

# Fabric & Textile Newsletter

Spring 2012



## **BURLAP POPULARITY AT AN ALL-TIME HIGH!**

Sales of our lines of Dyed Burlap have exploded in the past 6 months! We have been producing Burlap since the 60's, and have never seen anything like this. We have been fortunate enough to contract with our weaving Mills in India to keep us supplied with greige goods to meet increased delivery demands. What is happening out there to boost the usage in Burlap? First off, Burlap's rough texture and ruddy look give it a back-to-nature, exotic look you just can't get with any other fabric. The irregular weave and un-even yarn sizes of Burlap would be considered a defect in any other fabric, but without these, Burlap wouldn't be "Burlap"! We know this 100% Jute fab-

ric is enjoying new uses as a Home Décor fashion fabric for curtains, drapes and pillows; but what is really surprising is Burlap as a Wedding and party fabric! It's being used for aisle runners, table and chair coverings. Of course, it's traditional end-uses include crafts and weaving, wall covering, bags, school and church banners, theatrical use, packaging and gardening. We run 3 different constructions of Burlap:

**BENGAL 46"**- available in 12 colors

**SHALIMAR 47"**- comes in 17 colors

**SULTANA 60"**- premium quality tight weave in 12 colors.

We will be happy to send you color cards!



7 Oz Duck new colors Navy, Hunter, Red and Royal

### **HOME DÉCOR 7 OZ. DUCK NEW SHADES**

our popular line of 55" Duck Canvas is now available in 9 colors! In addition to above, we offer this in Natural, White, Potting Soil Brown, Black, & Khaki. This is a really nice fabric! Give it a try.

## **Thompson Profile: Meet Sara Loffredo**



Sara started with Thompson back in 1976 as personal secretary to Robert Judell. She has also worked in Accounting and our Computer area. Lately, Sara has been involved in Sales, handling a national territory of accounts. Sara's vivacious personality and love of people has made her a natural in sales! "I have a

lot of fun talking and working with customers", Sara says. She also is responsible for our creative Trade Show booths. Sara is a native New Yorker who happens to be an expert Ballroom dancer! She also loves gardening and home décor projects. She has a 21 yr. old son and 2 dogs. We are lucky to know and work with Sara!

### **Marc Bieler Moves Office to Arizona**

after 35 years in the Chicago area, our VP of Sales has relocated to the Phoenix area! Of course, our Corporate headquarters in New York are still there at 381 Park Av. South. Here is Marc's new information:

1300 S. Watson Rd. Ste 114  
PMB# 218

Buckeye AZ 85326

phone- 623-476-0407

fax- 623-237-9635

email-

marc@jamesthompson.com

The address above is a temporary one until Marc's new place is ready.

### **Summer's Coming-so are the Mosquitoes!**

Time to stock-up on our NOSEEUM Netting! This 54" mesh is so tightly knit that even the smallest flying pests can't get through! This comes in White and Black in strong 100% Nylon.

### **Congratulations Vanessa!**

Our Sales/Purchasing expert Vanessa Pondt gave birth to a healthy baby boy on 2-23. His name is Rodell Rueben!

### **Visit us at Quilt Market**

This Spring's show is in Kansas City on May 18th through the 20th. Marc, Sara and Mark will be there in Booth# 3037. Stop by to say hello and review our new and current fabrics