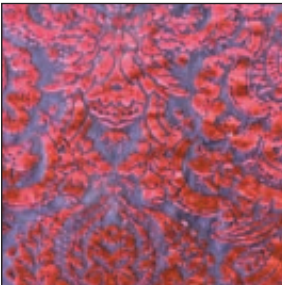
Cinergy Textiles Inc. #19057



Cinergy Textiles Inc. #18482-4



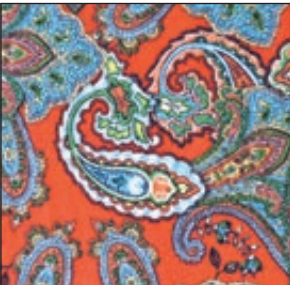
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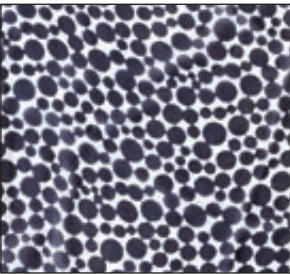
Sprintex #80147



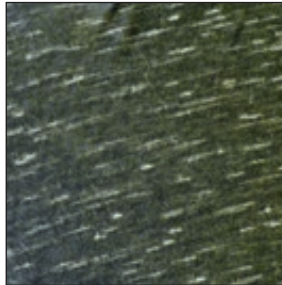
Cinergy Textiles Inc. #2039-1289-5

# Speckles or Spots

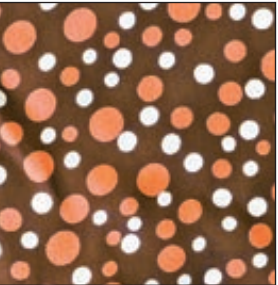
Whether it's a dot, a fleck, a patch or a splotch, speckles or spots are found on many textiles. Widely used in the 1950s, textile designers use them for vintage and everyday-casual looks.



Varun Textiles #13588



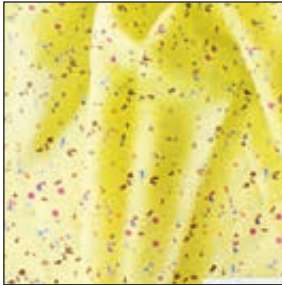
Texollini #4452



Varun Textiles #12320



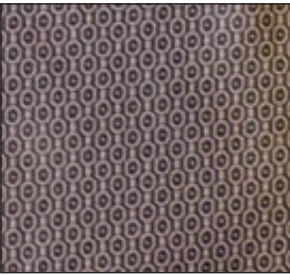
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Varun Textiles #12181



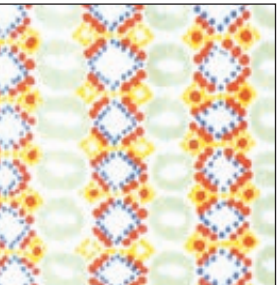
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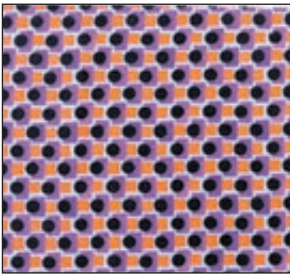
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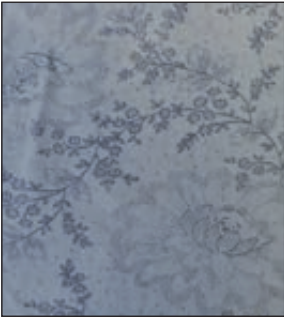
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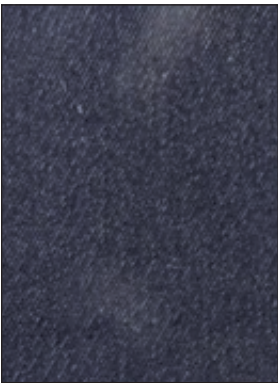
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# Sourcing & Fabric Resource Guide

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[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, bam-boo, 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 tem-perature-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 qual-ity, "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.buhleryarns.com](http://www.buhleryarns.com)  
[sales@buhleryarns.com](mailto:sales@buhleryarns.com)  
Contact: David Sasso  
**Products and Services:** Buhler Quality Yarns Corp.—We make MicroModal® work. The exceptional attributes and luxury of MicroModal are now more attainable. Supply chain optimizations and industry relationships allow manufacturers to benefit from our experience as the first successful MicroModal spinner in the US. Let us show you how affordable luxury can be. [buhleryarns.com](http://buhleryarns.com)

## California Market Center

110 E. Ninth St.  
Los Angeles, CA 90079  
(213) 630-3600  
[www.cmcdtla.com](http://www.cmcdtla.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 con-temporary 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.

## GTC-LA

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Los Angeles, CA 90015  
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Fax: (213) 747-4435  
[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.  
Farmingdale, NY 11735  
(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, gingham, 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.

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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 lead-ing 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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(310) 537-3400  
[www.texollini.com](http://www.texollini.com)  
**Products and Services:** We at Texollini use state-of-the-art technol-ogy 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.kalimo.com.br](http://www.kalimo.com.br)

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[www.ortaanadolu.com](http://www.ortaanadolu.com)  
  
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[www.LaLame.com](http://www.LaLame.com)  
  
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[www.ratti.it](http://www.ratti.it)  
  
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California Apparel News  
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