Business Week
09 Oct - 15 Oct

Sales increase at JoS. A. Bank Clothiers

09 Oct 2006

Casual wear, sportswear, footwear and apparel company JoS. A. Bank Clothiers, Inc. has posted a sales increase of 14.4% for the month ended September 30 to $46.1 million compared with $40.3 million in September 2005. Comparable store sales increased 2.7% compared with an increase of 12.9% in September 2005.

Total sales for the eight months ended September 30 increased 16.9% to $308.5 million compared with $263.8 million in the comparable prior year period. Comparable store sales increased 5.2%.

4.2% increase in September sales at Pacific Sunwear

09 Oct 2006

US specialty retailer of apparel, accessories and footwear Pacific Sunwear of California, Inc. has reported that sales for the five weeks ended September 30 were $118.4 million, an increase of 4.2% over sales of $113.7 million during the same period last year. Same-store sales decreased by 2.4% during the period.

Sales for the first 35 weeks of 2006 were $900.8 million, an increase of 2.5% over sales of $878.5 million for the same period last year. Same-store sales decreased 4.7% during the same period.

American Eagle Outfitters posts September Sales of $233.4 million

09 Oct 2006

Apparel, footwear and swimwear retailer American Eagle Outfitters, Inc. has posted a sales increase of 26% for the month ended September 30 totalling $233.4 million compared with $184.8 million for the month ended October 1, 2005.

Total sales for the year-to-date thirty-five week period ended September 30, increased 17% to $1.635 billion compared with $1.395 billion for the thirty-five week period ended October 1, 2005.

Huntsman establishes centre of excellence for exhaust processing of textiles

09 Oct 2006

US-based manufacturer of differentiated and commodity chemicals Huntsman's Textile Effects business segment recently established a centre of excellence for exhaust processing in the Liberec, Czech Republic. The centre provides customers with state-of-the-art service and development support at all stages of exhaust processing, including pre-treatment, fluorescent whitening, dyeing and finishing.

"The Centre of Excellence for exhaust processing will allow us to bring together our comprehensive know-how in exhaust application technology and provide our customers with strong and efficient technical backing, particularly expertise in integrating dyes and chemicals," said Michael Effing, head of Textile Effects, Region Europe.

Textile Effects develops, produces and markets high-tech dyes and chemicals designed for exhaust processes and for new, technically advanced short-liquor dyeing machines. New concepts currently being developed are scheduled for release later this year.

Montane adds new fleece with Polartec to range

10 Oct 2006

Performance outdoor clothing company Montane has added a new fleece to its range using high-tech, breathable fabric Polartec.

The Montane Panther Jacket is designed specifically for women and uses Polartec Wind Pro for a high warmth to weight ratio. On the inside, long brushed fibres trap air, are high-wicking, and are comfortable next to the skin. Dryactiv Stretch panels allow greater movement.

Flagship Perry Ellis store opens in Miami

10 Oct 2006

Casual apparel, activewear and swimwear designer Perry Ellis International has unveiled its flagship store in Miami, Florida. The store will offer apparel, shoes, accessories and fragrance for men.

The store will also carry a unique product assortment of the three brand lifestyle occasions: dress, city, and dress casual. The grand opening weekend will be October

13–15 and will include a fashion show.

New management for ispovision

10 Oct 2006

International trade show for premium sportstyle ispovision has a new project manager, Sevil Özlük. Ms Özlük, who is from Stuttgart, Germany, completed her training as an advertising merchant at the Karstadt Department Store chain and was marketing director of clothing company US40 and the Maier Sports Group.

She was recently project manager for the FIS Cross-Country Skiing World Cup in Düsseldorf.

In addition to her new role, Ms Özlük is community manager for ‘sports & style’, the former sportswear area of ispo and is responsible for all textile halls at ispo. Sportswear ispo, now called ‘sports & style’, has been redesigned and will be presented for the first time at ispo winter 2007.

Everlast adds Mexican license for branded bags

10 Oct 2006

Manufacturer and licensor of sporting goods, apparel and footwear Everlast Worldwide Inc. has expanded its licence with Slace, S.A. de C.V. of Anahuac, Mexico to include Everlast-branded sport bags, duffels and back packs in Mexico.

Slace has been the Mexican licensee for athletic and casual footwear since 2004, and in October 2005 it also became the licensee for watches. The new Everlast sport bags, duffel bags and back packs will launch next year.

New men’s collection from Sixty

10 Oct 2006

Dubai-based fashion retailer Belbadi Fashion has introduced its denim- and leather-focused Sixty's autumn/winter 2006 collection for men.

Its Fashion Campus theme incorporates blazons and crowned eagles in gold to add a rich look to dark materials as well as its blue-blooded denim, which has been subjected to new washes and treatments. The denim is rugged, brown and 'dirty' and has been toughened with heat printed leather detail. These can be teamed with jackets in washed, brushed and treated leather for a gritty finish.

Its Night Flight Theme is mainly black and white and includes smart bags and slim jackets in shiny black leather. The denim pieces are also black and have been teamed with metallic fabrics and embroidered shirts. The Supreme Collection includes the eagle motif and features denim combined with leather, embroidery and rivets.

JCPenney introduces new brands from Liz Claiborne

10 Oct 2006

US-based retailer J. C. Penney Company, Inc. and apparel, accessories and fragrance designer Liz Claiborne Inc. have launched Liz & Co. for women and Concepts by Claiborne for men to be sold exclusively at JCPenney from spring 2007.

Liz & Co. features a range of casual sportswear, along with handbags and fashion jewellery and accessories. The Concepts by Claiborne line will feature casual sportswear as well as a collection of suits, suit separates, dress pants, dress shirts, neckwear, belts and outerwear.

New flame retardant for polyester, cotton and blends

10 Oct 2006

US-based chemicals company Huntsman’s Textile Effects business segment has launched a new flame retardant for polyester and cotton and their blends. Flovan CWF is also said to leave treated textiles with a soft hand.

The patent pending product contains phosphorus and nitrogen and is free of halogen. Applied by padding, Flovan CWF is said to be compatible with selected polymers, fluorochemicals and softeners. It is suitable for products such as curtains, mattresses, technical textiles, automotive applications and construction materials.

Hartmarx appoints group president of HMX Sportswear

11 Oct 2006

US manufacturer of casual, golf and corporate apparel Hartmarx Corporation has named Eric Prengel group president of HMX Sportswear, effective October 9. Reporting directly to Hartmarx chairman and chief executive officer Homi Patel, Mr Prengel will oversee the company's wholesale sportswear lines. He succeeds Jay Friedman.

He joins the company from Marc Ecko Enterprises, where he was senior vice president of Sales and Strategic Planning. He has also worked as vice president of Planning at Polo Ralph Lauren, national sales manager and director of Planning at Kenneth Cole Sportswear and senior planner at J Crew.

11,119 foreign visitors at Mod'Amont

11 Oct 2006

The 22nd session of Mod'Amont welcomed 18,071 visitors, including 11,119 foreign visitors (61.5%). 260 international exhibitors, including 21 new exhibitors, participated. The event included seven fashion forums, including Dresscode, a new forum dedicated to men's trends.

There was an emphasis on natural materials, including wool, fur and leather and designs were simpler with purer outlines, neat contours, and geometrical compositions.

Two trends for accessories were featured: shining spangled and raw natural. Gold and silver were shown alongside jute, hemp and polished cotton.

New labelling trends were also exhibited with cut out shapes, metal-plating and unpressed leather shown as ways of increasing originality.

Fashion for furs was slim and reversible with short hair and shaved furs. Leather belts were almost as large as mini-corsets, including small pockets and rings.

The next session will take place February 20-23, 2007.

Rohm and Haas launches new initiatives

11 Oct 2006

US-based specialty chemicals company Rohm and Haas Company has introduced a set of strategic initiatives designed to accelerate growth and enhance profitability.

These initiatives include: a strategic realigning of the company into three business groups (electronic materials, specialty materials and performance materials); increased allocation of resources to emerging markets, such as Asia and Central and Eastern Europe; a sharper focus on aligning innovation efforts with the specific, often local, needs of customers around the world; stronger emphasis on recruitment and deployment; and more proactive portfolio management.

Gap collection to help eliminate AIDS in Africa

11Oct 2006

Clothing and accessories retailer Gap, Inc. has introduced Gap (Product) Red—a new, limited collection for men and women designed to help eliminate AIDS in Africa. Half of the profits from sales from the collection will go to The Global Fund to finance programs that help women and children affected by HIV/AIDS in Africa. Founded by Bono and Bobby Shriver, Red is an initiative that unites the private sector of business with the buying power of the public in an effort to generate a sustainable flow of private sector funds towards the fight against AIDS in Africa. RED is teaming up with some of the world's best known brands including Gap, Converse, Emporio Armani and Motorola to achieve this aim.

Gap, which first offered a line of Gap (Product) Red t-shirts in the UK earlier this year, has a five-year commitment to the initiative. The assortment of more than forty items includes t-shirts, skinny jeans with red stitching for women and leather jackets for men. A vintage-style t-shirt from the collection is being manufactured in Lesotho, Africa, from 100% African cotton.

To celebrate the launch a new advertising campaign has been introduced featuring images of Steven Spielberg, Penelope Cruz, Christy Turlington, Don Cheadle and Mary J. Blige photographed by photographer Annie Leibovitz.

GTXC to provide personal GPS devices to governmental security agencies

11 Oct 2006

Personal Location Services (PLS) company GTXC has signed a licensing agreement aimed at providing miniaturised, waterproof personal tracking devices to governmental security agencies and consumer maritime enthusiasts. The company develops miniaturised personal GPS tracking technologies including shoe-based satellite tracking products.

The licensing relationship was entered into with California-based, sales and distribution company specialising in maritime technology for government agencies and consumers A-Trax, Inc.

Over 400 exhibitors at Eid Festival 2006

11 Oct 2006

The 20th edition of the annual Eid festival, held in Oman, October 24 - November 1, is to host over 400 exhibitors.

The festival will feature hundreds of products from Oman and from other parts of the world including ready-made garments, handicrafts, shoes and bags and furniture.

This year, in addition to a strong presence of Omani companies, there will also be many exhibitors from China, Singapore, Iran, India, Pakistan, Thailand, Jordan, Egypt, Yemen, Syria, and the UAE.

European Grant for TenCate Digitex Project

11 Oct 2006

Dutch specialty chemical company TenCate has reached an agreement with the European Commission on the Digitex project it submitted. The project relates to the technological development of digital textile finishing, which enables functional characteristics, such as fire resistance and self-cleaning properties, to be applied to fabrics. It is hoped this digital technology will also make it possible to develop new applications for textile materials and to achieve advantages relating to processes, which will increase the competitiveness of the European textile industry.

A significant additional advantage is the reduction of environmental impact and energy costs. One characteristic of the textile industry in general is its large-scale consumption of water and the costs that this entails. Even though environmentally-friendly chemicals are already being widely used within the sector, the costs involved in doing so will also be reduced as a result of the project.

This innovation project comes within the framework of the Europe-wide promotion of innovation in small- and medium-sized enterprises.

In this project TenCate is acting as the initiator and coordinator of 26 partners (ten universities and 16 companies). The total budget for the project is €12.7 million, for which €6.8 million will be received in subsidy. The timescale is four years.

On the one hand, the project will focus on the development of hardware and software, enabling the surface treatment of textile materials for finishing processes on a nanoscale. On the other hand, developments will be set in motion that are aimed at expanding the technology to new areas of application in the market.

Increased sales at Lotto Sport Italia in first half

11 Oct 2006

For the six-month period ended June 30, sales of Italian footwear and technical clothing company Lotto brand products reached €132.5 million compared with €117.7 million in 2005.

After a prolonged period of stability, the market in Italy recorded a growth rate of +5% and represents 28% of total sales.

The sales increase was influenced by positive results both in Europe, which increased +14% as a whole, and in Asia and the American continent, which grew +18% altogether.

A boost was received not only from Mediterranean countries—the Italian company's core business—France (+6%) and Spain (+10%), positive results were also obtained from some Northern European markets such as Germany (+27%), Holland (+93%) and Austria (+64%).

Strengthening of the distribution network brought about growth both in Eastern Europe, led by Romania (+48%) and Serbia (+224%) and in Africa-Middle East with Algeria (+129%) and Saudi Arabia (+25%).

In terms of product assortment, apparel accounted for 56% of sales, shoes accounted for 40% and the remaining 4% of sales were from accessories. The greatest growth was recorded in apparel sales (+14%) due to an expansion in the leisure sector in a number of markets.

Among the company's core business, football is its most successful sector (+20%), particularly as a result of its World Cup project and laceless football boot Zhero Gravity.

The running sector is also on the rise (+24%), and the entire leisure time sector is also up (+7%), which represents almost half of sales.

A new license agreement signed with Pro Italy Mark for the Mexican market has helped the company's internationalisation strategy to move forward.

Ross Stores to acquire 46 stores from Albertsons

12 Oct 2006

California-based apparel, accessories, footwear and home fashions retailer Ross Stores, Inc. has reached an agreement with retailer Albertsons LLC to acquire 46 Albertsons real estate sites in California, Florida, Texas, Arizona, Colorado and Oklahoma. Along with other new stores already planned for fiscal 2007, the acquisition of these properties will put the company's projected total unit growth in the range of 11% to 12% for the year ending February 2, 2008.

Ross will take possession of some of these sites as soon as November, with estimated openings beginning as early as March 2007.

Mossimo signs license agreement with Falabella

12 Oct 2006

California-based apparel, footwear and accessories company Mossimo, Inc. has signed a license agreement with Falabella, a South America department store chain. Falabella will exclusively carry Mossimo in their stores in Chile, Argentina and Peru and soon in Columbia.

Mossimo goods available at Falabella stores will include

formal and casual men's and women's apparel, footwear, accessories, small leather goods, watches and fragrance from spring 2007.

Iconix Brand Group, Inc. has signed a definitive agreement to purchase Mossimo, which is anticipated to close this year.

Puma launches v1.06 MISL Match Ball

13 Oct 2006

Sportswear brand Puma North America has entered into a four-year partnership with the Major Indoor Soccer League (MISL) as the official ball supplier. The company will launch the technically advanced v1.06 MISL match ball that is said to deliver more speed, a truer flight, better rebound and improved control. Designed for indoor play, the ball has an added internal layer allowing for 20% less bounce than its traditional outdoor counterpart.

Puma will also will produce the MISL Replica ball, Mini ball and supply the Official MISL Camp ball. It will become the exclusive title sponsor of the annual MISL Scoring Champion Award. The company will hold the rights to the league's team badges, allowing for the creation of replica-influenced product in the coming seasons.

The v1.06 MISL will make its official debut in early November. Puma will also become the official uniform and team apparel provider for the Detroit Ignition beginning in the 2006–07 season.

The MISL represents the major league of professional indoor soccer, featuring soccer players from 32 countries around the world.

New CEO of LVMH and chairman & CEO of Donna Karan

13 Oct 2006

France-based luxury goods company LVMH Moët Hennessy Louis Vuitton has appointed Mark Weber CEO of LVMH, Inc. (US) and chairman and CEO of Donna Karan International (DKI). Mr Weber will also have operational responsibility for Thomas Pink worldwide and has been named a member of the LVMH Group executive committee.

At DKI, Mr Weber succeeds Jeffry Aronsson, who has been president & CEO since November 2003.

Messe Frankfurt appoints new VP, Textile Fairs

13 Oct 2006

Olaf Schmidt has been named vice president responsible for the Textile Fairs Core Area of Competence of Messe Frankfurt GmbH.

He will take over from Stephen Kurzawski who has been acting vice president of the Textile Fairs division in addition to his operational duties. Mr Schmidt has experience in both the home and technical textiles fields and was sales director of Rohi Stoffe GmbH.

AATCC sponsors Journal of Engineered Fibers and Fabrics

13 Oct 2006

The American Association of Textile Chemists and Colourists (AATCC) has joined founding partners Association of the Nonwoven Fabrics Industry Inda, Technical Association of the Pulp and Paper Industry TAPPI and The Fiber Society as a sponsor of the Journal of Engineered Fibers and Fabrics.

The new journal publishes research on all aspects of fabric technologies and replaces the International Nonwovens Journal.

Safety Systems launches driFIRE performance wear

13 Oct 2006

US-based tactical solutions company serving the US military, law enforcement, fire services and industrial markets Safety Systems has launched its new driFIRE line of performance wear. The collection is designed to provide flame resistance, moisture management and comfort.

The line utilises Dri-release blend by Optimer Performance Fibers. Safety Systems partnered with Optimer to create a flame resistant variant of the Dri-release technical performance yarn.

The garments provide natural flame resistance performance with no melt or drip characteristics. They also incorporate the environmentally-friendly odour neutralising properties of FreshGuard for comfort and freshness.

PVH to market IZOD from June 2007

13 Oct 2006

US-based apparel and footwear company Phillips-Van Heusen Corporation (PVH) and apparel company Kellwood have mutually agreed not to renew the license for IZOD women's sportswear. PVH will develop and market the brand beginning in June 2007. Current year sales of IZOD women's sportswear are expected to be approximately $40 million.

Chief executive officer Emanuel Chirico said, "We will now be able to manage the IZOD brand across both the men's and women's sportswear categories in a consistent manner. The design, merchandising, price positioning and distribution for the women's sportswear line will mirror that of our IZOD men's product. It is a natural progression for the company to move in this direction."

Vietnam looks to improve key industries

13 Oct 2006

According to local media reports, Vietnam's Ministry of Industry has submitted a proposal to the government to promote eleven key industries within the country and help with their development up to 2010.

These industries include textiles, garments, leather footwear, plastic and chemicals. Each would receive the state budget in addition to official development assistance (ODA) capital to be used for development purposes.

The state would also contribute towards environmental protection projects as well as supporting certain manufacturers in their research and in the development of new technologies.

Womenswear boosts first half revenues at Burberry

13 Oct 2006

UK-based luxury apparel and accessories company Burberry Group plc. has posted increased revenues for the six months ended September 30.

Total revenue in the first half increased 10% on an underlying basis (adjusted for the Taiwan acquisition, the portion of Burberry's business in Spain affected by the retail conversion and exchange rate differences).

Retail sales accounted for approximately 43% of total revenue in the period, increasing 23% underlying, 36% reported. The Taiwan acquisition and Spain retail conversion contributed approximately 13 percentage points to the reported gain.

Building on strong first quarter performance, retail sales accelerated in the second quarter. Underlying retail sales increased 28% on a 14% comparable store sales gain and 15% selling space addition in the quarter. In the US, existing stores, complemented by new store space, drove strong sales growth. The UK market achieved another double-digit gain on the strength of existing stores and concessions. Asia achieved good underlying growth led by existing stores in Hong Kong and other Southeast Asian markets.

Wholesale sales accounted for approximately 46% of total revenue in the first half and increased by 1%.

Total licensing revenue in the first half increased 5% on an underlying basis, 3% reported. In Japan, volume gains among ongoing licenses were offset by the effect of licence terminations, resulting in a moderate underlying decline in revenue.

Commenting on the trading results, CEO Angela Ahrendts stated, "Continued strength in outerwear and womenswear as well as the extraordinary consumer response to the launch of the Burberry Icons Collection of luxury handbags have fuelled excellent retail performance across markets."

Eddie Bauer listed on NASDAQ

13 Oct 2006

Washington-based casual sportswear and outdoor accessories retailer Eddie Bauer Holdings, Inc. has reported that the NASDAQ Listing Qualifications Department has approved the company's application for listing of its common stock on the NASDAQ Global Market. Its common stock will begin trading on October 12, under the symbol 'EBHI'.

DuPont partners with Glory to produce Sorona Polymer in Asia

13 Oct 2006

US chemical company DuPont has formed a partnership with Zhangjiagang Glory Chemical Industry Co., Ltd. (Glory) to produce and distribute bio-based DuPont Sorona polymer, the company's latest polymer innovation, throughout Asia. The partnership marks the first commercial manufacturing of Sorona in Asia. Terms of the agreement were not disclosed.

Located in the Jiangsu Province in China, Glory was formed earlier this year to exclusively produce the polymer. The Glory facility is expected to start up in the

fourth quarter with plans to offer the first commercial product in the second quarter of 2007. Once operational, the Glory facility will be capable of producing 66 million pounds or 30 kilotonnes of Sorona per year.

Sorona offers softness, comfort stretch and recovery, vibrant colour, resistance to wrinkles and fading, and easy care. Its softness and drape qualities are suitable for intimate apparel while swimwear manufacturers can benefit from the UV and chlorine resistance provided by the polymer.

Dow Corning to present at SGMA sports technology meeting

13 Oct 2006

The Sporting Goods Manufacturers Association (SGMA) has invited supplier of silicone solutions for the leather and textile industries Dow Corning Corporation to present at its first Sports and Technology Convergence. The event, designed to connect sporting good manufacturers with new technology, will take place October 24-26 in La Jolla, California.

Dow Corning's major market strategy leader for fashion textiles, leather and industrial textiles Shane Ladwein will discuss new developments in fabric technology: an area where sports and science converge to offer new opportunities to sportswear manufacturers and marketers.

He will speak about the Dow Corning Active Protection System for creating 'intelligent' textiles that provide both impact protection and comfort. The material remains soft, breathable and flexible under normal conditions, but hardens instantly upon impact. When the impact force is removed, the fabric immediately returns to a flexible state. Independent testing shows that this versatile material outperforms typical hard armour systems.

Nike agrees licensing partnership with Black Fives

13 Oct 2006

Early history of African Americans in basketball promoter Black Fives, Inc., has granted a multi-year trademark license to Nike, Inc. for it to launch a new product line celebrating the all-black basketball teams that played during the Black Fives Era, the period prior to the racial integration of the sport in the late-1940s.

The Legacy of Inspiration Collection by Nike includes premium retro sneakers, apparel, and accessories and will be available from October 15. Ten shoe styles will be released in 2006.

The line features designs representing the New York Renaissance (Rens), Alpha Physical Culture Club and Smart Set Athletic Club of Brooklyn. Nike will unveil additional team footwear and apparel in 2007.

Nike executive Keith Houlemard said, "To translate the essence of the Black Fives Era into a modern day style, we studied every detail." For example, Nike matched the quilted texture of vintage basketball kneepads worn by the Rens in the inner lining of some sneaker styles.

The license includes appearances by 91-year-old John "Boy Wonder" Isaacs, a player from the Black Fives Era. Isaacs won World Pro Basketball Championships with the New York Rens (1939) and the Washington Bears (1943).

A portion of Nike's sales revenue from this merchandise will go to the Black Fives Foundation, a new charitable organisation that encourages academic achievement and personal growth among children and young adults.

Converse, Inc., a wholly owned subsidiary of Nike, which provided its sneakers to many teams of the Black Fives Era, will also utilise the license for Black Fives merchandise and initiatives planned to help celebrate its 100th birthday in 2008.

Report on thermal and moisture transport in textiles published

13 Oct 2006

Irish research company Research and Markets has published a new report entitled 'Thermal and Moisture Transport in Fibrous Materials'.

The transfer of heat and moisture through textiles is vital to the manufacture and design of clothing, technical and protective textiles. Continued advances in textile processing technology, the growth of manufactured nonwovens and the application of nanotechnology have resulted in a variety of research enabling the characterisation of the behaviour of these materials.

The report is relevant for those involved in the design and manufacture of technical textiles and protective clothing.