



ANALYSIS

SPINEXPO™ NEW YORK

BROOKLYN EXPO CENTER, GREENPOINT

18-19-20 JULY 2017



AN EXTENDED OFFER – YARNS AND FIBRES, KNITWEAR MANUFACTURERS AND DESIGN OFFICES

THIS WAS THE NINTH SESSION OF SPINEXPO™ NEW YORK, WHICH TOOK PLACE AT THE TRENDY BROOKLYN EXPO CENTRE IN GREENPOINT, BROOKLYN. LEADING INTERNATIONAL YARN AND KNITWEAR SUPPLIERS PRESENTED THEIR AW 18-19 COLLECTIONS TO A DIVERSIFIED RANGE OF VISITORS AND INDUSTRY PROFESSIONALS.



The exhibition welcomed 1150 visitors, a similar number to the previous session, but with a very different distribution that seems to correspond to the changes in the US fashion industry.

SPINEXPO™ saw larger scale brands return as regular visitors to the show, but were represented by smaller teams than previous years. This shows how brands have restructured with a focus on efficiency, requiring less staff with more structured responsibilities.

At the same time, SPINEXPO™ welcomed many new designer brands and also newcomers to the industry. Our need and commitment to discover more about who they are and their unique points of difference, created a culture and community of energy, freshness and discovery.

We noticed a growing number of businesses from North Carolina, mostly looking for socks and activewear yarns. Accompanying an increasing interest from design and sourcing managers for our active/sports trend presentation, featuring new constructions made with yarns from exhibiting companies.



The general mood of the show was good, with professional visitors more inclined to discover and engage with newcomers amongst the suppliers. The venue allows for excellent presentation with natural light and ambience, which was welcomed by the visiting companies and allowed for larger trend areas and better hospitality.

The exhibition hosted 79 exhibitors, with a broad range of knitwear manufacturers looking to expand their client base. SPINEXPO™ is witnessing exhibitors join more than one exhibition in the hope of making more contacts. Our feedback from visitors has been that this destabilises buyers, who are questioning the quality of these exhibiting companies. Unlike other exhibitions taking place at the same time, SPINEXPO™ is organised as a B to B show targeting focused buyers and not looking at adjusting attendee numbers in the hope of finding more exhibitors.

VISIT US AT WWW.SPINEXPO.COM

PRE-REGISTER AND VIEW THE EXTENSIVE LIST OF EXHIBITORS AND SHOW SPECIFIC INFORMATION.

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Entering a new market is not easy and particularly in the USA where buyers tend to not change suppliers if they are satisfied by those they already work with. Building on relationships is the key, meaning working hard to make appointments and understanding the market. The trend is no longer to look for new suppliers who cannot offer consistent production quality, reasonable quantities and pricing. The US textile market faces permanent restructuring, whilst looking for new ways of enticing their customers back. This does not generate a positive mood for sourcing professionals or designers who have continuing concerns about job security.

Overall, the exhibition offered good results to those who prepared their appointments and previously provided the adequate service and follow-up to their clients. The visitors coming to the show were among the best brands in the USA, looking for novelty even when dealing with commodity suppliers.



Offering real creativity in a context of buyers looking for a low buying price is not an easy challenge and underlines the antagonism between designers and their management. The US fashion sector is facing the challenge of competing against creative European or Japanese brands and stalls at finding a way to overcome the situation, which affects the results that newcomers hope to achieve. In this challenging business situation it is important to offer products that can be delivered correctly, with no shipment delay and quality assured. A customer that is not satisfied will discredit the supplier and it is then tough to re-enter the market. Stock service is more than ever welcome, with buyers struggling to make decisions when placing their final orders.

SPINEXPO™ presented trend work from the season in a new environment with a display of students work from Nottingham Trent University and Winchester School of Art themed on the title "Harvest Golds", a direction for the coming season that is strong in colour and also sustainability.

This was hosted next to a more technically oriented section focusing on performance fabric development in garments and swatches. This section was under the guidance of Studio Eva X Carola, with cooperation with Invista and machine manufacturer Santoni. The theme for this presentation was The Beauty of Making, A Story of Influence; how we learn, create and co-create. The presentation focussed on stretch and its importance when used for compression, comfort, shape and movement.

The central of SPINEXPO™, SPINEXPLORE, focused on five ambient colour trend stories showcasing a variety of swatches provided by the exhibiting spinners or created by our team of international SPINEXPO™ designers.

The front part of the venue hosted 'In & Out, a presentation from Steven Oo, using wholegarment machinery from Shima Seiki and challenging technology to offer real style with geometric forms as a base for creativity.

With the completion of the venue, we had a larger hospitality area that allowed us to host an open discussion event in collaboration with Fashion Snoops.

With a panel of experienced industry professionals made up of; Lilly Berelovich (Fashion Snoops), Thea Speechley from our SPINEXPO™ team, Stephen Trigg from UPW, Tiziano Sandonini from Santoni Shanghai (Circular knitting technology), Eva De Laat from Studio Eva X Carola (Activewear R&D) and Steven Oo (Independent designer working with Wholegarment technology). The forum openly discussed a 'Sensual Future' and how sensuality as a design strategy is the future of an emotionally focused and created product. The discussion looked at how important it is for machine manufacturers to work with yarn spinners to create products for the market that have already been trialled and tested.



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In times where brands need and want to run a smaller selection of qualities within their ranges, consistency, quality, touch and feel from the fibre producers and spinners is even more important than ever before. We discussed openly the principal direction of using stock yarns to create newness and bespoke colourways, to help keep a focused and concentrated collection.

The discussion ended with one-to-one conversations focusing on how to create the best product, frustrations within supply chains and how, at this time, stock yarns can really benefit brands.

The next SPINEXPO™ NY session will once again take place at the Brooklyn Expo Center in Greenpoint, Brooklyn in 2018 and we are currently reviewing the best possible dates for the industry as a whole.

As a specialized industry "laboratory" rather than a trade show, SPINEXPO™ takes seriously its responsibility to choose a date that does not clash with other shows. As an industry leader and a premium hub for the exchange of knowledge, skill and experience, SPINEXPO™ continues to define itself as a place where long-term relationships are developed, rather than simply a display of product to be viewed. We plan to review a date, strengthen our promotional material and maintain our quality for existing and new exhibitors and visitors.

Press:

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The next SPINEXPO™ Shanghai commences on 28-29-30 August 2017 at the Shanghai World Expo Exhibition Centre, with our largest Autumn/Winter show to date we have a fully booked venue weeks before the show opens.



VISITORS BY OUTLET

Knitwear Manufacturers	23%
Garment Manufacturers	9%
Trading Companies (Garment)	3%
Trading Companies (Yarns)	0%
Spinners	1%
Sourcing Office	4%
Design Office	42%
Department Store - Wholesaler	9%
Others	8%

VISITORS BY PRODUCTS

Flat Bed knit (sweater)	61%
Knitted fabrics (outerwear)	12%
Socks/Gloves/Hats	7%
Weaving (clothing fabrics)	6%
Knitted Fabrics (lingerie/underwear)	4%
Circular Knit (hosiery)	3%
Weaving (home textile)	3%
Technical end-uses	3%
Lace/ribbons/embroidery	1%

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save
the
dates
2018



2018
SHANGHAI
MARCH 13-14-15
N° 1099 GUOZHAN RD
PUDONG - SHANGHAI

2018
PARIS
JULY
34 QUAI D'AUSTERLITZ
75013 PARIS

2018
NEW YORK
JULY
79 FRANKLIN STREET
BROOKLYN - NEW YORK

COMPANIES VISITING SPINEXPO™ NEW YORK



USA

BRITISH COLUMBIA

RAILTOWN APPAREL GROUP

CALIFORNIA

BEPRODUCT

COCANA NATURAL

COMFORT VS COMBAT

CUYANA

ELAINE KIM

JOHNNY WAS

JOOS TRICOT

LEFT COAST KNITTING

LUCKY BRAND

M. RENA INC.

MARGARET O LEARY

MEMEMOVE

MICHAEL GERALD LTD

OTHERLAB

PRANA LIVING

ST. JOHN KNITS

STONY APPAREL

SUNRISE BRANDS

TABBETHA

TAYLOR STITCH

UNIFORM

COLORADO

37.5

HILLARY BURKE GLENN DESIGN

SCOTT BARBER INC

SID MASHBURN

SMARTWOOL

CONNECTICUT

CUSHIEB

LAHOYA

LOOPED IN

LORDS OF HARLECH

NEW ENGLAND MERCANTILE GROUP

VINEYARD VINES

WILLIAM OKPO

FLORIDA

CHICO'S FAS

STEIN MART

KANSAS

BALDWIN DENIM AND COLLEC.

LOUISIANA

GORDON OF NEW ORLEANS

MAINE

L.L.BEAN

SEW'N WILD OATS

MASSACHUSETTS

J.JILL

ACNOVATE

DAWSON FORTE

HABITAT CLOTHES

NEW BALANCE

REBECCA TAYLOR

REEBOK

THE THIRD PIECE

THE TJX COMPANIES, INC.

MICHIGAN

THE TEXTILE FOUNDRY

MINNESOTA

BIOWORLD MERCHANDISING

BOMBAS

LOVE YOUR MELON

MONTANA

DUCKWORTH

TACEY NICOLE, LLC

NEW JERSEY

AC MOORE

DELTA GALIL SOCKS

FRESH WAVE STUDIO

FRINGE SOCIETY

HMS PRODUCTIONS

JEAN BOLAND DESIGN

LION BRAND YARN

LUXEMART27

RELAIS KNITWEAR

SAMANTA'S PLATFORM

SERITEX

SILK CITY FIBERS

SWEET SPOTTE LLC

THE CHILDRENS PLACE

WALLACE HOSIERY

NEW YORK

10 FEET TALL

2N3D

525 AMERICA

A SQUARE

A.DURRANT DESIGNS

ACCURATE KNITTING

ACE AND EVERETT

ADJMI APPAREL GROUP

AERIE

AEROPOSTALE

AFTER THE RAIN INTERNATIONAL

ALEX MILL

ALFRED DUNNER INC.

ALICE AND OLIVIA

ALLIANCE KNITTERS INC

ALMOST FAMOUS A52 CLOTHING

ALPACA YARNS NEW YORK

ALTUZARRA

AMELOTTE INT'L GROUP

AMERICAN EAGLE OUTFITTERS

ANALOGUE KNITTING

ANN FONTAINE

ANN INC

ANN INC/LOFT

ANN MASHBURN

ANN TAYLOR

AOC/ART OF CASHMERE

APEX MILLS

AR2AR LLC

ARIEL RUVINSKY STUDIO

ARTISANE

ASHLAND ASSOCIATES

AT LAST SPORTSWEAR

AUGUST SILK

AUTUMN CASHMERE

AVERY DENNISON

BANANA REPUBLIC

BASTLAB

BATISTA COLLECTIONS

BECKEN

BELLDINI

BEN JUNIPER ENT. CO LTD

BENEFACTORY

BENTLEY & CO. LTD

BEREK

BERKLEY AQUISITIONS

BERKLEY TRADING

BERNARD CHAUS INC

BERNETTE

BETTER CORP

BEX BUCKNER

BIBELOT NYC

BIRCH FASHION, INC.

BIRCH HILL/BH FASHION LAB

BONOBOS

BONTON

BOTTO GIUSEPPE

BRADLEY AND WU

BRANT YARNS

BRILLIANT GLOBAL

BROOKS BROTHERS

BUDS AND EVENTS

C2 INC

CABLE & GAUGE

CALVIN KLEIN

CALVIN KLEIN JEANS

CALYPSO ST. BARTH

CARDIGAN

CARLISLE COLLECTION

CASUAL EXPRESSS

CATHARINE LOVER

CENTRAL PARK WEST

CHAMPALIMAUD

CHARGEURS LUXURY MATERIALS

CHARTER VENTURES LLC

CHIKIMIKI

CHRISTINE GRIFFIN LLC

CHRISTOPHER FISCHER

CINQ A SEPT/JAYA LLC

CIPRIANI

CM DESIGN STUDIO

COACH

COLLECTION 18

COLORTREE US

COMBINED INTEREST INC

CREARE GROUP

CREMIEUX

CROSS CREATIVE

CYRUS KNITS

DDESIGNS

DEMY LEE

DEREK LAM INTERNATIONAL LLC

DESIGN HISTORY

DESIGN NETWORK

DESIGN STUDIO NEW YORK

DESIGN WORKS

DESIGN10301

DKNY RETAIL

DKNY/DONNA KAREN

DONEGER CREATIVE SERVICES

DONNA JONES DESIGN

DREAM CATCHER DESIGN STUDIO

DRESS BARN

DZ GROUP

ECO FIBER MILL

EILEEN FISHER

ELANIS INC

ELATION INTERNATIONAL

ELEVEN SIX

ELIE TAHARI

ELIZABETH & JAMES

ELLA MURRAY DESIGNS

ELLIOTT LAUREN

EMALINE

EMILY KELLER

ERIE TECHNOLOGY TRADING LLC

ERIN CONSIDINE

ES SUTTON

ESCORIAL COMPANY LTD.

ESQUEL APPAREL INC

ESQUEL GROUP

ESSENCE STUDIO

ESTHER YUN MANCINI LLC

ETCETERA

EUGENIA KIM

EXHIBIT LAB LLC

EXPRESS TRADE CAPITAL

FABRIC 2 FINISH

FASHION AVENUE KNITS

FASHION RETAIL CONCEPTS

FASHION SNOOPS

FIBER OPTION

FLAG & ANTHEM

FR CONCEPT

FRC GLOBAL GROUP

FRED HASSON

FULL BEAUTY BRANDS

G3 TOUCH BY ALYSSA MILANO

G9C UNITED FASHION

GAP

GARY FEAZELL, LLC.

GAUGE BY DESIGN

GCE INTERNATIONAL INC.

GENDER BIAS

GENERATION LOVE CLOTHING

GH BASS / G-III

GIHI DESIGN+A170

G-III - CALVIN KLEIN

G-III - CALVIN KLEIN KARL

LAGERFIELD

G-III APPAREL - TOMMY HILFIGER

GLOBAL BRANDS GROUP

GLORY APPAREL

GOOD OMEN NYC

GRAHAM TYLER

HAUTE KISSES ART

HAVE A CO

HBC/HUDSON'S BAY COMPANY

HISTORIC NEW YORK

ILUX/THE LUXE GROUP LLC

IN CASHMERE

INHABIT NY

INTRADECO APPAREL

IZOD

J.CREW

J.KRINGLE DESIGN

J.MC LAUGHLIN

JACK SPADE

JAMSTRONG GLOBAL

JC PENNEY

JEANNE PIERRE

JEANSWEAR GROUP

JED

JENN KUZARA DESIGN

CONSULTANT

JET CORP

JK FIBER CO

JOHN VARVATOS

JSE SWEATER & KNITS

KARLA & EMMAS KNITS

KATE SPADE & CO

KAYSER ROTH CORP

KBL GROUP INTERNATIONAL LTD

KNIT WALLAH

KNITWORKS PRODUCTION

KOHL'S

KOKUN

KORDAL

KRIMSON KLOVER

LA LIGNE

LAFAYETTE 148

LANE BRYANT

LARA VAI

LAURA MATSON DESIGNS

LAUREN MANOOGIAN

LAZO SOURCING

LEFT FIELD NYC

LENOR ROMANO

LEO AND SAGE

LETYS FASHION DESIGN

LEVERAGE CO.

LI & FUNG

LIBRETTO NEW YORK

LILLA P

LISA MILLER DESIGN

LIU SUN

LOFT FIELD

LOFT OUTLET

LORD & TAYLOR

LORO PIANA

LOU & GREY

LUCCI YARN

MACYS

MADISON 88

MAGNUS NEW YORK

MANNKYND

MARA HOFFMAN

MARUBENI

MARY BETH BENTAH

MASHA DESIGN

MASHBURN LLC

MATERIAL CONNEXION

MAURICES

MCB FASHION ACCESSORIES

MELANIE COHEN

MELISSA LEAPMAN DESIGNS

MELODIE AUGUSTINE

COMPANIES VISITING SPINEXPO™ NEW YORK



CONSULTING
MENS WEARHOUSE
MERYL DIAMOND LTD
MGF SOURCING
MICHAEL KORS
MIJUNG
MILLY, LLC.
MILO TRICOT CONSULTANT INC
MINNIE ROSE
MON PETIT CŒUR
MORET GROUP
MOUTH MEDIA NETWORKS
MYTREEHOUSE
NAADAM CASHMERE
NAN SEO
NARCISO RODRIGUEZ
NATION DESIGN PARTNERS
NATIONAL SPINNING CO
NAUTICA
NEGATIVE UNDERWEAR
NEO-CONCEPT INTERNATIONAL
NEON BUDDHA/PURE AND CO.
NEW VIBE INC.
NEW YORK ACCESSORY GROUP
NEW YORK STYLE FASHION
ACCESSORIES
NOLAN ORIGINALS/ BIOWORLD
NY AND CO
NYC ALLIANCE
OJG SWEATERS
ONE JEANSWEAR GROUP
OPENING CEREMONY
OPPENHEIMER
ORIGINAL PENGUIN
OSCAR DE LA RENTA
OST
OUTLIER
OVADIA & SONS
PAOLA HERNANDEZ
PARKHURST
PARSONS SCHOOL OF DESIGN
PATRICIAN ELEGANCE, LLC
PATTY LYONS KNITTING
PDI FASHION
PENINSULA KNITTERS LIMITED
PERRY ELLIS INTERNATIONAL
PERY
PH5
PIXIE MARKET
PORTS1961
PRODUCT DEVELOPMENT INT'L
PROENZA SCHOULER
PROJECT
PUBLIC SCHOOL
PURL SOHO
PURPLE DOOR
COMMUNICATIONS
PVH
QUINN
RACHEL ROY
RAFFI
RAFFI LINEA UOMO
RAG & BONE
RALPH LAUREN
RALSEY GROUP
REALI NEW YORK
REBECCA TAYLOR
RED MOON
REGENT SUTTON LLC
REUNITED CLOTHING
RICHARD GOODSTEIN INC.
RL
RMC USA INC
ROBERT GRAHAM
ROSE SWEATERS-USA
RUBY RD/ALFRED DUNNER
RUFF HEWN/RH DESIGN
RUFFI

SAGELINK LABS
SANDRA WESTIN
SANFORD DESIGN
SATURDAYS NYC
SAVE KHAKI UNITED
SAY WHAT?
SCHON LEE
SEED NY
SEXTET FABRICS
SHELLEY'S DESIGNS
SHENG DA
SHIMA SEIKI
SOFIA CASHMERE
SOH
SPENCER VLADIMIR
SPRINGAIR SUNSHINE
STANDARD MERCHANDISING
STEVEN ALAN
STOLL AMERICA
STUDIUM NY
SUMMIT RIDGE CORP
SUNBURY TEXTILE MILLS
TAG MANUFACTURING COMPANY
TAHARI
TAILORED BRANDS
TALBOTS
TAYLOR BRANDS
TECHIN
TENDER GLOVING CARE
THE APPAREL GROUP
THE DIRECT SOURCING GROUP
THE ECHO DESIGN GROUP
THE ESCORIAL COMPANY
THE LEVY GROUP
THE LIRIC GROUP
THE LUXE GROUP, LLC.
THE MORET GROUP
THEORY
TIA CIBANI LLC
TIBI
TJMAXX
TO HAPPY YOU
TOM SCOTT
TOME
TOMMY HILFIGER
TOMMY HILFIGER- G-III
TOPS & TAILS KIDS
TWO ONE TWO NY
TWO-ONE-TWO NY
TYR SPORT INC
UNDER ARMOUR
UNITI FASHION LLC
VERTICAL DESIGN INC
VF CORP. / NAUTICA
VICTOR TEXTILES
VINCE CAMUTO
VIVI APPAREL NY CORP
VYAYAMA
WEATHERPROOF GARMENT
WORKERBY
WORLD WINDOWS, LLC.
WORTH NEW YORK
WUHAO NEWYORK
YOUNG AND ABLE
ZIELWEAR
ZYNNI CASHMERE
CLUB MONACO
FAR EAST CONNECTIONS
NORTH CAROLINA
ACCESSORY BRANDS GLOBAL
CARO
FEETURES
INTERLOOP
KAYSER ROTH
NCSU COLLEGE OF TEXTILES
RECOVER/HILATURAS FERRE
RENFRO CORP
SABG

SOCKS & ACC. BRANDS GLOBAL
VANGUARD PAILUNG
OHIO
ABERCROMBIE & FITCH
KOALA SLEEP PTY LTD
NOT MONDAY
R.G. BARRY CORP.
OREGON
HANNA ANDERSSON
KOHL'S
NAN
PENNSYLVANIA
CASHMERE HEARTLAND
CHERYL NASH
HOLLY ROAD FIBER FARM
INTREPID HEARTS
ISLEFIELD
LILLY PULITZER / SUGARTOWN
WORLDWIDE LLC
MAXX FASHIONS LLC
NATURAL TEXTILES SOLUTIONS
ROSELON INDUSTRIES
SCOTTEX GLOBAL HK
TOP CIRCLE HOSIERY MILLS
URBAN OUTFITTERS
ANTHROPOLOGIE
PORTLAND
NAU
TENNESSEE
EASTMAN CHEMICAL
VOZ
TEXAS
MICHAEL'S STORES INC
UTAH
SUNDANCE CATALOG
VERMONT
DARIN TOUGH VERMONT
VIRGINIA
CARASAN DESIGNS LLC
WASHINGTON
ABM EQUIPMENT
BUNNY GOLD
EBBETS FIELD FLANNELS
JARBO
TOMMY BAHAMA
NEW COUTURE INC
WISCONSIN
LANDS' END

CANADA
ASIATEX TRADING INC
BOSTON TRADERS
DDK APPAREL
LA DOUZAINÉ
NICOLE TSUJI
PARKHURST KNITWEAR
PURE AND CO
PYA IMPORTER LTD.
ROOTS
SOFT MATTERS
TRIBAL SPORTSWEAR

CHINA
CHANGSHU YUZHUYAUN
KNITTING CO.
PROSPERITY CLOTHING
RALPH LAUREN
SHANGHAI STYLE FASHION ACC.

DENMARK
BEST SELLER

HONG KONG
CONTEMPO LTD
FULCRUM FASHION
NEO CONCEPT GROUP LTD
RALPH LAUREN
SOUTH OCEAN KNITTERS GROUP

ITALY
NEW FANTASY

JAPAN
FASHION WORLD TOKYO
HASEGAWA CORPORATION
LEVERAGE KNITTED LIMITED
POWER
STUDIO AQUA INC
TEXTILE CUBE
TSI HOLDINGS

KOREA
AROMALIFE
MERMATIN

MEXICO
ESTAMBRES FRANCO DEL
CENTRO

NEPAL
CASHMERE HOUSE OF NEPAL

NETHERLANDS
BUCKLE BEE BELTS
HOMMARD

PERU
MICHELL Y CIA.

SWITZERLAND
TINWEI

TAIWAN
ALUNG CO. LTD
BEN JUNIPER ENTERPRISES
MAGNAPORT INT'L INC.

THAILAND
MING FUNG KNITTING GROUP
1985

UNITED KINGDOM
DEBENHAMS PLC
DIRA ADAMS
GEMINI FASHION
JSK FASHIONS LTD
MINT VELVET
TJX EUROPE
TJX INC
WGSN

URUGUAY
ROTIMAR S.A

VIETNAM
LEVERAGE KNITTED LIMITED