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## With TECH

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## Chinese Tariffs on U.S. Cotton Have Major Effect on Growers

By Deborah Belgum *Executive Editor*

A tariff war between the United States and China is playing a big part in the health and well-being of the U.S. cotton market.

Last July 6, China imposed a 25 percent tariff on all imported U.S. cotton, selling at about 72 cents a pound for upland cotton, amounting to an approximately \$525-per-ton tax.

Cotton-industry observers said the tariffs have been extremely destructive to the U.S. cotton market, whose biggest export country after Vietnam is China. In the 2017/2018 marketing year, the United States shipped 2.6 million bales of cotton to China, valued at nearly \$1 billion.

"China has a very healthy consumption of cotton. They are the largest consumers in the world," said Karin Malmstrom, director of China and northeast Asia for **Cotton Council International**, which was presenting a cotton seminar Jan. 14-17 at **Hong Kong Fashion Week**. "They grow 24 million bales a year, but they have a gap."

cause, like the United States, it uses machines rather than hand labor to harvest its cotton, resulting in less debris in the picked cotton.

Once manufacturers get used to importing cotton from another country, it is hard to get them to switch back. Knowing this, Brazil is trying to gain more market share in China by upping its cotton production by 19 percent. For the 2018/2019 crop season, which runs from August 2018 to July 2019, the country is expected to harvest 11 million bales of cotton.

Meanwhile, three years ago, Vietnam became the top importer of U.S. cotton. "Over the past few years, some of China's mills found it prohibitive to get U.S. cotton because of quotas," Malmstrom said. "So they went to Vietnam to set up spinning mills. Half the cotton used in Vietnam is from the United States. Some of our largest customers in Vietnam are Chinese companies that shifted their mills to produce yarn in Vietnam and then they ship it back to China."

There was a glimmer of hope about cotton tariffs at the beginning of the year when

### World Cotton Production

million 480 lb. bales	2014/15	2015/16	2016/17	2017/18	2018/19 November	2018/19 December
India	29.5	25.9	27.0	29.0	28.0	27.5
China	30.0	22.0	22.8	27.5	27.5	27.0
United States	16.3	12.9	17.2	20.9	18.4	18.6
Brazil	7.2	5.9	7.0	9.2	10.0	11.0
Pakistan	10.6	7.0	7.7	8.2	8.0	7.4
Turkey	3.2	2.7	3.2	4.0	4.5	4.3
Uzbekistan	3.9	3.8	3.7	3.9	3.3	3.3
Australia	2.3	2.9	4.1	4.7	2.5	2.5
Mexico	1.3	0.9	0.8	1.6	1.7	1.7
Burkina Faso	1.4	1.1	1.3	1.3	1.4	1.4
Mali	1.0	1.0	1.2	1.4	1.4	1.4
Greece	1.3	1.0	1.0	1.2	1.4	1.4
Benin	0.7	0.5	0.9	1.1	1.3	1.3
Rest of World	10.5	8.6	8.8	9.7	10.0	10.0
African Franc Zone	4.8	4.0	4.9	5.2	5.5	5.5
EU-27	1.7	1.3	1.3	1.5	1.7	1.7
World	119.2	96.2	106.7	123.7	119.4	118.7

Source: USDA

The 25 percent tariff on cotton is part of the \$50 billion in tariffs China levied on various U.S. commodities including soy beans, autos and seafood after the Trump administration imposed a 25 percent tariff on \$50 billion of Chinese goods including cars, motorcycles and various machine parts.

Then, in September, the U.S. tacked on a 10 percent tariff on \$200 billion worth of Chinese products, which included fabric, handbags and electronics.

Cotton is a big moneymaking product for the United States, which exports almost all its domestic crop and is the largest cotton exporter in the world. Its biggest market area is Latin America, where cotton gets shipped to Central America to be spun into yarn and then made into fabric for clothes that come back to the United States. The country's second-largest cotton export area is northeast Asia.

With tariffs making U.S. cotton cost more, Chinese cotton importers are looking to other countries—including Brazil, Australia and India—to fill their needs at a lower cost.

"Brazil is the country that everyone is expecting China to buy from," said Jon Devine, senior economist at **Cotton Inc.**, the research and marketing company representing U.S. upland-cotton growers. Brazil is preferred be-

talks took place between the United States and China during the week of Jan. 7. But so far there have been no immediate tariff reductions or a hint that things will change.

The tariff problem comes at a bad time because China will probably have to import more cotton this year than in previous years. China's cotton inventory last year was less than 6.5 million tons, which is half the reserve it had in 2014.

That's because, in 2011, China started hoarding cotton for its farmers to guarantee them premium prices at a time when cotton prices were peaking at about \$2.27 a pound, the highest since the U.S. Civil War. But in 2015 China started selling down its reserves to get rid of its deteriorating cotton sitting in warehouses.

Also, the Chinese government is forecasting that domestic cotton output this year will fall 5.8 percent.

U.S. cotton experts had expected China to start up its U.S. cotton imports this year because its reserve will not be enough to handle its production needs. "China has a production deficit in cotton," Devine said. "That deficit is around 15 million bales. Recent imports have been about 7 million bales. They need to increase their imports dramatically, but no one knows when that is going to happen." ●



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# The Secret Is in the Science for Saint Haven Soft

By Dorothy Crouch Associate Editor

Creating a line of clothing that is nontoxic, hypoallergenic, antimicrobial, soft, breathable and ecologically sound was the goal of **Saint Haven**'s Jacqueline Sacks, but once she researched the process of apparel production, she wanted to do more.

With one child who has eczema, another who has sensory issues and a third who simply likes soft fabrics, Sacks wanted simple, quality basics that were affordable and gentle on the skin.



Saint Haven founder Jacqueline Sacks, second from left, examines a prototype with her team.

"Saint Haven was born because I wanted families to trust a name again," she said. "I want everyone to associate the name with quality, comfort and the type of company that is doing good through products that are sustainably produced."

In December, Sacks launched her brand of women's and children's basics, which relies on a proprietary fabric blend she named Saint Haven Soft. Using a finely tuned combination of **Tencel** Modal fabric with four-way interlock stretch

that is treated with an enzyme wash, Sacks focused on producing her own beechwood blend of fabric to create her designs.

"The way we dye and treat the fabric makes us unique," Sacks said. "That is something that I haven't personally seen elsewhere and we worked really hard to achieve for this kind of hand."

The main challenge she encountered when developing the fabric was the perfect ratio of durability, softness, weight and washable properties. Designing for families, Sacks wanted to create fabric that was strong enough to endure the demands of daily life yet remain soft enough for sensitive skin while looking beautiful.

"There are different components of our fabric that you'll find in other fabrics, such as the same composition," she explained. "You might even find a similar dyeing process or a similar but not exact treatment, but all of these things come together to make it Saint Haven Soft."

When thinking about how to process the fabric, Sacks was extremely particular about how to approach creating material that yielded a soft hand. Rather than finishing her textiles with silicone to soften the touch, she wanted to use an alternative, which is how she chose an enzymatic wash to



follow the dyeing process.

"With other companies that have something similar, often they use silicone, which makes fabrics softer," she said. "Technically it's safe to use, but I don't want it on my clothes or my kids' clothes."

Other clothing brands might rely on similar techniques to process their fabrics, but Sacks notes that her entire production process sets apart the brand from others.

"It's not necessarily a secret sauce. It's the right mixture or recipe," she said. "Even changing one of our manufacturers that provides our fiber to be woven in a certain way—if that is off, it changes the durability."

Saint Haven Soft is produced in Portugal because Sacks wanted to manufacture the fabric according to old-world standards in production

and business practices. Forging trusted relationships with her partners was extremely important because it would allow Sacks to move closer to her goal of providing apparel whose name would be recognized as a trustworthy clothing brand.

"The reputation is worth more than money. Finding good people is important and critical," she said. "These factories have been owned for hundreds of years by these families, who understand each part of the recipe."

Saint Haven Soft will be used in the company's new offerings, which will include men's designs, hoodies and blazers. Saint Haven is available online at [www.sainthaven.com](http://www.sainthaven.com) but will expand from a direct-to-consumer model to welcoming select retail partners throughout 2019. Wholesale prices range from \$15 to \$35. ●

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# Lovely & Lacy

The embellishment of fashion designs with lace has long been common in bridal wear. Today, it's not unusual to see lace with denim. The use of opposing elements creates visual interest, excitement and drama.



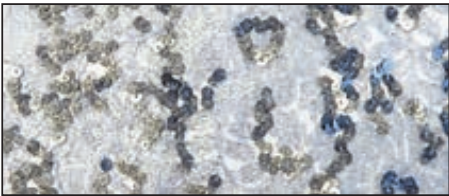
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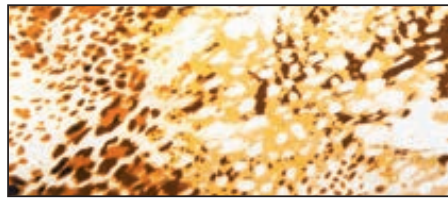
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# Unleash the Beast

Patterns of the world's big cats are constants in the fashion world. Animal prints are used in everything from high fashion to loungewear.



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# Fleur du Jour

Ever-popular floral fabrics are used for men's and women's fashion as well as interior-design textiles for the home. "Wearing" nature evokes happy feelings and is pleasing to the eye.



Ezgl Tekstil



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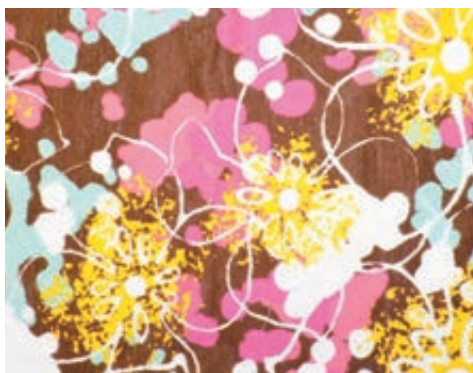
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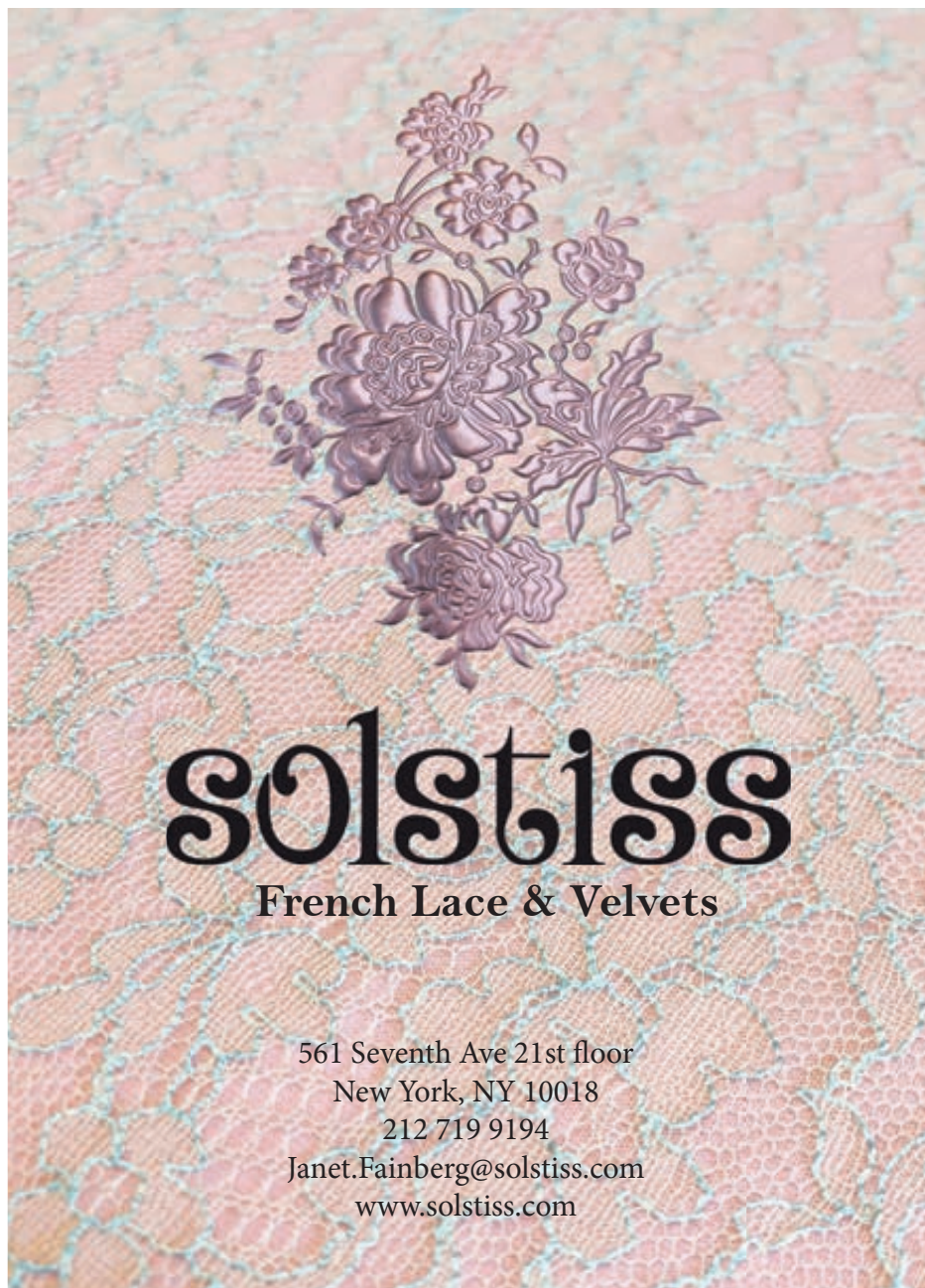
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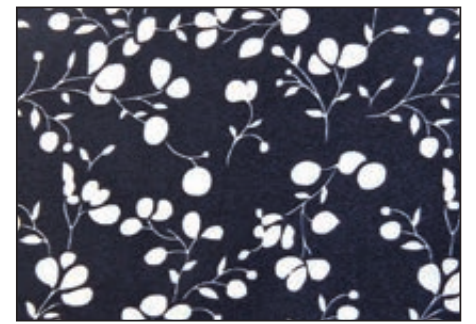
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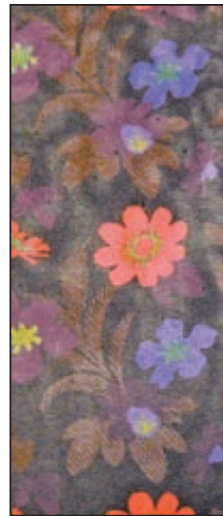
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**Melange**

A varied mixture of fabrics allows designers to choose from a number of textures and colors, including prints and solids, cotton and polyester.



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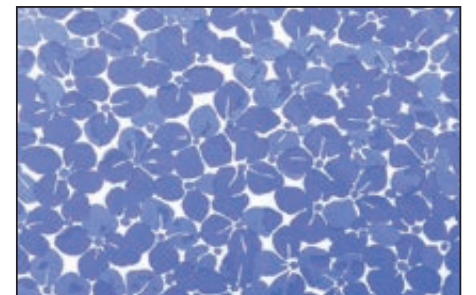
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**Sunsetty**

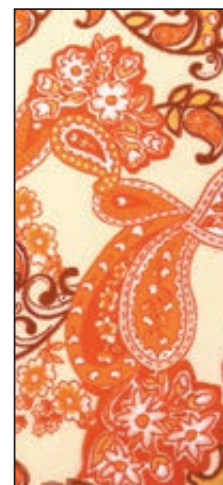
As the sun sets in the western sky, its reflection through the clouds provides beautiful pale tints of orange and red. These same colors provide a warmth to textiles.



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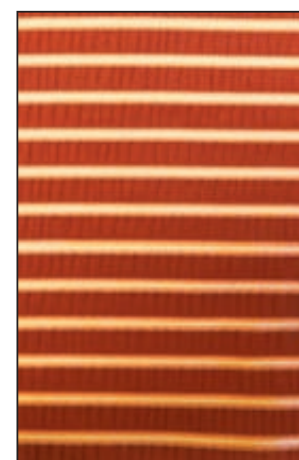
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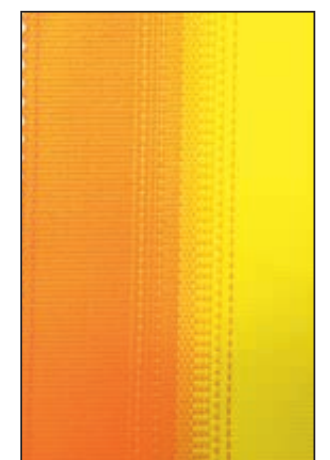
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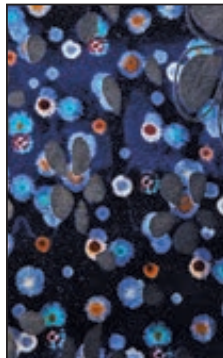


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# Blues News

The oldest-known fabric dyed blue dates to 6,000 years ago and was discovered in Peru a decade ago. Once a rare and expensive textile color, today blue is commonly used in everything from workwear to high fashion.



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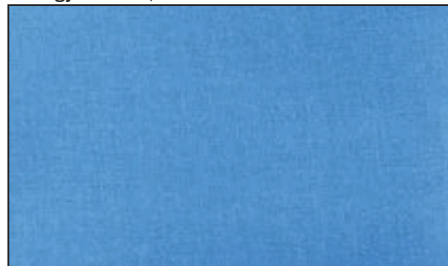
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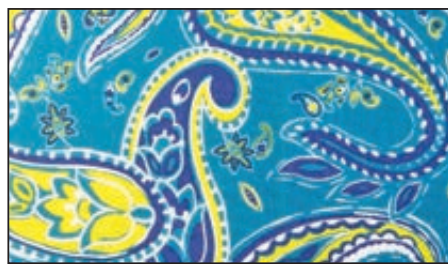
# Viridescent

From the Latin “viridis,” viridescent is a greenish hue. Years ago, to create green fabric, fabric developers used yellow dye from saffron and then soaked the textile

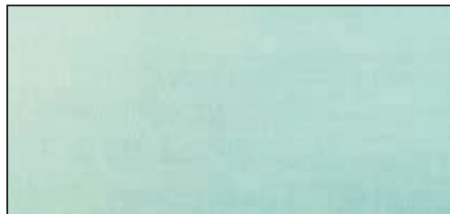
in blue dye from the roots of the woad plant. Green-colored textiles have become popular in everything from home décor to the runway.



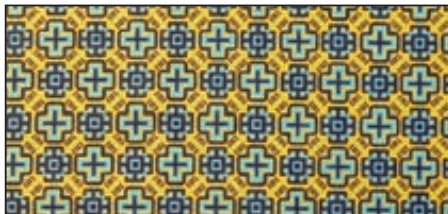
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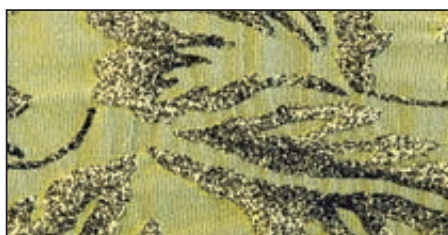
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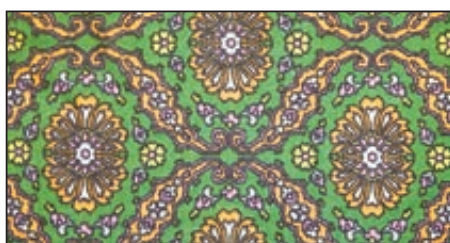
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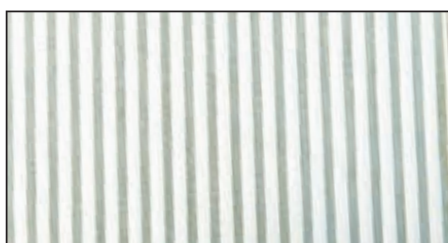
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## Fabric Selection Inc.

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 fabric supplier, providing the highest quality textiles and in-house designs to designers and manufacturers in the Los Angeles area and beyond. Our assortment and specialty is vast, including basics, novelties and prints in both knits and wovens. All of our print designs are copyrighted. We have polyester, spandex, rayon/spandex and more unique fabrics to inspire your next fashion collection, and will work with you to get a price that will fit your bottom line. Visit us at the Sourcing@Magic Tradeshow, Las Vegas Convention Center, South Hall, Booth #82008.

## Greene Textile

7129 Telegraph Road  
Montebello, CA 90640-6609  
(323) 890 1110

[www.greenetextile.com](http://www.greenetextile.com)  
[greenetextile@sbcglobal.net](mailto:greenetextile@sbcglobal.net)

**Products and Services:** Textile industry veterans and experts, catering to quality-oriented garment manufacturers. Most fabrics are produced in the USA. GOTS-certified yarn, locally dyed, printed, and finished in California. Commitment to customer service and pricing to meet all budgets. With extensive relationships with factories throughout Southern California, we produce knitted fabrics from basic jersey to novelty knits, both custom and open line. We use yarns from combed poly cotton and micromodal to cotton spandex. These are just a few of the yarns that we have available, and many fabrics are produced in Los Angeles. Our print division offers many patterns, catering to customers looking for a simple stripe or custom patterns. Please visit our website and reach out. Let's speak today!

## GTC-LA

1458 S. San Pedro St., Face Mart Suite 317  
Los Angeles, CA 90015  
(213) 747-1435 4

Fax: (213) 747-4435  
[www.GTC-World.com](http://www.GTC-World.com)  
[yumi.gtc@gmail.com](mailto:yumi.gtc@gmail.com)

**Products and Services:** One-stop sourcing for all your textile needs right here in Downtown Los Angeles. 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 the California Market Center (CMC), and view our library of 30,000 fabrics organized by mill and category, including brushed, burn-outs, foil/pearl, functional, jacquard, lace, leather, mélange, mesh, metallic/glitter, prints, ruffle/pleated, solids, spangle, stripes, velvet fur, woven, yarn dyed, swimwear, active/performance fabrics, and tricot for leggings/yoga and many more. Visit us at the Sourcing@MAGIC tradeshow, at the Las Vegas Convention Center, Feb 4 - 7, South Hall Booth 81709.

## 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 American and European 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 25-26 in Miami and April 3-4 in Dallas. Visit our website for details and to register.

## Progressive Label Inc.

2545 Yates Ave.  
Commerce, CA 90040  
(323) 415-9770

Fax: (323) 415-9771  
[info@progressivelabel.com](mailto:info@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.

## Solstiss

561 Seventh Avenue  
21st Floor  
New York, NY 10018  
(212) 719-9194 ext 13  
Fax: (212) 302-8109

[www.solstiss.com](http://www.solstiss.com)  
[Janet.fainberg@solstiss.com](mailto:Janet.fainberg@solstiss.com)

Contact: Janet Fainberg  
**Products and Services:** Solstiss is respected worldwide for its fine luxury laces and known for the wealth and diversity of its patterns, extensive color palette, and cutting-edge innovation. The world's top fashion houses turn to Solstiss laces as a resource and inspiration for their creations (ready-to-wear, bridal, couture, lingerie, costumes and entertainment industry, accessories, décor). Solstiss consists of more than 6,000 original designs and 30,000 colors in its permanent collection, with two new collections added each year. And for those who can't seem to find the perfect lace, Solstiss gladly offers custom creations to better suit their clients' needs. Our laces are made in France on Leavers looms, woven according to traditional techniques, which have made French lace famous all over the world for over a century. Solstiss's creativity, quality, and its longstanding tradition of craftsmanship have been recognized and granted the prestigious label of EVP (Living Heritage Company).

## Studio 93

110 E. Ninth St., Suite A712  
Los Angeles CA 90079  
(213) 277-9988

<https://studio93.info>

**Products and Services:** Studio 93 stands as a platform that supplies a vast range of high-quality knits and woven whilst providing a consistent and reliable sense of individuality and exclusiveness through their textiles and services. Studio 93 caters to anyone from designers to manufacturers looking for high-quality fabrication at affordable prices and flexible quantities. They strive to accommodate to all your needs with fabrics that best represents and complements your style and silhouettes.

## GREENETEXTILE

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Telephone: (323) 890-1110 / Fax: (323) 890-1180

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

Email: [Greenetextile@sbcglobal.net](mailto:Greenetextile@sbcglobal.net)  
Contact: Ira Bashist

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All above fabrics are available in various constructions including: Jersey, French Terry and 1 x 1 Rib

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