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Spending Brings**

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To Textile
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Mills**



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TRENDS

Legwear Fashions Textiles

**The only monthly publication that offers
News About The Industry, From The Industry, For The Industry.**

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legislative column

by PAUL FOGLEMAN, Director, Hosiery Governmental Affairs Council

In the final days of budget negotiations at the North Carolina General Assembly, the sideline drama for hosiery and textile manufacturers seemed to be a forced marriage.

Both the CEMS (hosiery center) and the Textile Technology Center are in the N.C. Community Colleges budget. Last year, the hosiery center received \$675,000 for operations based at Catawba Valley Community College. The Textile Center at Gaston College East Campus in Belmont received \$1.2 million, of which some \$500,000 went to Gaston College for upkeep of the building.

As a cost-saving recommendation, the N.C. Community College officials proposed combining the two, using a \$650,000 appropriation to CEMS to operate both. The result would be a savings of \$1,023,000.

The concept first appeared in the Senate budget which was rejected after Finance Chairman David Hoyle of Gaston County objected. Then the same version appeared in the House version. This did not please Sen. Hoyle.

The final budget approved by the General Assembly restored autonomy to both centers. But the

Some North Carolina House members are convinced they may not return to the 2011 Legislature as a result of a budget with new taxes. With about \$1 billion in new tax revenue to prevent massive layoffs in schools, legislators expect next year's election to be tough for incumbents, namely Democrats who supported the budget. Republicans voted against the \$18.7 billion program and are expected to campaign against "tax and spend" Democrats.

The 2009-10 budget is about 16 percent less than the previous year's schedule and fiscal research specialists are predicting the 2010 – 11 will be even tighter. The Legislature was told that it will be 2014 before spending returns to the 2007 level of \$22 billion.

♦♦♦

The Larry and Joe Show debuted at the N.C. Legislature last month.

Joe, the Plumber, who became a linchpin in the Presidential campaign of John McCain, starred in a rally on the legislative grounds by anti-tax groups.

John Anderson, director of the Textile Technology Center, and Dan St. Louis, director of the Center for Emerging Manufacturing Solutions, insist they will continue to work together for the benefit of manufacturers who need their services more than ever.

marriage remains intact. John Anderson, director of the Textile Technology Center, and Dan St. Louis, director of the Center for Emerging Manufacturing Solutions, insist they will continue to work together for the benefit of manufacturers who need their services more than ever.

With restored full funding, the centers are preserving tens of thousands of North Carolina jobs and millions of dollars in tax revenue.

♦♦♦♦

Several days later, N.C. GOP Rep. Thom Tillis introduced "Larry the Landlord" as an example of a small businessman overburdened with taxes and regulations.

Rep. Tillis talked about "Larry's" opposition to new revenue in the House budget package. But Rep. Deborah Ross, Wake Democrat, retorted, "I would think Larry will be willing to pay more if he needs healthcare... if he has children in school... if he has employees that need retraining in community colleges..."

Larry did not answer. ■

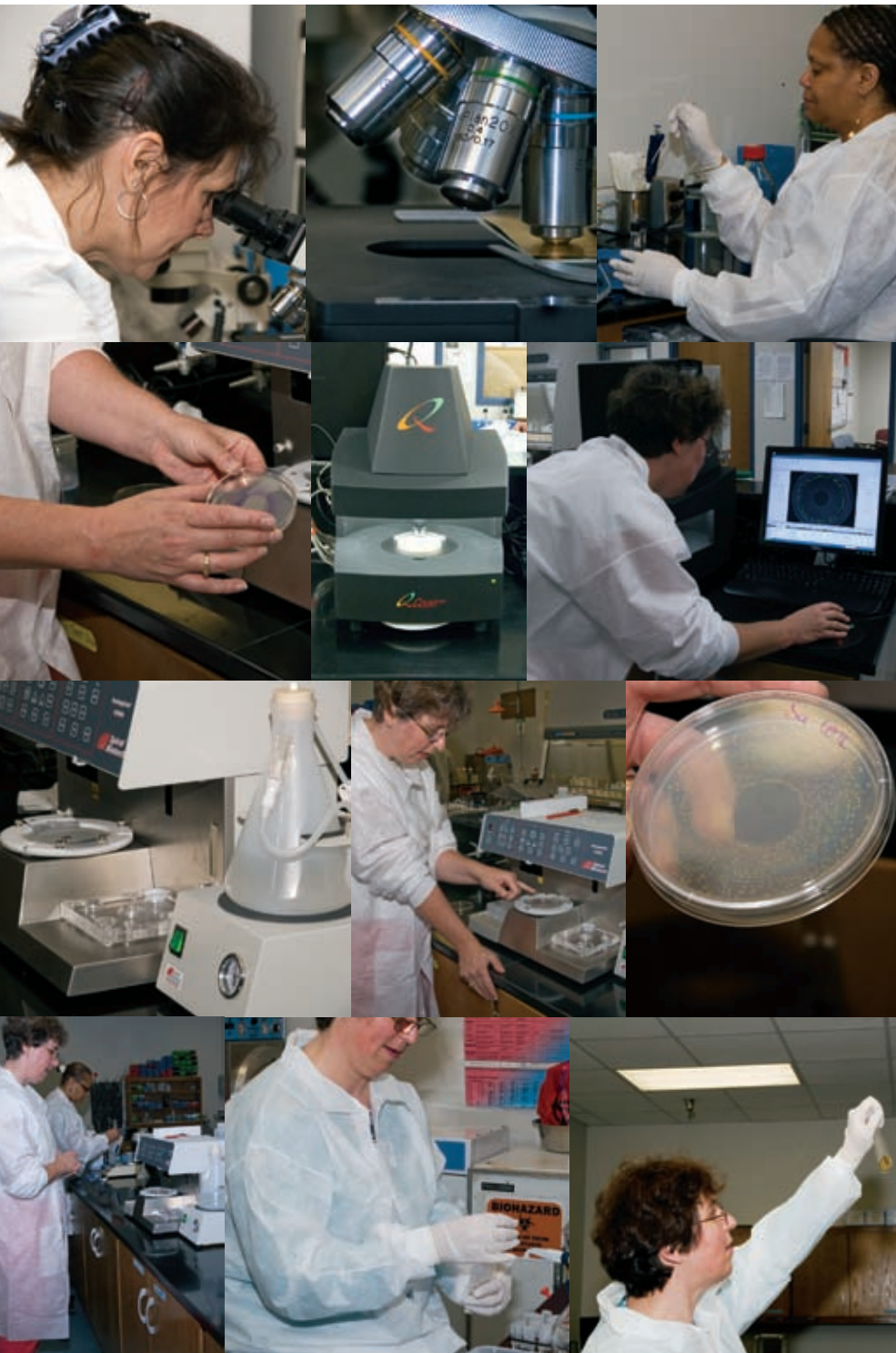
Some people call us the 'Manufacturing Solutions Center'

and that's OK.

Officially we are the Center for Emerging Manufacturing Solutions. (CEMS). Our mission is to help traditional manufacturing in North Carolina succeed in a changing environment. The Hosiery Technology Center remains a core service. But furniture, packaging, plastics, and other industries that helped build North Carolina's economy are now priorities.

If our official name is too much to remember, just call us the Manufacturing Solutions Center. We are ready to assist you with new products, new manufacturing strategies, new markets.

Traditional manufacturers have an old history with our state. But they are an important force in the new economy.



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More Government Spending Brings Millions To Textile and Hosiery Mills

By Paul Fogleman
Trends Publisher

Millions of dollars are flowing into hosiery and textiles companies in North Carolina and the surrounding states, thanks to increased purchases made by the U.S. military procurement offices.

Estimates put the contracts received by North Carolina hosiery companies last year at over \$32 million. And the number of companies competing for contracts is growing. Recent postings on the government procurement website called for bids on some 12 million pairs of military boot socks.

Helping the government find domestic resources for hosiery, apparel, and a wide variety of textiles products (including parachutes) is a team of business development specialists from the N.C. Military Business Center and the Center for Emerging Manufacturing Solutions (CEMS) and its hosiery technology center.

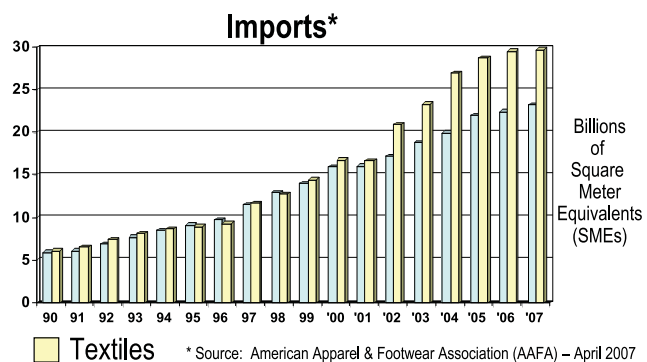
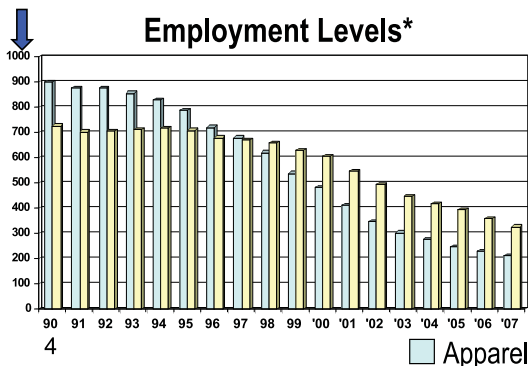


C&T Industrial Base Capacity Berry Amendment and the Domestic Industry

Berry Amendment...

- Restricts US DoD to domestic sources for C&T items
- In existence in some form since 1941
- 1994 permanent by Public Law 103-139
- Readiness Concerns
 - Goes down to low level components & processes
 - Waiver requires Domestic Non-Availability Determination
- Recommend strengthening of Berry to include all U.S. Government acquisition of apparel

Thousands of Employees



Dean Allred, the hosiery business development specialist based at Randolph Community College, says about a half dozen companies in the Burlington NC area are benefiting from the federal military contracts. One company, Graham Dyeing and Finishing, recently landed its first contract after completing the qualifying process.

Most of the production is for green or black boot socks, knitted on 108-needle machines, with silver anti-microbial elements. Largest bid requests are for socks issued to new persons entering basic training. Personnel are required to purchase their own socks after the initial issue, a fact not widely known by the public. This means some personnel can opt to purchase higher end socks in the post exchanges, resulting in different levels of products manufactured.

Working often as a partner will Allred is Teresa Bouchonnet, the state Military Center specialist based in Asheville.

She works with all textiles and apparel companies, including hosiery firms. She can be the helping hand to guide companies through the complex process of becoming authorized vendors to the U.S. government. She also works with companies to help them understand the codes and the bidding process.

Bottom line: she is the trouble-shooter, helping manufacturers to deal with processing and shipping requirements, and identify opportunities.

"People don't realize all the opportunities that are offered," Bouchonnet says. She insists that the key to success is to look for opportunities in government procurement and see how your company can fit in.

For hosiery manufacturers, this is where Allred plays such an important role. Daily he taps into internet websites to monitor government bid proposals. Mills are notified of proposals that may match their capabilities. This includes mills that could

*If the military
doesn't know what
U.S. manufacturers
are capable of doing,
they are going to
look offshore.*

sell athletic socks to the various military academies or organizations.

Companies in other parts of the United States that use the CEMS hosiery testing center have also turned to Allred for information about government contracts. Recently Cabot Hosiery Mills in Vermont received a sizable government contract.

Does this mean that in the spirit of the

(continued on page 9)

Time, Patience, Effort Can Pay Dividends

The Defense Supply Center in Philadelphia plans to purchase \$2.8 billion in apparel and textiles during the current fiscal year, meaning southeastern companies could be landing contracts for their bottom line.

Just about any company can qualify, say Teresa Bouchonnet, procurement specialist for the N.C. Military Business Center. But becoming a government vendor does take time, effort and patience. And help is only a phone call or email away.

According to Bouchonnet, government clothing and textiles purchases break down into more than 8,000 items, including uniforms, sweaters, gloves, hats, socks, underwear and shoes.

Textile companies also are candidates for parachutes, netting, tents, covers, straps, sheets, towels, curtains and upholstery fabrics.

This is just a sampling of the potential for penetrating government markets, Bouchonnet says. And unfortunately, textiles businesses don't go after military markets because they don't know the markets exist or they don't know how to locate the bid opportunities.

Admittedly, the government contracting process can be confusing. But that's where Bouchonnet's role is helping North Carolina firms add millions of dollars to their revenue stream. She is available to take company executives through the process, a step at a time.

- Each firm must have a Dunn and Bradstreet number. Call 866-705-5711 and ask for your number to do business with the government. There is no charge.
- **Step 2:** Go to www.ccr.gov and complete the central contractor registration (CCR). Save a copy because it must be updated every year.
- **Step 3:** Go to www.orca.bpn.gov to complete online representation and certifications applications. Save a copy.

An important website for information is the Defense Supply Center's DIBBS. It is www.dibbs.bsm.dla.mil. Here you will find links to specifications, standards, patterns, and awards information. It also includes price histories.

Success involves some common-sense activity. Submit bids on time. Correct any errors promptly. And you can request a debriefing.

For more information, contact Bouchonnet at 828-349-3878 or at bouchonnett@ncmbc.us.

Robinson Hosiery Joins Contractors For Military

Robinson Hosiery Mills in Valdese NC is among the companies recently receiving its first government contract.

On June 24, Robinson Hosiery was advised it has received a contract and initial order for boot liners or black dress socks, with first deliveries in September. The total contract over a one-year period is for \$931,000.

Al Robinson, president of Robinson Hosiery, said employees who have been laid off will return to full employment and some new personnel will be hired. "It's a great deal for us," Robinson said. Production will be on 132-needle machines.

Robinson credited the efforts of the Hosiery Technology Center and Teresa Bouchonnet of the Military Business Center with the company's successful bid. Dean Allred of the HTC business procurement offices at Randolph Community College and Bouchonnet guided the company through the registration and certification process, he said.

NILIT Presents The Bodyfashion And Active/Sports Wear Trends For Spring-Summer 2011.

Migdal Haemek, Israel, June 1, 2009, NILIT today announced its new trend concepts for bodywear and active-sports wear for Spring-Summer 2011 which will be presented in the NILIT BODYFASHION TRENDBOOK.

Faced with a world of uncertainty and instability, bodyfashion and activewear mirror a society seeking ways to live a better life in a new mood sparked by a quest for meaning. The Summer 2011 consumer will know how to combine two seemingly opposing worlds: on the one hand, one of purity and spirituality and on the other hand a need for ornamentation and sensuality. These two contradictory aesthetics are confronted as we define the trends for Spring-Summer 2011.

For bodywear, the search for authenticity manifests itself in the quest for a different consumerism. This season reconciles ecology and technology and lends a zest to creativity. Personal expression goes hand in hand with aspirations of style and the search for added value. The closer interaction between science and aesthetics is part of the broader eco design philosophy, now on sound ground for the future that we aspire to.

Activewear reflects that the world of sport no longer just focuses only on physical prowess. It encompasses ecological and spiritual considerations where performance aspires to a broader vision of the world and the environment.

At NILIT, consideration for the environment is at the cornerstone of our business

and we have engineered our operations to produce the best nylons in the world in the most eco-friendly manner possible. Our NILIT EcoCare recycled yarns reflect our philosophy and are a breakthrough in yarn engineering and production. Innovation is the key at NILIT and our unique and diverse products continue to open new vistas creating a new generation of state-of-the-art products that are both at the cutting-edge of fashion and in perfect harmony with the environment.

THE TRENDBOOK defines three trends for SPRING-SUMMER 2011 for BODYWEAR and highlights the yarns and colors best suited to these trends:

Ethnic Fusion.

This season lingerie rediscovers ethnic ornamentation which is expressed in a multi-cultural trend inspired by faraway lands and the riches abundant in nature. Native American landscapes, rugged deserts and African safaris provide the backdrop in which traditional tribal influences and indigenous handcrafts are blended. Natural handles dominate, resembling rough textures of cracked earth, animal hides, grass and bark. Rich earth colors in deep tones are created from NILIT Colorwise yarn.

Dark Fables.

An atmosphere of mystery, magic and the occult expresses itself in a neo-Baroque spirit. A mood of fantasy inspires a glamorous haute couture style with a contemporary interpretation of mythology. This daring and sensuous theme focuses on body-fitted

shapes made from ultra-sophisticated fabrics featuring extravagant and poetic details. The timeless elegance of satin, damask, transparent voile and lace in smoky shades convey a sensual and luxurious look. Dramatic bright satin effects are created from NILIT Britex yarn.

Urban Graphics.

Urban influences inspire bodywear that is a radical break away from the mainstream. Worn with rebellious attitude this daring streetwear style is based on a fusion of glamorous grunge aesthetics, graphic motifs, and recycled urban objects. Cool and trendy, the junior market takes its inspiration from the street by wearing modern assertive cuts and strikingly mismatched elements. An authentic natural handle and mélange effect are created from NILIT Arafelle yarn.

THE NILIT TRENDBOOK defines three trends for ACTIVE-SPORTSWEAR for SPRING-SUMMER 2011 with the accent on performance:

Discovery.

This trend emphasizes the desire to leave behind all constricting social anchors to live a healthy life and search for balance and wellbeing. Sports activities are in touch with nature and inspire a nomadic spirit. The need for authenticity continues to stimulate the imagination, mixed with fantasies of discovering lost worlds and the challenge of outdoor adventures of hiking and climbing. Ethnic motifs and wrapped layers team up for

a shanti yoga story. NILIT special performance yarns provide the perfect synergy between functionality and design.

Excellence.

This trend focuses on the drive to achieve excellence while displaying a noble attitude during competitive sports. Garments which boast function finesse and comfort focus on performance and easy-care to combine the best of sport with timeless elegance. Products focus on form and are designed like carved armor fitted on the body, while featuring elaborate ergonomic cuts and ornamental detailing. NILIT Aquarius yarn ensures moisture management, which remains effective even after repeated washings.

Metropolitan.

This dynamic trend focuses on protection and safety from extreme elements with special emphasis on high performance, functionality and support. Technically sophisticated products take their inspiration from the urban environment with shapes that are robust and precise. Angular cuts incorporate energetic geometric accents in steely colors with neon contrasts. To meet the global awareness of eco-friendly processes and create deep uniform colors, products are created using NILIT EcoCare recycled yarns.

www.nilit.com 

Tight Economy Sends More Business To Textile Center

As textiles manufacturers look for cost-savings options, the Textile Technology Center at Belmont has seen its revenue stream climb at a dramatic rate.

John Anderson, center director, told the advisory board last month, that earned revenue is on track to reach almost \$400,000 for the current fiscal year. The center earns revenue for its testing and prototyping services along with its training program.

Anderson said that in April, earned revenue reached \$56,000 and in May, revenue was \$51,800. These months represented the first time the earned revenue topped \$50,000 in the center's existence.

"As more companies learn about our services, our revenue picture gets brighter," Anderson said. He also credited the contributions of equipment from

Wellman Inc. which have enhanced the testing capacities.

Comparing current activities with that of previous years, Anderson noted that revenue is up about 32 per cent and hours of service has doubled. Several center personnel are contract employees who are paid strictly through earned income. The annual state appropriation of \$1 million supports training and administrative operations.

The center also is focusing on grants. A recent \$50,000 grant from the Z. Smith Reynolds Foundation enabled the center to promote cooperation among alpaca growers and acquire some equipment to process animal hair into yarns. The center was host for a conference attended by over 100 alpaca farmers and crafts persons in the spring.

Anderson told the board the center will push for acquisition of flammability test equipment and ring spinning frames for fine counts. He also outlined needs for up-graded software, mini-jet dyer, and other spinning and carding equipment.

Dan St. Louis, director of the Hosiery Technology Center and a member of the Textile Center Advisory Board, emphasized the cooperation between the two centers and the importance of their support roles.

St. Louis has noted that while the hosiery and textiles industries have sharply contracted during the recession, both provide employment for 100,000 North Carolinians, including makers of socks and pantyhose, knitted apparel, wovens and non-wovens, yarn manufacturers and spinning processors, and their vendors. **T**

Socks, Apparel Manufacturers Prepare For Outdoor Retailers

Made-in-America labels will prominent among socks manufacturers and marketers participating in the upcoming Outdoor Retail Show July 21 – 24 in Salt Lake City.

The event brings leading manufacturers of sports and outdoor products from around the world. Sponsors include major brands which are translated to socks, apparel and even equipment. Among them are Cotton Inc., Smart Wool, Nike, New Balance, and Smart Silver.

Among U.S. producers with manufacturing capabilities still in the country are Wigwam Mills, Darn Tough of Cabot Hosiery Mills, Fox River, Thorlo, Harriss and Covington Hosiery and Twin City Knitting which will be reaching out to thousands of international retailers.

Also in the exhibition arena will be Feetures! Hugh Gaither of Newton has expanded the line with color presentations and has launched a campaign with sports celebrities.

The management of the show said that a retailer survey indicated 86 percent of retailers found new suppliers and 76 percent wrote orders at the show. **T**



More Government Spending Brings Millions To Area Millsfrom page 7

Berry Amendment that the military is turning back to domestic sources? "I would like to think so," Bourdonnet responds.

"But if the military doesn't know what U.S. manufacturers are capable of doing, they are going to look offshore (for procurements)" she observes.

For apparel manufacturers and their suppliers, the return of government procurements also is welcomed. Sarah Friedman, director of SEAMS, the professional association for apparel producers, continues to put the spotlight on its 179 companies.

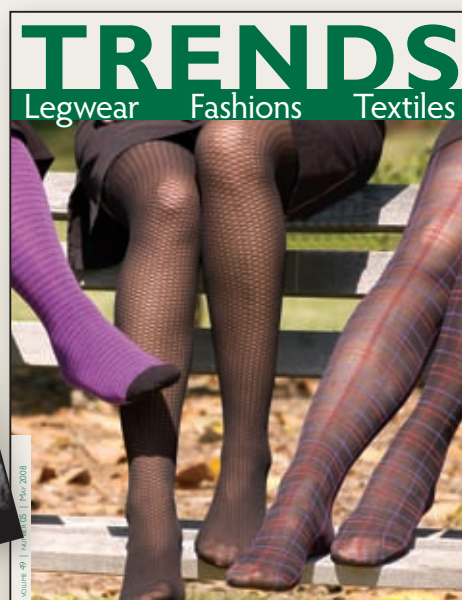
"There is a trend for more military buying from U.S. firms,"

she reported.

Friedman is equally passionate about U.S. companies returning to domestic manufacturers for apparel, among them Harley-Davidson Co. When one of her members was notified that he was losing Harley-Davidson business to an offshore manufacturer, an uproar followed. H-D people, at Friedman's invitation, attended a meeting where 38 companies submitted samples of clothing. Friedman believes that business will return to U.S. firms. **T**

TRENDS

Legwear Fashions Textiles



2009 Editorial Calendar

AUGUST

Marketing trends for textiles and hosiery supply chain. This entails steps to improve efficiency and deliveries and promoting new technologies in yarns and fibers.

SEPTEMBER

Coverage of the biannual MAGIC Show. Hosiery and Textile Technology Centers will analyze R&D activities. Yarn and fibers companies will be invited to report on developments adding value to their products. Holiday promotions will be evaluated.

OCTOBER

Ten months after a new administration takes over in Washington, we report on shifts in globalization. Is China still dominating global manufacturing or is the shift to the Caribbean and South America gaining traction. How is the supply chain responding?

NOVEMBER

Women hosiery fashions – sheer and socks – continue to be important to domestic manufacturing. How has technology changed this segment?

DECEMBER

Healthcare products represent the fastest growing segment in some textiles and hosiery companies. The aging of America's population and more sophisticated healthcare services are fueling this trend. The technology centers are helping companies integrate technologies into this market.