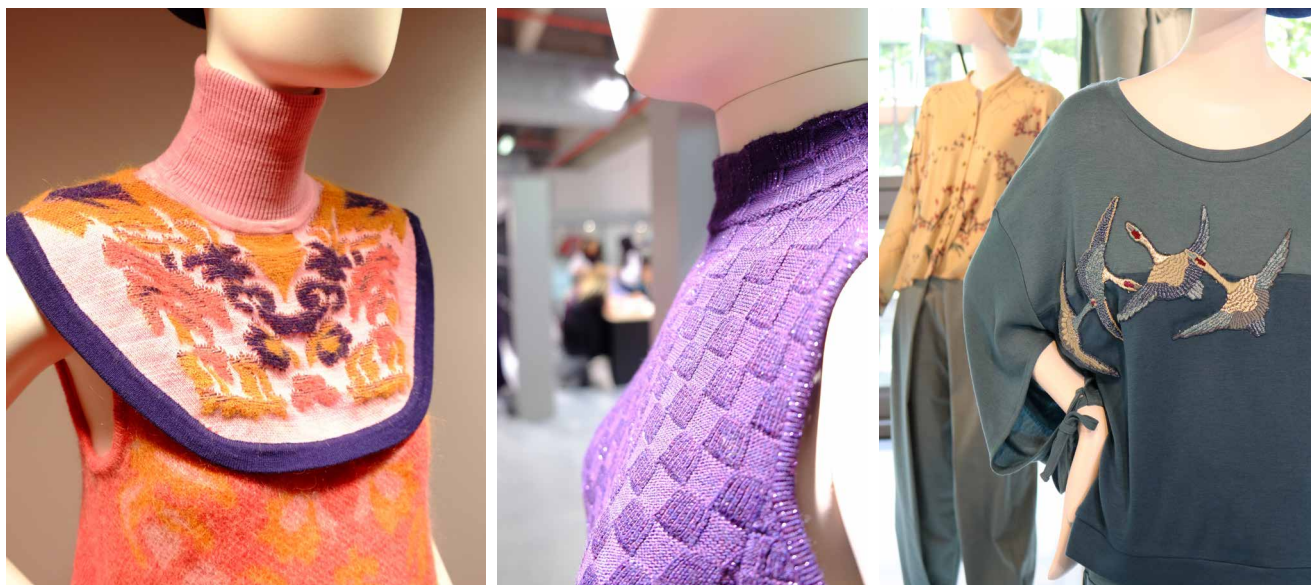


# ANALYSIS SPINEXPO™ NEW YORK

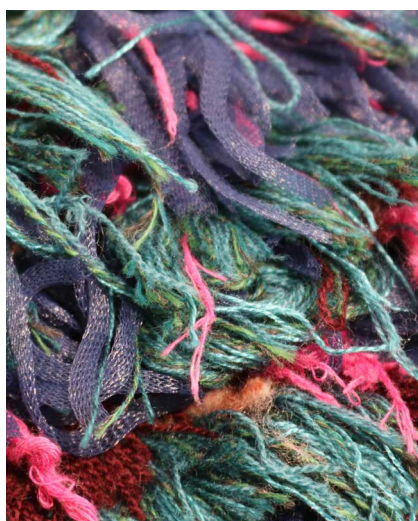
BROOKLYN EXPO CENTER, GREENPOINT

18-19-20 JULY 2017



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

**T**HIS 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](http://WWW.SPINEXPO.COM)

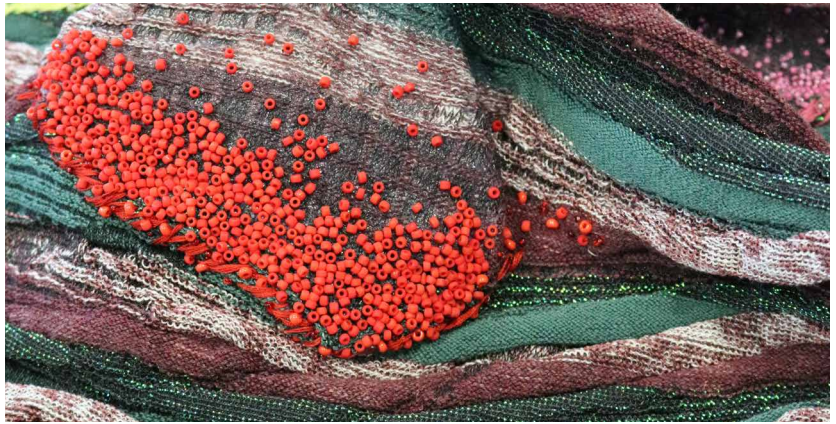
PRE-REGISTER AND VIEW THE EXTENSIVE LIST OF EXHIBITORS AND SHOW SPECIFIC INFORMATION.





# ANALYSIS SPINEXPO™ NEW YORK

18-19-20 JULY 2017



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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# ANALYSIS SPINEXPO™ NEW YORK

18-19-20 JULY 2017



*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:**

**China:** [charlotte@spinexpo.com](mailto:charlotte@spinexpo.com)

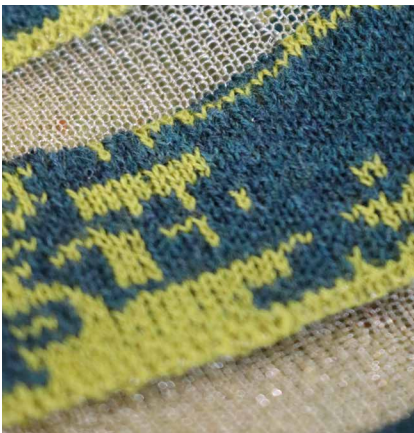
**Other countries:**

[Theas@spinexpo.com](mailto:Theas@spinexpo.com)

**Addition information:**

[kvt@spinexpo.com](mailto:kvt@spinexpo.com)

***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%

**VISIT US AT [WWW.SPINEXPO.COM](http://WWW.SPINEXPO.COM)**

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

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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



<b>USA</b> <b>BRITISH COLUMBIA</b> RAILTOWN APPAREL GROUP <b>CALIFORNIA</b> 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 <b>COLORADO</b> 37.5 HILLARY BURKE GLENN DESIGN SCOTT BARBER INC SID MASHBURN SMARTWOOL <b>CONNECTICUT</b> CUSHIEB LAHOYA LOOPED IN LORDS OF HARLECH NEW ENGLAND MERCANTILE GROUP VINEYARD VINES WILLIAM OKPO <b>FLORIDA</b> CHICO'S FAS STEIN MART <b>KANSAS</b> BALDWIN DENIM AND COLLEC. <b>LOUISIANA</b> GORDON OF NEW ORLEANS <b>MAINE</b> L.L.BEAN SEW'N WILD OATS <b>MASSACHUSETTS</b> J.JILL ACNOVATE DAWSON FORTE HABITAT CLOTHES NEW BALANCE REBECCA TAYLOR REEBOK THE THIRD PIECE THE TJX COMPANIES, INC. <b>MICHIGAN</b> THE TEXTILE FOUNDRY <b>MINNESOTA</b> BIOWORLD MERCHANDISING BOMBAS LOVE YOUR MELON <b>MONTANA</b> DUCKWORTH TACEY NICOLE, LLC <b>NEW JERSEY</b> 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 <b>NEW YORK</b> 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 BENTAHA MASHA DESIGN MASHBURN LLC MATERIAL CONNEXION MAURICES MCB FASHION ACCESSORIES MELANIE COHEN MELISSA LEAPMAN DESIGNS MELODIE AUGUSTINE
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# COMPANIES VISITING SPINEXPO™ NEW YORK



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MGF SOURCING  
MICHAEL KORS  
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MILLY, LLC.  
MILO TRICOT CONSULTANT INC  
MINNIE ROSE  
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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  
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OPPENHEIMER  
ORIGINAL PENGUIN  
OSCAR DE LA RENTA  
OST  
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PARKHURST  
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PDI FASHION  
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PIXIE MARKET  
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PRODUCT DEVELOPMENT INT'L  
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RMC USA INC  
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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  
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MAXX FASHIONS LLC  
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