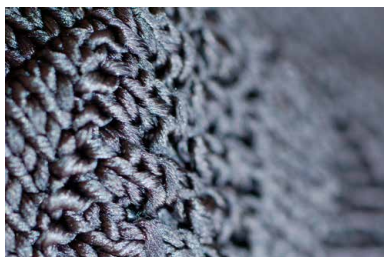


FEATURING  
AUTUMN/WINTER 2014/15  
COLLECTIONS

22<sup>ND</sup> EDITION  
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INTERNATIONAL TEXTILE EXHIBITION  
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# SPINEXPO™ NEW YORK

## 16-17-18 JULY 2013

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SPINEXPO™ is the indispensable meeting place for ready-to-wear brand manufacturers with collections of flat-bed and circular knits, wovens, hosiery and new warp seamless knits. The exhibition features fibres and yarns for knitwear, weaving and hosiery, as well as knitwear collections from the leading international knitwear manufacturers.

## Chinese Spinners Embrace the Best of Both Worlds

A decade ago, few leaders in the apparel industry would have predicted the high level of technical expertise, quality, and design sophistication we are seeing in China's knitwear business. While opinion once held that Italian and British knitwear were unsurpassed, recession in the West and compressed supply chains have resulted in a more level playing field. Today we are seeing exciting new alliances and collaborations between Chinese spinners and their European counterparts, which will serve growing Asian markets as well as the West.

"Chinese spinners are now at the level of Italian spinners, but we are always learning from them," explains Xiaotian Zhou, Director/General Manager of **Zhejiang Xinao Textiles**. Founded in 1991, this spinner of superfine Merino and cashmere began hiring Italian professional technical personnel to improve the company's spinning and dyeing as long ago as 2002, and last year bought venerable Italian cashmere spinner **Loro Piana**.





Based on collaboration rather than copying, this cross-pollination of design and manufacturing skills between Chinese and Western spinners will benefit their customers.



Manufacturing worsted and woollen fabrics, specialty polymer materials, and high-end worsted and cashmere yarns, Chinese textile giant **Ningbo Consinee Group** formed a joint venture with renowned Italian novelty spinner Lineapiu in 2005. Specializing in mohair, the Topline division became a model for the production and trade of yarns that are “designed in Italy, made in China.” In 2010 the joint venture was acquired and restructured by Consinee, with a new investment of USD 80 million.

Another example of China-Italian collaboration is that of **Jiangsu Lugang’s Lanificio La Malpenga** subsidiary. The Biella-based company’s two brands, Sinfonia and Armonia, are managed and designed by Italian designers and technicians, and produced in China. Several members of the team, were originally part of the Lineapiu / Topline Joint Venture.

**Ningbo Zhongxin Wool Textile Group’s** Vice General Manager, Bao Ma, agrees that while the machines and production in China are “first class,” there is an ongoing need for market intelligence on an international basis. The company’s design team pays close attention to trend inspiration from its customers and brands, as well as from Paris, Italy, and shows such as SPINEXPO. According to Mr. Ma, Zhongxin is open to developing an alliance with an Italian spinner.

First established in 1990 as Suzhou Jinxiang Spinning, **Yarns & Colors** is now an international spinner, dyer, and knitwear manufacturer selling to high-end customers in Europe, the US, and Japan. According to General Manager Carlo Marinoni, the company’s strength lies in its specialty yarns and fine counts. With offices in Biella, Italy and Taipei, Taiwan, the company’s design team keeps tabs on international trends, and develops two seasonal collections

and their own special colour card for SPINEXPO™.

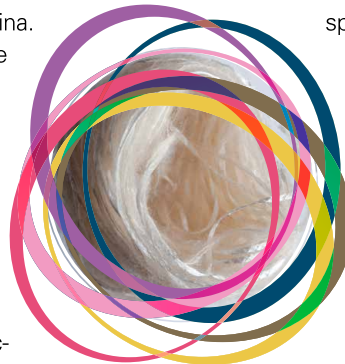
In 2009 one of the best-known British names in knitwear, Dawson International’s **Todd & Duncan**, became a subsidiary of **Ningxia Zhongyin Cashmere**. As China’s largest vertically integrated cashmere business, Zhongyin’s investment in maintaining the heritage and craftsmanship of Scotland-based Todd & Duncan, with the potential to accelerate its market share in

China and the West, has proven to be sound. According to Director Ning Zheng, Zhongyin’s future plans for the Todd & Duncan brand includes retail outlets in New York, with garments manufactured in China and Scotland.

Germany’s **Südwolle** was one of the earliest European spinners to invest in China, establishing **Yangtse Spinning in Zhangjiagang** in 1994. Two more spinning mills were added in 1998 and 2002, along with a dyeing factory in 2004. Today the world’s largest worsted spinner produces nearly half of its capacity of 21,000 tons of yarn in China.

Sharing administration, management, and production practices ensures that the yarns produced by Yangtse Spinning and Südwolle’s European production sites are standardized, with the same quality produced for the internal Chinese domestic, Asian, European, and American markets. “We are here in China with our customers, offering service and technical assistance,” explains Yangtse General Manager Manfred Heinrich.

Based on collaboration rather than copying, this cross-pollination of design and manufacturing skills between Chinese and Western spinners will benefit their customers. “This will be a very important business model for the textile field,” believes Donald Lok, pointing out that the collaborative model has worked successfully for the automobile industry and other businesses.



# PT JABA GARMINDO'S KNITWEAR COLLECTION FEATURES SHIMA SEIKI TECHNOLOGY



In an exciting presentation created for SPINEXPO™, knitwear manufacturer PT Jaba Garmindo will highlight knitting machinery supplier Shima Seiki's technology at the show's New York edition in July.

The level of sophistication of Asia's knitwear design and production has improved dramatically in a few years' time. This is in no small way due to the innovative machinery and software developed by Japan's Shima Seiki, allowing knitwear designers to create unique stitches, integrate multiple gauges in a single panel, and knit three-dimensional, seam-free garments in one-piece; and to develop virtual samples on the company's SDS-ONE APEX3 design system.

One of Shima Seiki's largest customers, Indonesia's PT Jaba Garmindo is the largest automated knitting factory in Asia, with over 1000 Shima Seiki flat knitting machines enhanced by Shima Seiki's ink-jet printers and APEX3 design system. "The capabilities of Shima Seiki's machinery help us to add value to our products by providing more interesting looks and unique twists to our sweaters," explains PT Jaba Garmindo's Director of R&D and US Representative Felice Gunawan Beckman.

"For example, a sweater using plain yarn is upgraded using Shima Seiki's multi-

gauge machine, which allows us to continuously change gauges within one sweater panel. Or, we can use Shima Seiki's ink-jet printing machine (SIP) to add a beautiful print. In addition, Shima Seiki continues to introduce new innovations and technology that help us to increase our efficiency and maintain consistent and high quality production."

**The SPINEXPO™ exhibit will feature highlights from PT Jaba Garmindo's collection for Fall/Winter 2014, as well as demos of Shima Seiki's SDS-ONE APEX3 simulation software technology, which will be based on Jaba's collection.**

**"Customers will be able to see the simulation, and at the same time compare it to the actual finished sample. We think it will be exciting for customers to see firsthand how this software can help in the design process across a variety of samples," says Mrs. Beckman.**

PT Jaba Garmindo's Fall/Winter collection is designed to be unique, smart, and wearable, according to Mrs. Beckman, pairing simple shapes with interesting stitches and yarns, and creating subtle plays on silhouettes and details. The company uses local yarns to showcase Indonesia's capabilities, as well as yarns from Japan and China, including a number of spinners exhibiting at SPINEXPO™. "I think that this collection will be exciting for buyers because they can see what an

Indonesian factory is capable of, and I think they will be pleasantly surprised. The general perception of Indonesian manufacturers is that we make only basic items; we want to use this collection to change that image," she enthuses.

**The Shima Seiki SDS-ONE APEX3 will be demonstrated at PT Jaba Garmindo's booth during the show.** The unique software system enables design teams to change out any number of elements in a sample design, viewing and sharing the results virtually, before sending the program to the knitting machine. Shima Seiki's knitting machines and design systems are used by a number of SPINEXPO's knitwear exhibitors, as well as by spinners to develop swatches or colour cards which highlight their yarns.

"Shima Seiki is delighted to be invited to showcase the capabilities of the SDS-ONE APEX3 system with PT Jaba Garmindo's collection at SPINEXPO™ New York," said the company. The exhibit will also include garments knit on Shima Seiki's new MACH2X 153 18L WHOLEGARMENT® machinery.

Please contact Mrs. Beckman at: [fgb@jabagarmindo.com](mailto:fgb@jabagarmindo.com) for further information or to schedule an appointment.



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Pre-register, check the exhibitors' list, prepare your trip!