



RESULTS

SPINEXPO™ NEW YORK

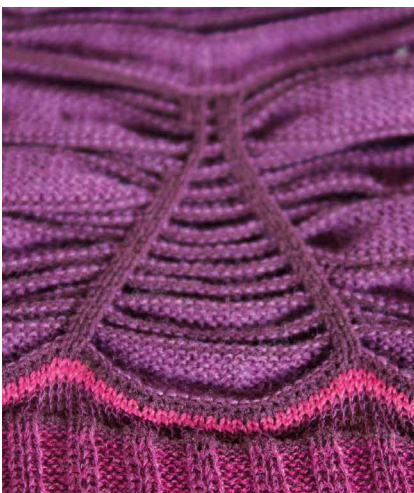
8TH SESSION

19-20-21 JULY 2016



AN EXTENDED OFFER: YARNS AND FIBRES, KNITWEAR MANUFACTURERS AND DESIGNERS.

S PINEXPO™ NEW YORK WAS HELD FOR THE SECOND TIME AT THE GREENPOINT, BROOKLYN NEW EXPO CENTRE, AND PRESENTED ITS 8TH SESSION IN THE U.S. THE SHOW HOSTED 75 EXHIBITORS AND WELCOMED 1232 VISITORS, A SLIGHTLY LOWER NUMBER COMPARED WITH THE PREVIOUS SESSION IN 2015, BUT WITH MORE VISITING COMPANIES AND MORE RE-ENTRIES (1641) COMPARED WITH THE PREVIOUS YEAR AND AN UNEXPECTED, BUT HUGELY SUCCESSFUL, THIRD DAY. WITH A RISE IN RE-ENTRIES, VISITORS WERE ABLE TO SPEND MORE TIME IN THE SHOW THAN PREVIOUS YEARS. DUE TO A DIVERSIFICATION OF THE DESIRED VISITOR PROFILE, SPINEXPO™ STOPPED CONDUCTING SEMINARS AS IT WAS FELT THAT THESE VISITORS DID NOT BRING BUSINESS TO THE EXHIBITORS.



The feedback from buyers has been that the U.S. has experienced a reasonably good retail environment in 2016, due to a significant drop in unemployment and a gradually improving economy. However, due to the uncertainty in the current presidential election year, consumers still remain cautious.

In general, store traffic is down 40% but specialty stores offering a more diverse and higher quality product, are able to attract consumers. The discount department stores, offering further lower discounts are stable, but companies caught in the middle face very stiff competition from abroad. In efforts to cut costs, top level positions are being terminated and stores are closing. Our visitors, who remain at their jobs, are now more overloaded due to being short staffed and are anxious for their job security. As a result, our visitors are relying more and more on SPINEXPO and working closely with their existing supplier base to help them find a means to add value to their product ranges.

Despite the lagging global economy, the high quality market is still strong and results were similar to Paris SPINEXPO™, with excellent visiting companies. The participants



from New York came in larger numbers per company compared to the Paris show, as business in U.S. concentrates on vertical companies instead of couture or designer brands.

The exhibition was very successful for the established international export driven exhibitors who drive their own business development out of the far-east, plus in conjunction with their own offices in NYC, or strong U.S. based agents. This is not a time for newcomers to “try the market” as the current global climate does not call for change or addition of suppliers. Retail brands and consumers are still chasing “Reliability & Consistency”; this remains the key message.

It underlines that when starting to prospect the U.S. market, one needs to know that a disappointed client is a client lost for a long time. Penetrating the U.S. market is challenging, taking time and effort in order to achieve results.

SPINEXPO™ is now well renowned as a textile show that has a skill in forecasting trends with innovative ideas in multiple directions. SPINEXPO™ is a source of immediate business and innovation for its visiting companies. With hundreds of innovative and trend appropriate stitches presented across five trend stories, visitors were able to touch, photograph and examine how different techniques have been produced; whether hand crocheted, knitted on a hand flat or knitted on one of the latest computer knit machines. This has been a key factor to the visitor experience in that they can be inspired but also develop their own understanding of new and old structures alike, by handling the textiles on offer.

SPINEXPO™ presented an activewear trend area, with innovations created by Eva deLaat in cooperation with Santoni Shanghai. This selection of trends has been embraced by many activewear brands and a variety of exchanges took place between stylists working for SPINEXPO™ and top level brands. A presentation of a number of stylists coming from different countries and continents completed the trend presentation, together with swatches and developments from independent swatch studios, mixed with spinners' developments.

Our strategy for the next session is to concentrate on exhibitors who have a real presence in the host country and to further engage with spinners from a wide variety of nationalities, making SPINEXPO™ more international, a direction that will also apply to the Paris show.

VISITORS BY OUTLET

Knitwear Manufacturers	19.08%
Garment Manufacturers	14.33%
Trading Companies (Garment)	4.97%
Trading Companies (Yarns)	3.49%
Spinners	1.61%
Sourcing Office	7.66%
Design Office	33.90%
Department Store, Wholesaler, Retailer, Agent	9.36%
Press	1.03%
Others	4.57%

Dates for SPINEXPO™ New York 2017: 18-19-20 July 2017

VISITORS SPINEXPO™ NEW YORK DAY 1

Total: 467

VISITORS SPINEXPO™ NEW YORK DAY 2

Total: 1 055 (Re-entries: 657)

VISITORS SPINEXPO™ NEW YORK DAY 3

Total: 884 (Re-entries: 517)

VISITORS BY PRODUCTS

Flat Bed knit (sweater)	34.24%
Knitted fabrics (outerwear)	15.06%
Knitted Fabrics (lingerie/underwear)	5.93%
Circular Knit (garment/hosiery)	6.19%
Weaving (clothing fabrics)	13.89%
Weaving (home textile)	4.27%
Socks/Gloves/Hats	8.80%
Lace/ribbons/embroidery	5.61%
Technical end-uses	6.00%

ALABAMA	0.43%	NORTH CAROLINA	1.28%
ARIZONA	0.87%	OHIO	2.16%
CALIFORNIA	1.80%	PENNSYLVANIA	3.12%
CONNECTICUT	1.08%	RHODE ISLAND	0.43%
GEORGIA	0.43%	SOUTH CAROLINA	0.43%
ILLINOIS	0.44%	TEXAS	1.30%
MAINE	0.87%	UTAH	1.30%
MARYLAND	0.59%	VERMONT	0.43%
MASSACHUSETTS	1.95%	VIRGINIA	0.44%
MINNESOTA	1.30%	WASHINGTON	1.73%
NEW JERSEY	2.01%	WISCONSIN	0.54%
NEW YORK	75.07%	Foreign visitors	95

AN EXTENDED OFFER: YARNS AND FIBRES, KNITWEAR MANUFACTURERS AND DESIGNERS.

save
the
dates
2017



SHANGHAI
FEBRUARY 28
MARCH 1-2
N° 1099 GUOZHAN RD
PUDONG - SHANGHAI

PARIS
JULY 3-4-5
34 QUAI D'AUSTERLITZ
75013 PARIS

NEW YORK
JULY 18-19-20
79 FRANKLIN STREET
BROOKLYN - NEW YORK

COMPANIES VISITING SPINEXPO™ NEW YORK



10 FEET TALL	BONTON / RUFF HEWN	ELI TAHARI	IN CASHMERE
2N3D	BRANT YARNS	ELIO	INHABIT
3.1 PHILLIP LIM	BROOKS BROTHERS	ELIZABETH AND JAMES	INSIDE FASHION
3 KEYS DESIGN	BS CLOTHING	ELLA MURRAY DESIGN	INSTANT KARMA
525 AMERICA	BUCKLE BEE	ELLIOT LAUREN	INTERLOOP NORTH AMERICA
A'BOUT DESIGN CORP	BURBERRY	EMI-G KNITTING	ISABEL SOLE
ABERCROMBIE & FITCH	CABLE & GAUGE	EMILY KELLER	ISLEFIELD
ACID AND TENDER	CALVIN KLEIN	EMILY WATERS	ISN'T IT ARANIC
ACME DESIGN NEW YORK	CALYPSO ST BARTH	EMMA FREEMAN	ISY & KI
A DURRANT DESIGNS	CARDIGAN	EQUALS 4	ITC ACCESSORIES
AEO	CARLISLE ETCETERA	ES SUTTON	J MCLAUGHLIN
AEROPOSTALE	CATHARINE LOVER	ESTHER YUN MANCINI LLC	JACK SPADE
A-GIRL'S	CATHERINES	EUGENIA KIM	JADE ASIA LIMITED
ALEX MILL	CEJON / STEVE MADDEN	EVERLANE	JADE SAPPHIRE
ALFRED DUNNER	CHAMPION	FABRIC TO FINISH	JASON SCOTT
ALICE + OLIVIA	CENTRAL PARK WEST	FAITH FASHION	JC PENNEY
ALLIANCE KNITTERS	CHARLES KOMAR & SON	FASHION SNOOPS	JCREW
ALPACA YARNS NY	CHARTER VENTURES	FLAG & ANTHEM	JEAN BOLAND DESIGN
AMELOTTE INTERNATIONAL	CHENGDA INTERNATIONAL NY	FLEXKNIT	JEANNE PIERRE ORIGINALS
AMERICAN ATTITUDES	CHINA TEXTILE	FLOREAL KNITWEAR	JENN KUZARA
AMERICAN EAGLE OUTFITTERS	CHIKIMIKI	FME DESIGNS LLC	JET CORP
AMERICAN WOOL COUNCIL	CHILEWICH / SULTAN	FRANCIS INTERNATIONAL TRADING	JETRO
AMERICAN WOOLEN COMPANY	CHRIS ARLOTTA ENTERPRISE	FRED HASSON DESIGN	JIA COLLECTION
ANALOGUE KNITTING	CHRISTOPHER FISCHER	FRINGE SOCIETY STUDIO	JOE FRESH
ANAM WEAVING MILLS	CHUKE CREATIONS	FRC GLOBAL GROUP	JOHN VARVATOS
ANDREA AUSTIN	CIPRIANI ACCESSORIES	FULL BEAUTY BRANDS	JOYAUX MARISOL
ANDREW APPAREL	CLASS JEWELRY ACCESSORIES	FUSE PRODUCTIONS	JUICY COUTURE
ANKE LOH	CLUB MONACO	GAP	JULIA KNIT
ANN YEE	CM DESIGN STUDIO	GAUGE BY DESIGN	JUSTICE
ANN INC	COACH	GBG SOCKS	JUST IN TIME SOLUTION
ANN TAYLOR	COLOR-TEX	G & C	KAM HING
ANTHROPOLOGIE	COFIL	GCE INTERNATIONAL	KASHION
AQUARELLE CLOTHING	COLORTEX GLOBAL	GENERATION LOVE	KATE CIRELLA PHILLIPS
ARIEL RUVINSKY PROJECT STUDIO	COMBINED INTEREST	GENOA SWEATERS	KATE SPADE
AR2AR	CONTEMPO C2	GIA JOHN	KAYSER-ROTH ORATION
ARROW	CRYSTAL GROUP	GIGI DESIGN	KBL GROUP INTERNATIONAL
ARTISAN KNITS	CSCO LLC	GH BASS & CO	KEAVENEY
ASCENA RETAIL GROUP	CULLEN	G-III	KENNETH COLE
ASIATEX TRADING	CUSHIE B	GLOBAL BRANDS GROUP	KILLER INSTINCT
ASRON SOMMERS STUDIO	CYRUS KNITS	GLORY APPAREL	KIN
ASTARTE STUDIO	DAWSON FORTE	GMC MERCANTILE	KNITTINGINDUSTRY.COM
AT LAST SPORTSWEAR	DEARFOAMS	GMPC, THE ACCESSORY COLLECT.	KNITWORKS PRODUCTIONS
ATHLETA	DEBORAH NEWTON DESIGNS	GOOD OMEN NYC	KOHL'S
ATM	DELTA GALIL	GRACEMAR INTERNATIONAL	KOIGU WOOL DESIGNS
AUTUMN CASHMERE	DEREK LAM	GRACIE DESIGN STUDIO	KOKUN
AYR	DEMYLEE	GREATS	KOMAR
BADAR PROCESSING	DERRICK OLS	GRB	KOMAR SOURCING
BAMBI ORBAN	DESIGN HISTORY	GREY STATE APPAREL	KOOTENAY
BANANA REPUBLIC	DIAMOND TEXTILES	GRINBELT	KRD IMPORTS
BARSOUMAIN ENTERPRISES	DKNY	HABITAT	KRIMSON KLOVER
BEA	DOFFER BOYS	HAIKU	LA LIGNE
BECKEN	DONEGER GROUP	HAMPSHIRE GROUP	LA MAISON SIMONS
BELFORD	DOROTHEA KNITTING MILLS	HAND KNITS PTY	LABEL + THREAD
BELK	DREAM CATCHER	HANKS CLOTHING	LAHOYA ENTERPRISE
BEREK	DRESS BARN	HARUMI MOMOTA	LANA FASHIONWEAR
BERKLEY TRADING	DRUID (FANATASY NAME)	HAUTE HIPPIE	LANDS END
BERNARD CHAUS	DUBSEO	HEATHER SCHON LEE	LE PETIT WHISKY
BERNETTE	DUSK	HELMUT LANG	LEE AVANT DESIGNS
BESPOKEN	DZ GROUP	HILLARY BURKE GLENN DESIGN	LEE-LIM
BIBELOT NYC	ECHO DESIGN	HMS PRODUCTIONS	LEGWARMERS BY BEX
BIOWORLD MERCHANDISING	ECONOCRAFTS	HOLLISTER	LELA
BIRCH FASHION	ED LLC	HOMMARD	LENOR ROMANO LLC
BLUE MORPHO	ELANIS	HOUSE OF MAI	LEO & SAGE / LILLA P
BLUE MOUNTAIN FARMS FIBER MILL	ELATION INTERNATIONAL	IDG	LEOTA
BOMBAS SOCKS	ELEVEN SIX	IMAX	LETY'S FASHIONS

COMPANIES VISITING SPINEXPO™ NEW YORK



LEVI STRAUSS & CO	NUFAMI	ROBINSON RHODES	THE ORVIS COMPANY
LF AMERICAS	NIKE	RONNY KOBO	THE RARE CREATURE
LI & FUNG	NILI LOTAN	ROOTS CANADA	THE DIRECT SOURCING GROUP
LIAMOLLY	NORISOL FERRARI	ROSETTA GETTY	THE DONEGER GROUP
LILLY PULITZER	NORTH AMERICAN HOMES	RUBY ROAD	THE KASPER GROUP
LION BRAND YARN	NSSB HK	RUFF HEWN	THE LUXE GROUP LLC
LISA INTERNATIONAL	NYAG	S.SENSE	THE MENS WEARHOUSE
LISA MILLER DESIGNS	NYC ALLIANCE	SALTY INC - DESIGN HISTORY	THE ROW
LIU SUN ENTERPRISES	OLGREM LLC	SANFORD DESIGN	THE SG COMPANIES
LL BEAN	OHLIN/D	SATO SENI USA INC	TIBI LLC
LMK GLOBAL DEVELOPMENT	ONE JEANSWEAR GROUP	SAVE KHAKI UNITED	TJX COMPANIES
LOFT	ONU	SCOTTEX GLOBAL	TO GLORY
LOMAGLIA	OPENING CEREMONY	SEAN JOHN- GBG	TODD SNYDER
LORD & TAYLOR	OSCAR DE LA RENTA	SERITEX	TOM SCOTT STUDIO
LOU & GREY	OST	SG COMPANIES	TOME
LUCIA CAMMILLI KNITWEAR	OVADIA & SONS	SHANGHAI KING SAIL INDUSTRIAL	TOMMY BAHAMA
LUCKY BRAND	OXFORD COMMA	SHANGHAI TONHLI TEXTILE	TOMMY HILFIGER
LULULEMON ATHLETICA	PACIFIC UNION GROUP	SHAOXING LIANAO WOOL TEXTILE	TORY BURCH
LUTHAI TEXTILE	PAQU	SHEEP SHOPPE	TOTOKAEL0
M PATMOS	PAOLA HERNANDEZ	SHENGDA	TOYOBO
M. RENA	PARKER	SHIMA SEIKI USA INC	TRACEY KNITS
MA'ALILI DESIGN LLC	PARKHURST KNITWEAR	SHINWON	TRAMP INC
MAB	PCY	SID MASHBURN & ANN MASHBURN	TRIBAL
MACY'S	PENINSULA KNITTERS	SIMONS	TRIPLE FASHION CORPORATION
MADISON 88	PENNY LANE PRODUCTIONS	SIMPLY KNITTING MILLS	TWP
MAGASCHONI	PERRY ELLIS INTERNATIONAL	SMC DESIGN	TX INADTITUTE
MAGNAPORT INTERNATIONAL	PERUVIAN CONNECTION	SOCK & ACCES. BRANDS GLOBAL	UKL ENTERPRISE
MAKER & COMPANY	PGFG	SOFIA CASHMERE	UN:DO
MALIBU ROAD	PHELAN	SOH LLC	UNDER ARMOUR
MARCELLAMODA	PHIFER	SOHO PUBLISHING	URBAN OUTFITTERS
MARGARET O LEARY	PLYKNITS	SOURCING AND PRODUCTION NYC	USAGDEV
MARUBENI	POLO RALPH LAUREN	SOUTH ASIA KNITTING FACTORY	VANCE ENTERPRISE
MB SPORT	PORTFOLIO PREMIUM BRANDS	SOUTHERN TIDE	VAUTE
MCB FASHION KNIT ACCESSORIES	PORTS	SOVEREIGN YARN CO	VERRAZANO ENTERPRISES
MDL	POWER CO LTD	SPENCER VLADIMIR	VERTICAL DESIGN
MEN'S WEARHOUSE	PRANA	SPINRITE	VICTORINOX SWISS ARMY
MERYL DIAMOND	PRETTY GIRL FASHION GROUP	SPORTIVE	VICTORYNE INC
MICHAEL KORS	PROENZA SCHOULER	SRK INTERNATIONAL	VINCE CAMUTO
MICHAEL SIMON	PROGRESSIVE GLOBAL	SS-T	VINEYARD VINES
MICHAELS STORES	PROJECT	ST. JOHN KNITS	VIVI APPAREL
MICHAR LLC	PURL POINTE	STANDARD MERCHANDISING	VOZ
MICHELE MARRONE	PURL SOHO	STELLA VEE CREATIONS	WEARBEST SIL TEX MILLS
MICHI KNITWEAR LLC	PVH	STEVEN ALAN	WEATHERPROOF VINTAGE
MILANO TREND	PYA IMPORTER	STO"	WENDELBORN
MILLY	QUINN	STOLL KNIT RESOURCE	WGSN
MILLMA Y QAYTU	R. MEN	STUDIUM	WHITE HOUSE BLACK MARKET
MILOTRICOT CONSULTANT	R13 DENIM	SUJATA	WHITE + WARREN
MINNIE ROSE	RACHEL ROY	SUMMIT RIDGE CORP	WOL HIDE
MMLAFLEUR	RAFFI	SUNDANCE CATALOG	WOOLMARK AMERICAS
MOSES GAUNTLETT CHENG	RAG & BONE NEW YORK	SUNRISE BRANDS	WORLDWINDOWS
MOYA DONNELLAN DESIGN	RALPH LAUREN	SUSAN GUAGLIUMI	WR9000 CORP
MUTO PLANNING	RALSEY GROUP	SUSANA MONACO	WWD
NAADAM CASHMERE	RDG GLOBAL	SVEE	XCEL BRANDS
NAMESON GROUP	REBECCA TAYLOR	SWEET BOSS CLOTHING	YUCHEN ZHANG STUDIO
NARISO RODRIGUEZ	RED MOON	TACEY NICOLE DESIGN STUDIO	ZACHARY PRELL
NATION DESIGN	REEBOK	TAHARI ASL	ZADY
NEO-CONCEPT INT'L	REGENT-SUTTON	TALBOTS	ZERO TRADERS
NEW BALANCE	REIKO WAISGLASS DESIGN STUDIO	TARGET	ZOECLARK CO
NEW CENTURY YARNS	RELAIS	TEXOPS	
NEW FORM PERSPECTIVE LLC	RENFRO CORP	TEXTILE DESIGNS	
NEW YORK KNITTING	REUNITED CLOTHING	THAKOON	
NEWCOUTURE	RG BARRY	THE AMERICAN KNITTING CO	
NYC ALLIANCE	RHONDA MILLS KNITWEAR	THE APPAREL GROUP LTD	
NIC + ZOE	RMC USA	THE CHILDREN'S PLACE	
NICOLE MILLER	ROBERT GRAHAM	THE ECHO DESIGN GROUP	
