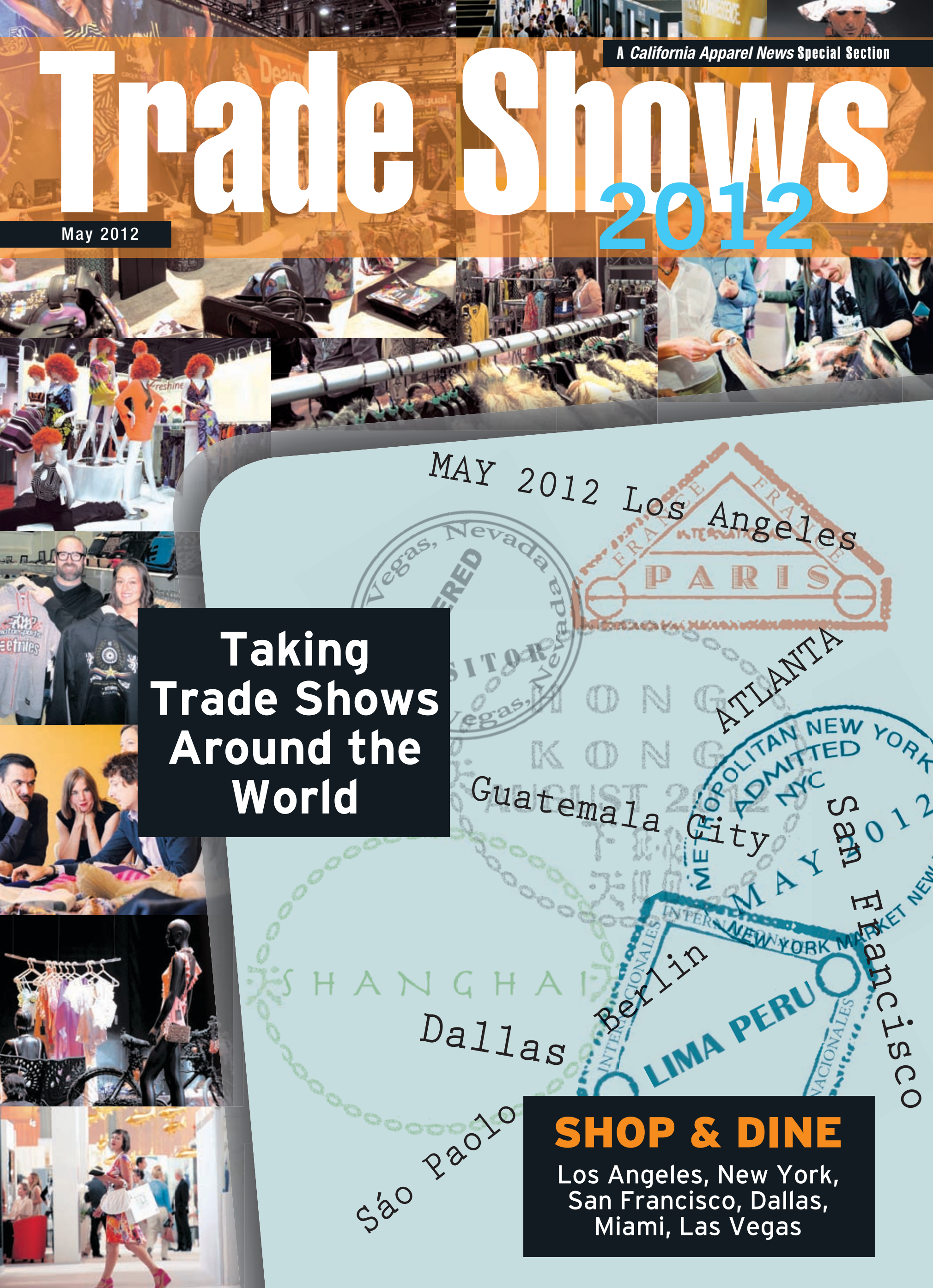


Trade Shows 2012

May 2012



Taking Trade Shows Around the World

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ENKNYC

July 22.23.24, The Tunnel/LaVenue, NYC

ACCESSORIE CIRCUIT

August 5.6.7, The Javits Center, NYC

INTERMEZZO COLLECTIONS

August 5.6.7, The Javits Center, NYC

CHILDREN'S CLUB

August 5.6.7, The Show Piers, NYC

ENKWSA

August 7.8.9, The Sands Expo, LV

THE SOURCING SHOW @ ENKWSA

August 7.8.9, The Sands Expo, LV

ENKVEGAS

August 20.21.22, The Wynn Hotel, LV

FASHION COTERIE

September 19.20.21, The Javits Center, NYC

SOLE COMMERCE

September 19.20.21, The Javits Center, NYC

TMRW @ COTERIE

September 19.20.21, The Javits Center, NYC





Première Vision

Trade Show Expansion Is a Global Business

For many apparel brands and retailers, it's a small world. Companies source fabric, production, software and equipment from around the globe—and retailers scour the world for an innovative product. Add emerging middle-class and luxury markets such as China and India and you have a road map for trade show expansion.

Domestic trade show giant MAGIC will step into that arena later this year with the launch of MAGIC China, a three-day boot camp in Shanghai to assist companies in learning how to enter the Chinese market.

Closer to home, MAGIC has several projects planned for

its August shows, which will highlight the far range of international sourcing. Sourcing at MAGIC will spotlight Southeast Asia as this season's focus region. The sourcing show will also reprise its Made in the Americas Summit, which first bowed last August. The summit will highlight the sourcing opportunities in North and South America. Francisco Sánchez, undersecretary for the International Trade Administration for U.S. Department of Commerce, will return as keynote speaker for the event.

In addition, MAGIC will launch a home-textile area at Sourcing at MAGIC. Sourcing at MAGIC Home is a joint effort between MAGIC and the China Foreign Trade Guangzhou Exhibi-

tion General Corp. (CFTE). The show will include fabric, materials and component resources for home and interior décor.

Trade show exhibition organizer CFTE is the organizer of the Canton Fair, one of China's largest and longstanding trade shows for more than 20 years.

MAGIC is far from the only trade show looking beyond its own country for expansion opportunities. But while the opportunities exist, it's a challenging proposition to take an existing show offshore. *California Apparel News* Executive Editor Alison A. Nieder spoke with several trade show organizers about how they identify new markets and capitalize on those opportunities.

Spinexpo

Yarn show Spinexpo got its start in 2002 in Shanghai, then branched out to New York in 2009. The Shanghai show represents the main event, with 200 exhibitors from around the world, while the annual New York show offers attendees a sampling of Shanghai's upscale offerings.



Karine Von Tassel
Spinexpo

Karine Van Tassel Founder and Organizer Spinexpo

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

Originally, Spinexpo was launched in Shanghai, targeting the Asian sector. Later on, we analyzed that it would be interesting to add up the U.S. business directly at home. We are not re-producing a show. Both Spinexpo Shanghai and Spinexpo New York have their own unique identity and personality. The Asian and the U.S. markets—the way of doing business and their “triangular” ways (sourcing/production/marketing)—are different from one another. Shanghai is a winning show because the economy is boosting it. New York is more of a challenge, particularly on medium-/high-level products. But we believe we made the right choice even though it will take longer for the exhibition to be recognized in the U.S.A. We learned patience in Shanghai. We can wait.

Many companies cut back on international travel during the

recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

No, because I do not believe in recovery of the U.S. and European economies in the near future. The world has changed over the past 10 years and continues to change, and an important factor in our success has been our ability to adapt to the world's ever-changing situations. Only those who do not want to see and accept [the situation] believe everything is as before or can shape up. We don't.

Traveling is not the key. We do witness a real change in the buyers' behavior at the show in New York versus Shanghai. In New York they have no time to “discover” the latest trends and developments in the forum, new products and companies and tend to make appointments with those they already know. In Shanghai, the attitude is very different—perhaps because the trip is two or three days and needs to be fulfilling. We have the same buyers looking, sourcing, meeting, discovering, more focused on the show. It will take time.

We will not change the format of the show. We are targeting creativity, quality and professionalism—not the amount of exhibitors or size of the show. This has been our concept from the start, and it works. The economy is important, but if one targets the top level (quality/creativity), this is a niche. We are a niche show. We will not change our concept. We work closely with our exhibitors. We know their collections and products; their strategies; the problems they face; their skills, strengths and weaknesses. We also understand the visitors' needs and their expectations.

But we are learning, as well. We discover new markets every day. For instance, Afghanistan cashmere, backed up by USAID, will be exhibiting in Spinexpo New York, for the second time, this July. This is also important for our exhibition. We continually need to “hunt and find” resources in order to offer the visitors all the new routes to the latest products and innovations.



Ed Mandelbaum
D&A

Designers and Agents

In March, Designers and Agents wrapped up its fourth D&A Paris show. Held in a gallery space in the Marais district, the Paris show, which launched in 2011, focuses on U.S. and international brands for the contemporary and young designer market.

Ed Mandelbaum Co-founder Designers and Agents

How do you determine new opportunities for international expansion?

The first step is the response to a need. It might originate out of dialogue with our exhibitors or the recognition that the particular point of view that D&A brings is missing from a particular marketplace.

The expansion to Paris 2½ years ago was the result of these two exact factors—our designers wanted a platform in Paris that was not available anywhere else, and we agreed after our own analysis.

What are the challenges of taking an existing trade show to new markets?

Making sure that you bring the original recipe to the new location, that the identity does not get lost. With more and more trade shows every season, we take pride in D&A's distinctive culture. We are targeting which brands to join us. After that, finding the appropriate venue is step one; we are very particular about the environment that both our buyers and exhibitors experience at D&A. The show space is the first step in creating that experience.

Other factors [include] building a local team, which includes production, music, food, florist—all the elements that add up to the total picture.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows?

It was very refreshing that most of our American retailers visit us in both the United States and Paris. Another factor is the fact that our lineup in Paris is not the same as that of the domestic shows.

Do you anticipate changing the format of your shows as international attendance rebounds?

D&A does not plan on changing the format of its shows; its success is greatly based on its highly curated selection of designers, including both established and emerging brands, and the user-friendly atmosphere that we are known for.

Agenda

Founded in 2002, Agenda got its start as a smaller satellite show to the longstanding Action Sports Retailer Trade Expo. Today the show has expanded to include shows in New York and Tokyo. While at home, the Los Angeles-based street, contemporary and skate show has expanded from smaller venues to a 235,000-square-foot space at Southern California's Long Beach Convention Center.

Aaron Levant President Agenda

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

We are always looking for opportunities to take the Agenda brand and expand it overseas. With that said, it has to be the right location with the right partner on the ground in that market. We have been in Japan for over six years now, and that has been a steady market for us, and now we



Aaron Levant
Agenda

are looking to Europe, Asia and South America for growth opportunities the next two years. For Agenda to work in any of these markets, they have to have an existing network of stores and brand distributorships in that country. We are not trying to use the show to create interest in a new uncharted market; we are trying to help support an existing local industry.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

Our shows have always had a strong international following here in the United States. We see about 10 percent of our overall attendance coming from out of the country, and we expect that number to grow about 3 percent to 5 percent a year for the next two years. For our shows outside the United States, these shows are more for the local market than for outside-of-the-country attendance, so at our Japan shows the attendance is about 99 percent local from brands and buyers.

Première Vision

Founded in 1973, French textile trade show Première Vision today hosts trade show in six countries: Paris, the United States, China, Russia, Brazil and Japan. Its sister show, Denim by Première Vision, launched in 2007 in Paris and this year will expand to Shanghai for the October launch of Denim by Première Vision Asia.

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Trade Shows *Continued from page 3*

Philippe Pasquet
Chief Executive Officer
Première Vision

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

PV—as a unique platform, in terms of general offer and fashion information, dedicated to the industry and their customers, as a help for vendors and buyers—has targeted its international expansion toward two kinds of markets: either sophisticated and mature, as the U.S.A. or Japan, [or emerging] markets as Russia, China and Brazil.

Times have changed over the years, and PV, born in 1973, is still changing—sometimes even faster than the markets themselves. After 2001 and restrictions in travels or various crises around the world, the buyers have not been able to work as well as they did in the past, in PV Paris, due to shorter stays and smaller teams. Then it appeared as a real service to provide the buyers with complementary shows in their area.

Historically, PV launched its first international show in 2000. Moreover, these shows are not “small PV Paris” [shows] but really dedicated shows to the specified local markets, where they aim at providing the domestic needs with the accurate products.

For example, the U.S. buyers have the unique opportunity to understand the season trends and develop their own products thanks to a preview show, PV Preview New York, [held several] weeks before PV in Paris. It is the unique preview organized by Première Vision. The Chinese buyers, who



Première Vision Paris

represent a strategic market for most of the textile operators in the world, may benefit from a small “club-like show,” PV China (either in Beijing in March or in Shanghai in October—and next Autumn in Shenzhen, Guangdong)—where they may find the “cream of the cream” in fashion fabrics.

An exception is Première Vision’s joint venture in Brazil, the Première Brasil show, [where approximately 60 percent of the exhibitors are] from Latin America—Brazil, Peru, Chile, etc.—and the balance (40 percent) from PV Paris.

The same model will be used for the new Denim by Première Vision Asia [which will debut in] October in Shanghai—where some Asian operators will join the international [exhibitors].

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

A recent meeting we had in New York



Capsule Paris

with a large number of fabric agents has been rich in terms of market information and has confirmed the recovery.

As an example, we registered new exhibitors who had left the market for the next PV Preview NY (July 11–12) and [hope] the visitors who will attend the show will be even more numerous.

In terms of prospective strategy, PV has to be ahead and try to anticipate the market needs. Some changes may be, indeed, new formats. For example, [by] 2013, the two PV Preview New York editions will be organized along with our Indigo [print and original artwork] shows. Therefore, as it is in January, the July 2013 edition will host more than 200 exhibitors.

Capsule

Contemporary trade show Capsule launched in New York in 2007 and then quickly expanded across the country and across the world with a Paris edition, which bowed in 2008, as well as Las Vegas, which opened in 2009, and Berlin, which bowed last year. This year, Capsule will move to new locations

in all four cities: the 75,000-square-foot Pier 36/Basketball City on New York’s East Side; the newly developed Cité de la Mode in Paris; the Postbahnhof building, a historic building in Berlin’s Mitte section; and new ballrooms in The Venetian hotel in Las Vegas.

Deirdre Maloney
Co-owner
Capsule

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

Our growth has been really organic so far. Every new show we have launched has been in a market where we have had overwhelming demand from our Capsule community. When the requests become too many to ignore, we do an analysis of the city/market, look at the existing trade show options that exist, the types of stores that are attending the market weeks, and the cities where we feel there is a void our show can fill. We jump right in. Paris, Berlin and Vegas, as well as our entrée into the women’s market, have all been appealing because we felt that there was a void in the market for the Capsule brand assortment and show format. Conversely, we have decided not to enter markets where we feel that our community is already being serviced or where we do not feel there is a retail community that will support our caliber of brands.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

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We pretty much launched our international shows in the heart of the recession. Paris men's was in June 2008, then Paris women's in October 2010 and Berlin in July 2011. We have been fortunate enough to have a consistent U.S. presence at our European shows and vice versa the entire time. BPMW, the parent company of Capsule, is a sales showroom and PR agency. The last place you make cuts during a recession is sales, and our trade shows provide an amazing, cost-effective platform to do sales. Particularly while the European economy was booming and the American economy was struggling, our brands felt that it was necessary to do our shows to bring in additional revenue. Where we did see a difference in 2009 was reduced travel for retailers. Stores that once sent teams of buyers to every city were sending fewer people to each city and sometimes skipping a city entirely. But I would say retailer travel is back up to where it was in 2008 and has been for a year or so.

I only took over this position as of Feb. 1 this year. However, I have had 19 years' experience producing international trade shows and in the United States.

Messe Frankfurt does it a little bit different than other [trade show] organizers. They separate the world into different priorities in order of how they've been identified as growth markets.

The next grouping is [Messe Frankfurt's] brands. So a "group-one" country that has an opportunity within their brand—that's a highest priority. It matches the brand, and it matches the market they've identified as a priority market.

That's not to say you don't go down to the next level. Say it's a category-two country, however there's an opportunity in the brand. That takes on [greater] importance. The next grouping could be not in the brand but in a priority country.

In Frankfurt, it's all about their brands

and their industries and identifying those countries that are showing the most amount of growth overall.

They're unique in that manner. I come from the private sector in trade show organizers, and [there] it was whatever we can do. Can we do a joint venture? Can we do exhibition management? Can we buy something?

Messe Frankfurt, since it's such a big organization, they've broken it down into these priorities. And this is what they tell the subsidiary heads, like myself. "This is what you should use to come back to us and [if you have identified] an opportunity."

For the CEO of a subsidiary, like me, I don't have to worry about spinning my wheels. I'm not going to look at a show that's not going to fit into that grouping. Whereas coming from a privately held organization, we looked at everything. This is very direct. Unless it's something that fits

into our guideline or is so remarkably attractive an opportunity, we don't look at it.

When they're ready to make a move, it's not a question of if they're able to do it. They've got a mergers-and-acquisition department who vets everything that the subsidiaries around the world bring to them. So even before it gets to the management, it's vetted through the M&A group, based out of Frankfurt.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

We have seen an uptick in U.S. attendees to the German shows, definitely. And it has an interesting effect. We're tasked with not

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Messe Frankfurt

German trade show giant Messe Frankfurt operates nearly 100 trade shows around the world, including textile shows Texworld, held biannually in Paris and New York, and Techtexil, held in Frankfurt and in the United States. Last year, the company added a new apparel show to its lineup. Texprocess Frankfurt launched first in Germany at the Messe Frankfurt convention center, then bowed Texprocess Americas in Atlanta in April. Both shows ran alongside Techtexil.



John Gallagher
MesseFrankfurt

**John Gallagher
President and CEO
Messe Frankfurt North
America**

John Gallagher joined the North American office of German trade show giant Messe Frankfurt in February, just as the trade show organizer was preparing the launch of Texprocess Americas, the textile and apparel supply-chain sourcing and resource show. Gallagher stepped into the job after nearly 20 years with international trade show organizers E.J. Krause & Associates Inc.

Messe Frankfurt first launched the Texprocess concept last year in Germany at Texprocess Frankfurt. The Germany and Atlanta shows ran alongside Messe Frankfurt's longstanding Techtexil show. In addition, the trade show giant also produces textile trade show Texworld, held in Paris and in New York.

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

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Trade Shows *Continued from page 5*

just selling U.S. companies in Messe Frankfurt shows in Frankfurt and around the world but also bringing U.S. visitors. Just like the other offices, [we're] trying to drive visitor attendance around the world.

The shows I've seen in the first quarter in Frankfurt are showing an uptick from the United States. The net result is to the Europeans more U.S. attendees translates to a better feeling within the industry and the economy.

[European exhibitors say,] "Americans in the booths. Americans are traveling. So that means things are getting better."

Not just in the textile industry but in the other industries in which Messe Frankfurt has brands, those shows in Frankfurt—they're the battleship of those industries. It's not uncommon for people from around the world—whether they're Americans or from China or Africa—to go to the show. The shows in Frankfurt are the meeting place for those industries worldwide.

There's a desire to do business but [also] the desire to see what's out there. If you go to Frankfurt, you're going to get a good cross section of the world and see what's happening in China, what's happening in Europe, what's happening in Latin America, what's happening in the states. You're going to get an overview of what's happening in your industry in the world.

Curvexpo/Eurovet

In April, Eurovet, the French trade show producer, purchased Curvexpo, the New York-based lingerie and swimwear show held in New York and Las Vegas. In 2008, Eurovet had purchased a 30 percent stake

in Curve. Today, Curve is wholly owned by Eurovet, which produces lingerie and swim shows Salon International de la Lingerie and Mode City, as well as lingerie and swim sourcing show Interfilere. Eurovet's shows are held in Paris, Hong Kong and Shanghai.

Curvexpo's Laurence Teinturier

Were you always looking to expand Curve internationally?

Right now, the new entity has a position in three continents—North America, Europe and Asia. Eurovet has two shows in Asia, in Hong Kong and Shanghai Mode Lingerie. Shanghai is not only a sourcing show, but it's also a branded show with brands showing and meeting with potential distribution partners.

The swim and lingerie industry is smaller, and the world is flat in terms of distribution, partnership and sourcing. The acquisition of Curve within the Eurovet company gives the brands and the buyers a larger scale for them to show either in Europe or in the United States. The synergies are obvious for both buyers and the exhibiting brands.

As soon as the announcement was made—it was incredible—people were asking us questions about Europe, questions about the sourcing show in Asia. And it was the same thing coming from Paris: "What about Curve? What can we do at Curve? Which Curve should we do?" The synergy that we anticipated took place the next day. It was obvious before we did the closing, but it became real 24 hours after the closing.

The brands today need that. We say we're not trade show organizers. We're their partners on a worldwide basis—either in the sourcing process or in the distribution pro-



CurveNV

cess.

Back in 2008, Eurovet acquired a 30 percent minority in Curvexpo. We had five years to get to know each other to see how we were working together. We have the same vision. Embarking into the Eurovet family was a natural next step. And it was extremely well-received.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in international attendance at your shows?

In terms of exhibitors, 30 percent of Curve exhibitors are already international—coming from Canada; Europe; and, in South America, from Brazil and Colombia. In terms of audience, the international attendance is growing fast. And right now we have approximately 15 percent to 20 percent, depending on the show, coming from all over the world. In New York, the buyers are coming more from the Middle East, Russia and Europe (in particular, the United Kingdom).

Retailers are coming to Curve to find new American brands. With a very strong euro, that makes the purchase very interesting for their margins.

In Las Vegas, we're getting a lot of buyers from Canada, [which] has very selective lingerie and swimwear stores. We estimate the number of stores [selling] upscale lingerie to be 1,000 in Canada. Also, international buyers coming to Curve Vegas are coming from Japan, Australia, and, again, South America.

In comparison with [Eurovet's] Salon International de Lingerie and Mode City, 70 percent of the attendance at those shows in Paris are international buyers. **Salon International de la Lingerie** is 30 years old. It is the largest lingerie show worldwide, as well as Mode City. Because of the offerings and because it's Paris and because of the legitimacy—all the big, big brands are exhibiting in Paris. Mode City and Lingerie Salon are the international platform worldwide.

That's the synergies we're developing between the exhibitors and the buyers.

Curve delivers the right format for the North American market while Paris is not only a brand exhibition, [there is] also a sourcing show, Interfilere, owned by Eurovet.

At Interfilere, you can find all the trimmings and all the fabrics you need to develop your collection for the coming year. You have exhibitors coming to Interfilere looking to develop their next collection. You also have also buyers coming for their private label.

[In addition,] you have two [runway] shows per day [and] also many events taking place, trends and informative seminars. The scale of the show in Paris is 20 times what we are in the United States.

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Do you anticipate changing the format of your shows now that Curve has merged with Eurovet?

The show format—which is really a workshop with people booking orders and working—will not change.

[Curve is] small, dynamic, efficient, focused, classy. We're not selling square footage; we're selling networking and business. I think the way we approach business is exactly what brands are looking for. The best environment with the best return on investment with a very focused approach.

I would say Paris is the jewel of the crown, where all the international buyers are gathering to get the inspiration to get a full vision of what's available in the market. That's where, as a professional, you should go.

The news for the upcoming [Curve] shows is we're going to have a fashion show in New York. Up to now, the fashion show was just in Vegas with the Crazy Horse [burlesque performers]. We're going to fly the Crazy Horse girls from MGM Paris [in Las Vegas] to New York. Because there is no overlap between the retailers' audience in Vegas and New York, we're going to have a Crazy Horse show in New York.

Moreover, Curve in New York takes place during swimwear market week, so the fashion show will take place the first day of swimwear market week. The dynamic is excellent between the two shows.

Kingpins

Launched in 2004 in New York, Kingpins, the denim supply-chain trade show, has grown over the years to include events in Los Angeles, Shanghai, Hong Kong and India—with more international expansion planned.

**Vivian Wang
Managing Director
Kingpins**

How do you determine new opportunities for international expansion? What are the challenges of taking an existing trade show to new markets?

After years of shows in L.A. and New York, we began to hear from our exhibitors and attendees that there was an international need for a boutique denim show.

That's why we expanded Hong Kong and Shanghai. Later, we added India after we received support from local denim mills there.

Prior to launching any new show, we research the market. We travel to each potential new market and speak to the local mills—some of whom are current exhibitors at our U.S. shows. We also talk to attendees with global offices to see if they have an interest in attending such a show. Sometimes this vetting process means we don't add a new show.

Challenges [include] finding the right location. Our show has a very specific look and vibe that we want to preserve in all of our shows, regardless of their location. The type of venues we like are surprisingly hard to come by in some cities.

Timing is always a challenge. Adding international shows means we are competing for our customers' time on a grander scale. We



Kingpins

have to keep in mind domestic and international shows that our international attendees and exhibitors are attending or participating in.

Translating our DNA to each new market [is another challenge]. Our own approach

to trade shows is unique. We're small and edited and casual. Our attendance is limited and invitation-only. Often, international markets aren't used to trade shows with this approach, and it takes a little while for some markets to understand us. At the same time, we do make efforts to tailor our shows to better serve whatever international market we're in. For example, we're adding casual-wear to our Asian show floors.

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows? Do you anticipate changing the format of your shows as international attendance rebounds?

We don't have a great deal of American attendees at our international shows. The majority of attendees are locals or coming from nearby countries. So while

a lot of American brands shop our international shows, the actual representatives are members of that brand's local office in, say, Shanghai or Hong Kong or Bangalore.

ENK International

ENK International—the New York-based producer of Coterie, ENKMens, ENK Vegas, Intermezzo Collections and WSA—just concluded its second show in China. Held within the China International Clothing and Accessories Fair (CHIC) in Beijing, ENKChina is an annual event where U.S.—and international—contemporary brands can meet with Chinese distributors and retailers.

The company's latest move is to Milan, where it kicked off its first event, ENKMilan, during the February run of the 10-year-old trade show White.

Trade Shows page 8

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Trade Shows *Continued from page 7*

Elyse Kroll
Founder and Chairman
ENK International

How do you determine new opportunities for international expansion?

We made the decision to participate in a very large exhibition called CHIC, which is China's largest fashion apparel trade show. It takes place during Beijing Fashion Week. We took a pavilion inside that show, so our timing is their timing—once a year in March.

Everybody is curious about China. Who wouldn't be at this point? Everybody is hearing that in order to survive you have to go outside the borders of the United States and start investigating business elsewhere. When you say China, it's very exciting. It is early in the game. But what you learn is the first one in is the last one standing. We wanted to go in early. We wanted the Chinese people to learn about contemporary clothing, which is really an American-born com-



ENK

modity. We're the ones who started contemporary fashion. So instead of just Louis Vuitton and Christian Dior and your A-plus brands, we were bringing them great denim brands, great clothing brands, great accessories, footwear.

What we're noticing in China is more and more multi-brand stores opening up, which never existed before. While

we weren't anticipating a lot of retail buyers, there were some. People did receive orders. Their follow-up with exhibitors has been extraordinary and immediate.

Exhibitors are excited with their experience [at ENK China]. They feel safe and comfortable. We had interpreters. We took care of everybody's every need. You spend three or four days together, and you learn about what's going on in Beijing. This is clearly a simple way to get your feet wet.

We're introducing you to the right people. We have an agreement with the show organizers. They have a VIP list of attendees, which means retailers, agents, distributors, your local Chinese partners—and only those were allowed into our booth. It's not that we allowed 100,000 people into our space.

In addition to jurying exhibitors at our [U.S.] shows, we also are careful about who attends our shows, and we did the same thing [in China]. [CHIC show organizers] agreed because they knew we're bringing a certain level of collection. We're targeted, and it really worked to our advantage.

What are the challenges of taking an existing trade show to new markets?

When you're doing an international show, [if you are] talking about going to Milan, your schedule doesn't get as crazy as when you go to China. Doing business with China means you're up in the middle of the night talking to people.

Going inside someone's show definitely helps because you learn how to do business within a particular market. You're having the traffic brought to you. It's a little easier.

In both markets—Milan and China—we chose to work with another show. [It makes] it smarter for our exhibitors and for people to find us. Why not sit within an established organization during a market week?

Many companies cut back on international travel during the recession. As the U.S. economy recovers, are you seeing a change in U.S. attendance at your international shows?

We more than doubled the amount of exhibitors we had from the first show, and we had a larger space. The response was very enthusiastic, first and foremost, to see the American flag because we certainly were promoting that. The United States is a big attraction.

We represented ourselves as ENK USA and as ENK International. We didn't just bring American brands; we brought some international brands with us—some were from Brazil and a couple from Italy.

There were a lot of curious buyers and local Chinese partners looking at our exhibitor base. We had accessories, we had footwear, we had clothing, dresses, denim, children's—we had a really nice assortment of what ENK represents.

The attendance at the show is in the hundreds of thousands. The show is about 2 million square feet. They cover every category. It's more of a moderate and contemporary show. The distributors that came, the agents that came, the local partners, the retailers that came were investigating what we were bringing to the table.

Do you anticipate changing the format of your shows as international attendance rebounds?

Everything [at ENK China] looked very much like an ENK show. We stayed true to who we are. ●

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Shop & Dine

By Deborah Belgum Senior Editor

Need a new shopping or eating fix? Here's our latest report highlighting some of the top spots in town for your dining and shopping pleasure in major cities around the country where you might be attending a trade show.

LOS ANGELES

The Reformation

8253 Melrose Ave.
(323) 852-0005
www.thereformation.com

Unique styles made from vintage fashion or fabrics fill the racks at The Reformation, which recently moved from West Third Street to Melrose Avenue.

The force behind the boutique is designer Yael Aflalo, who used to design the Ya-Ya label for 10 years and then decided it was time for something new.

She repurposes vintage and surplus material to create chic, limited-edition collections made in her Los Angeles studio.

She finds her fabrics two ways: by buying dead stock fabrics or vintage fabrics. She takes the fabrics and creates new styles.

Or she acquires vintage pieces, dissects them and then puts them back together again. In a few days, the new fashions hit the floor.

Because the new 2,000-square-foot store is four times larger than the old one, The Reformation now has room for an eco-apothecary that carries products made by Compagnie de Provence and 18 Candles. In addition, there is a home décor section with mid-century furniture. Added to the mix is jewelry made by Pamela Love, Mania Mania and Uneathen.

Artisan House

600 S. Main St.
(213) 622-6333
www.artisanhouse.net

How often can you say you ate at a restaurant that grew its herbs and vegetables in its own organic rooftop garden?

At Artisan House, a new entry into the ever-burgeoning ranks of downtown eateries, there are lots of things sprouting on the roof of the historic Pacific Electric Building. Maybe it's that fresh thyme in your French onion soup or the romaine lettuce in that grilled chicken salad.

The theme of this ultra-chic restaurant, with old brick walls and hardwood floors, is walking on the artisan side of food. The restaurant works with several organic and small Southern California farms that provide fresh market ingredients.

Executive Chef Jason Ryczek is looking for the best raw materials he can find in a sustainable environment.

The restaurant has a certain SoHo vibe with its large windows, wooden tables and reclaimed beechwood chairs. That is probably because Raphael Javaheri, one of the co-founders and director of brand development, grew up in New York before moving to Los Angeles, where he is the owner of Ecotex, which produces environmentally sustainable fabrics.

Javaheri's goal was to make Artisan House



The Reformation



Artisan House

the Dean and DeLuca of the West, as seen in the other half of eatery, which is set aside as a market that serves deli sandwiches and salads, canned goods, beer/wine, alcohol, meats, and dairy goods.

On the restaurant side, dishes range from pizzas and salads and a spicy chicken with blue brie sandwich to steak frites, spicy tuna tartare and the fish of the day.

The best part is this restaurant is only three blocks away from the California Market Center.



Marc Jacobs

LAS VEGAS

Marc by Marc Jacobs

The Forum Shops at Caesars
(702) 734-0220
www.marcjacobs.com

You can't miss the new Marc by Marc Jacobs store that opened April 12 at The Forum Shops. There's a huge pink elephant in the window.

A female mannequin dressed in Victorian garb rides the brightly hued pachyderm, and a jodhpur-wearing mannequin walks in front of the beast.

Color is everywhere inside the store, from the clothes on the racks to the bright purple leather benches that let you rest your feet—if you can.

Marc by Marc Jacobs is the bridge line for New York designer Marc Jacobs. It is slightly

less expensive than what you would find in the designer's higher-end store, which is also at The Forum Shops.

In keeping with the store's bright-color scheme, black mannequins wearing bright dresses are perched atop glass display cases containing colorful handbags.

The 2,300-square-foot boutique is filled with apparel and accessories for both men and women.

Menswear prices range from \$200 to \$500. Jeans sell for under \$100, and suits go for \$600.

Womenswear prices are more variable, with a soft jersey top made of 100 percent Pima cotton for \$88 and dresses at \$250 to \$630.

Handbags, sunglasses, belts, fragrances and shoes round out the selection found in the store that can't be missed. Just look for the pink elephant.

➔ Shop & Dine page 10

“First Capital Western Region is getting deals done.”





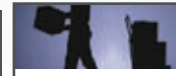

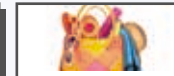







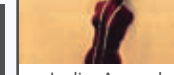







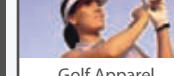

Ron Garber, Executive Vice President and Western Region Manager

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Ron Garber: 213-412-1553
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FIRSTCAPITAL.COM

Shop & Dine

Continued from page 9

China Poblano

3228 Las Vegas Boulevard South
(702) 698-7900
www.chinapoblano.com

Mexico collides with China in this restaurant developed by master Spanish chef José Andrés at the newish Cosmopolitan of Las Vegas hotel. Andrés is the brains behind Jaleo, one of the first tapas eateries in Washington, D.C., and The Bazaar by José Andrés at the SLS Hotel in Beverly Hills, which got a rare four-star review from the *Los Angeles Times*.

This casual-style restaurant has the best of both cultures. Tacos and ceviche from Mexico. Noodles and dim sum from China.

Andrés said he was a bit intimidated by opening up a full-blown Chinese restaurant. So he decided to dip his toe into Asian cuisine with a



China Poblano

sideways approach.

The result is dishes with unusual names and extraordinary flavor. There's the "Unruly Monk," which consists of hand-cut noodles with mushrooms, a poached egg and spicy sauce. Or there's "When Pigs Fly," a dim sum dish with Chinese barbeque pork in steamed buns.

On the Latin side, ceviche is plentiful. It comes in different variations, such as scallops

or tuna. Not to be missed is the "Pollo con Mole Poblano," chicken in a spicy Mexican sauce.

The restaurant's unusual name comes from the legend of a kidnapped Asian girl who landed on Mexico's shores. She was called la China Poblana, or the Chinese Pueblan. The spelling on the restaurant's name is Andrés' variation on the legend.

SAN FRANCISCO

Hangr 16

3128 16th St.
www.hangr16.com

There are tons of hip clothing stores in the Mission District, but Hangr 16 distinguishes itself with a vast array of rad T-shirts as well as hipster wear.

The store is one long, narrow expanse of retail space that gives the impression you are in an aircraft hangar.



Hangr 16

The selection of clothing is for both men and women, and many prices are under \$100. In keeping with that true indie San Francisco vibe, the store owners decided to shine the spotlight on independent designers who provide a fresh look on fashion.

Some of those designers include Turk + Taylor, a San Francisco design team that started out making organic T-shirts and expanded into men's and women's tailored pieces. Or there is San Franpsycho, which has evolved into a line of hand-printed graphic tees designed by local artists. Bridge & Burn of Portland, Ore., is a young label that produces high-quality garments that have a functional design.

The goal of Hangr 16 is to bring a lot of different, fast-turning items to a store that wants to be part of the neighborhood.

6 Shore Road
Acacia Swimwear
Anna & Boy
BARRACA CHIC
BCBGENERATION
BCBGMAXAZRIA
BeachCandy by BritB
Callula Lillibelle
Charlie by Matthew Zink

Eberjey
Esprit de Vacances
Hayley Style
KAS New York
Kate Swimwear by Kathleen Bruening
Keeley Rea
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La Perla

Lisa Curran Swim
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Martha Rey
Marysia Swim
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MIKOH Swimwear
Mink Pink

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Photo courtesy of MIKOH Swimwear

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Park Tavern

Park Tavern

1652 Stockton St.
(415) 989-7300
www.parktavernsf.com

Washington Square Park has always been a popular spot for restaurants in the North Beach area of San Francisco.

One of the newest entries in this historic area is Park Tavern, which last year took over the spot once occupied by the venerable Moose's restaurant, a decades-old establishment that was a habitual hangout for one-time Mayor Willie Brown. Moose's closed after Ed Moose, the owner, died in 2010.

The vacant space was taken over by Anna Weinberg and Jennifer Puccio, known for their South of Market eatery, called Marlowe.

Park Tavern is exactly as it is described, a tavern with dark colors and oak interiors. The perfect place to hang out on a rainy or foggy day in San Francisco, of which there are many.

The tavern has an open kitchen with a wood-burning oven that provides meals and tavern grub.

On the menu are delicacies such as grilled sea scallops with roasted cauliflower, grilled pork chops with sautéed turnips, and filet mignon with twice-baked tomatoes.

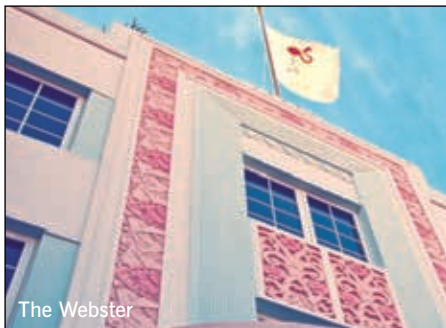
There are all sorts of appetizers, such as cheeses, foie gras and mortadella.

Even if you're alone, this is the place to be. Just sit at the communal table and soak up the atmosphere.

SHOP & DINE



Original Octane



The Webster

DALLAS

Original Octane

3120 Knox St.

(214) 522-5900

www.originaloctane.com

Partners Michael Cingrani and Ort Varona call the best from independent labels to give Dallas shoppers a reason to enter through the doors of the 1,800-square-foot store located on this happening street in the Knox-Henderson neighborhood.

Inside the bright space, there is a high-end selection of men's and women's apparel as well as jewelry, locally designed offbeat art and home accessories.

"It's not designed as a retail space. It's designed as a living space. We're surrounding ourselves with things that we love," Varona said.

The store is decorated with vintage-style furnishings that add a unique vibe to the boutique. Trend-driven items are of utmost importance as well as a wide selection of premium-denim jeans.

Some labels include Current/Elliott, Fifteen Twenty, Amanda Up-richards, Show Me Your Mumu and LnA.

Unique to this store is the "Union Special" industrial finishing machine, used in the 1960s to finish the hems on Levi's jeans. The people at Original Octane can tailor your denim and pants on-site.



Oak

Oak

1628 Oak Lawn Ave.

(214) 712-9700

www.oakdallas.com

Modern yet warm. Large but intimate. Those are some of the words used to describe the recently opened Oak restaurant in the chic Design District.

Most of the reviews for this sophisticated eatery have come down on the positive side.

The décor is spare but relies heavily on wood, such as oak and mahogany, to lend a natural feel, including the branch chandelier in the private dining room. The side walls are the original brick from the building. Couches replace booth banquettes for a more intimate feeling.

Oak was opened late last year by Tommy DeAlano and his partners, Richard and Tiffanee Ellman, who have worked hard to deliver a pleasant dining experience. Customers

rave that tables are placed far enough apart that they don't hear other people's conversations.

The menu has a wide variety of cuisines. Some of the offerings include roasted duck breast over Puy lentils with a Burgundy wine sauce, a chicken roulade filled with duxelles, and a rack of lamb served with an Ethiopian sauce.

Desserts hold their own, too, including a gianduja (chocolate-hazelnut) panna cotta

set atop a chewy hazelnut blondie and paired smartly with a lightly sweet orange-tequila ice cream.

MIAMI

The Webster

1220 Collins Ave.

(305) 674-7899

www.thewebstermiami.com

This 20,000-square-foot store may be housed in an historic 1939 Art Deco building, but everything inside this three-story boutique is modern and stylish.

The name of the game here is designer duds. Think YSL, Lanvin, Givenchy, Proenza Schouler, and many, many others.

The selection of men's and women's clothes ranges from casual sportswear to eveningwear. There are J Brand and Acne jeans, Alexander

Wang and Lanvin dresses, and Julien David and Haider Ackermann tops.

The forces behind this shopping mecca have spent a good deal of time working for fashion names such as Yves Saint Laurent and the Gucci Group.

The store's chief executive, Laure Heriard Dubreuil, attended the Fashion Institute of Technology in New York and, for several years, was part of the merchandising team at Balenciaga.

Just to let you know how important the store is, it was selected by Target to be part of its "The Shops at Target," which debuted May 6.

If shopping tires you out, there is a restaurant lounge on the rooftop with a spectacular view of the ocean, or you can nip on down to the ground floor, where there is a café in what used to be the lobby of the former hotel.

➔ Shop & Dine page 12

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Shop & Dine

Continued from page 11

Villa Azur
309 23rd St.
(305) 538-2218
www.villaazuremiami.com

Villa Azur could be in the south of France, but instead it is in the heart of South Beach.

This ode to everything elegant serves cuisine that is mostly French Mediterranean fare with an Italian twist.

This new restaurant is a collaborative endeavor between French movie star Olivier Martinez (fiancé of actress Halle Berry), French businessman Michael Martin and Jean-Philippe Bernard.

They have put together an over-the-top eatery whose interior is a sort of Versailles meets South Beach. The massive chandeliers are or-



Villa Azur

nate and sparkle everywhere. The hardwood floors are finished with a French-country gray stain. The white walls and chairs give the restaurant a very formal look. Heavy white curtains accent the entryway leading into the main part of the restaurant. The interior was designed by Francois Frossard, renowned for designing glamorous restaurants and other commercial spaces.

The menu is truly exquisite, with signature

dishes such as rigatoni in morel mushroom sauce, a Mediterranean bouillabaisse casserole, a veal filet mignon stuffed with artichokes and all sorts of raw oysters.

NEW YORK

Fivestory
18 E. 69th St.
(212) 288-1338
www.fivestoryny.com

There's this funny thing about boredom. Sometimes it makes you to do things you never imagined you would do.

Such is the case for Claire Distenfeld, who was suffering from ennui after five years working in the art world.

At the same time, her father, Fred Distenfeld, was thinking it was time to change up his career as an importer of exotic skins. The two put their heads together and came up with



Fivestory

Fivestory, a two-story boutique in a landmark townhouse located in New York's Upper East Side.

The 3,456-square-foot space carries a curated collection of women's and men's clothing, shoes, accessories, jewelry, home accessories, and children's items.

The idea behind the boutique is to go beyond the norm and distinguish itself from all the various retail channels out there.

It looks like they have. There is a room for designer duds, another room for contemporary labels that range in price from \$100 to \$600, and a space for shoes that include European labels such as Chrissie Morris from London and Aperlai of Paris.

Some of the clothing labels may be more well-known, such as Balmain, Hussein Chalayan and Thakoon. Other pieces are more rare, such as a new Paris label called Heimstone.

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La Promenade des Anglais

La Promenade des Anglais
461 W. 23rd St.
(212) 255-7400
www.lapromenadenyc.com

A touch of southern France has alighted in Chelsea with the arrival of this new restaurant helmed by French chef Alain Allegretti, who has worked with Alain Ducasse and run a gourmet restaurant at New York's Ritz-Carlton.

The décor inside this eatery on the ground floor of the London Terrace apartments has an airy feeling. The ceiling is painted with palm trees and cobblestones to replicate the namesake promenade found in Allegretti's native Nice. There is a long marble white bar, bistro-style mirrors and dark hardwood floors. Light blue velvet banquettes in the booths conjure up the Mediterranean.

The compact menu also takes inspiration from the south of France. Some of the signature dishes include frog-legs provençale, a provençale fish soup, a grilled branzino fish with lemon olive oil, a tasty scallops dish served with seaweed-encrusted spring lemon vegetables and veal medallions.

There's a tasty lineup of desserts that includes a guanaja chocolate mousse and a vanilla pot de crème. ●



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ChibiDue
 Milan, Italy
 Through May 14
www.fieramilano.it
 +39 02 4997.1

May 16
Luxe Pack New York
 New York
www.luxepackshanghai.com +88
 21 5876 3258
 Through May 17
Surf Summit 15
 San Jose del Cabo, Mexico
 Through May 19
www.sima.com or
www.boardretailers.org

May 17
International Jewelry Fair
 New Orleans
 Through May 20
www.giftjewelry.com
 (630) 241-9865
Modama
 Guadalajara, Mexico
 Through May 19
www.modama.com.mx
 (+52 33) 3824.6040

May 18
Fit Expo
 Poznań, Poland
 Through May 20
<http://fitness.mtp.pl/en/>
 +48 61 869 2000

May 20
Surtext
 New York
 Through May 22
www.surtext.com
 (800) 272-SHOW

May 21
Nouveau Collective
 Atlantic City, N.J.
 Through May 23
www.nouveaucollectivetrade-shows.com

May 22
LeShow
 Moscow
 Through May 24
www.leshow.ru
 +90 212 284 23 00

Apparel Sourcing Show
 Guatemala City
 Through May 24
www.apparelexpo.com
 (502) 2410 8323
igonalez@apparel.com.gt

May 24
Urban Fashion Week
 Puerto Rico
 Through May 28
www.werunurbanfashion.com
info@werunurbanfashion.com
 (404) 391-6895

May 28
Passport to Fashion
 Vancouver
 Through May 30
www.passporttofashion.com
 (604) 682-5719

May 29
China Sourcing Fair (Garments & Textiles)
 Dubai
 Through May 31
www.chinasourcingfair.com

May 30
Shoes & Leather Guangzhou
 Guangzhou, China
 Through June 1
www.shoesleather-guangzhou.com;
 (852) 2851 8603

May 31
FIG
 Dallas
 Through June 2
www.fashionindustrygallery.com
 (214) 748-4FIG

Dallas Apparel & Accessories Market
 Dallas
 Through June 3
www.dallasmarketcenter.com
 (800) DAL-MKTS

Couture
 Las Vegas
 Through June 4
www.thecoutureshow.com
Dye+Chem International Expo
 Jakarta, Indonesia
 Through June 3
www.dyechemonline.org

International Yarn & Fabric Show
 Jakarta, Indonesia
 Through June 3
www.yarnandfabric.org



ENK International provides the forum for the fashion world to conduct business. It is the leading trade show organization serving the upscale fashion marketplace, including the men's, women's, accessories, footwear, and children's categories. Founded in 1981 by Elyse N. Kroll, the company conducts 25 events per year, 16 of which are held in New York City, four in Las Vegas, four in Milan, and one in Beijing, China. ENK events are attended by critical fashion retailers, representing both specialty and department stores from around the world. They represent over 10,000 domestic and international exhibiting companies, 250,000 domestic and international buyers and press yearly, and close to 3 million square feet of exhibit space. Visit www.enkshows.com

Textech International Expo
 Jakarta, Indonesia
 Through June 1
www.textechonline.org

June 2
Norton's Apparel, Jewelry & Gift Market
 Gatlinburg, Tenn.
www.nortonsshows.com
 (865) 436-6151
 Through June 4

June 3
Nor-Cal Apparel & Footwear Show
 San Francisco
 Through June 6
mgarmento@aol.com; (510) 531-6392; www.chelseainter-prize.com

NW Trend Show
 Seattle
 Through June 5
www.nwtrendshow.com
 (206) 767-9200

Denver Apparel & Accessory Market
 Denver
 Through June 5
www.denvermart.com
 (800) 289-6278

ITMA Showtime
 High Point, N.C.
 Through June 6
www.itmashowtime.com
 (336) 885-6842

Women's & Children's Apparel Market
 Chicago
 Through June 5
www.mmart.com
 (800) 677-MART

The Deerfield Show
 Deerfield, Ill.
 Through June 4
www.thedeerfieldshow.com

June 4
Coast Show
 Miami
 Through June 5
www.coastshows.com
 (646) 704-2116

MosShoes
 Moscow
 Through June 7
www.mosshoes.com
 (495) 781-3411

June 6
The Footwear Show
 New York
 Through June 8
www.thefootwearshow.com (941)
 378-2840

Connections
 New York
 Through June 7
www.lebook.com/connections
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New York Shoe Expo
 New York
 Through June 8
www.ffany.org; (212) 751-6422

June 7
Atlanta Apparel Market Atlanta
 Through June 10
www.americasmart.com
 (800) ATL-MART

June 10
Northstar Fashion Exhibitors
 St. Paul, Minn.
 Through June 11
www.northstarfashion.com
 (612) 333-5219

Travelers Show
 Philadelphia
 Through June 11
www.thetravelersshow.com

June 11
Los Angeles Fashion Market
 Through June 14
 Los Angeles
 California Market Center, www.californiamarketcenter.com,
 (800) 225-6278; The New Mart, www.newmart.net, (213) 627-0671; Cooper Design Space, www.cooperdesignspace.com,
 (213) 627-3754; Gerry Building, www.gerrybuilding.com, (213) 228-1988; Lady Liberty Building, www.theladylibertybuilding.com, (310) 276-2282; The Primrose Design Building, www.theprimrosedesign.com, (323) 899-0391.

Select Focus
Transit
 Los Angeles
www.californiamarketcenter.com
 (800) 225-6278
 Through June 13
CMC Gift & Home Market L.A. Kids' Market
 Los Angeles
 Through June 14
www.californiamarketcenter.com
 (800) 225-6278


Designers and Agents
 Los Angeles
 Through June 13
www.designersandagents.com
 (212) 302-9575

Fukuoka International Gift Show
 Fukuoka City, Japan
 Through June 13
www.giftshow.co.jp
 +81-3-3843-9851

June 12
Licensing International Expo
 Las Vegas
 Through June 14
www.licensingexpo.com
 (888) 644-2022

ITMA Asia + CITME
 Shanghai
 Through June 16
www.itmaasia.com
 +86 10 85229422

June 13
Tissu Premier
 Lille, France
 Through June 14
www.tissu-premier.com



MAGIC is the pre-eminent trade event in the international fashion industry, hosting global buyers and sellers of men's, women's and children's apparel, footwear, accessories, and sourcing resources. As an incubator of fashion, MAGIC is where new trends surface and develop into what will be seen on the consumer. The show's goal is to connect and inspire the fashion community and fuse diverse trends, while offering unbeatable service to its customers. Upcoming Las Vegas show dates are Aug. 20-23 for FN PLATFORM, MENSWEAR, POOLTRADESHOW, PROJECT, S.L.A.T.E., STREET, WWDMAGIC, and SOURCING at MAGIC at the Las Vegas Convention Center and Mandalay Bay Convention Center. www.magiconline.com

June 16
China International Gold, Jewellery & Gem Fair
 Guangzhou, China
 Through June 16
www.jewellerynetasia.com

Expo Riva Schuh
 Riva del Garda, Italy
 Through June 19
www.exporivaschuh.it

June 17
Bubble London
 Through June 18
www.bubblelondon.com
 +44 (0)20 7596 5061

June 18
CALA
 San Francisco
 Through June 19
www.calashows.com
 (310) 230-3230

Urban Fashion Week
 Hollywood
 Through June 24
www.werunurbanfashion.com
info@werunurbanfashion.com
 (404) 391-6895

Travelers Show
 Baltimore
 Through June 19
www.thetravelersshow.com

June 19
Pitti Immagine Uomo
 Florence, Italy
 Through June 22
www.pittimmagine.com
 (212) 246-2977

Pitti Immagine W
 Florence, Italy
 Through June 22
www.pittimmagine.com
 (212) 246-2977

NRF Loss Prevention Conference & EXPO
 New Orleans
 Through June 22
www.nrf.com/lp12

June 20
Dallas Total Home & Gift Market
 Dallas
 Through June 26
www.dallasmarketcenter.com
 (800) DAL-MKTS



The **International Apparel Sourcing Show** offers apparel brands, retailers, wholesalers and independent design firms a dedicated sourcing marketplace for finding the best domestic and international apparel manufacturers. It is the only event on the East Coast to focus on sourcing finished apparel, contract manufacturing and private-label development. The event will be co-located with Texworld USA, and held July 24-26, 2012, at the Javits Center in New York City. Texworld USA is the largest sourcing event in North America for apparel fabric buyers, R&D and product development specialists, designers, merchandisers and overseas sourcing professionals. Meet directly with a wide range of manufacturers from Asia, the Middle East, North America and many other regions from around the globe. The event will be held July 24-26, 2012, at the Javits Center in New York City. www.apparel-sourcingshow.com and www.texworldusa.com

June 21
The NBM Show
 Indianapolis
 Through June 23
<http://thenbmshow.com>

Show Calendar page 18

SHOWTIME
ITMA MARKET

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The largest market for textiles, leather, and trimmings in the western hemisphere; a pre-eminent event, showcasing the latest and greatest in new product and color trends. Upholstery, window, apparel... Showtime Market is essential to the beginning of any of these stories!

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info@ITMAShowtime.com
www.ITMAShowtime.com
 PO Box 1208 High Point, NC 27261
 336.885.6842

International Trade Show Calendar

Continued from page 17

Asia's Fashion Jewellery & Accessories Fair

Hong Kong
Through June 24
www.asiafj.com
(852) 2516 2158

Hong Kong Jewellery & Gems Fair Hong Kong

Through June 24
www.jewellerynetasia.com



The Denver Merchandise Mart

offers Rocky Mountain retailers a variety of resources. Besides a strong selection of merchandise, five Denver Apparel & Accessory Markets provide retailers business information seminars, networking opportunities, fashion shows, complimentary lunches, and evening events. The Markets are a joint effort of the Denver Market Association (a sales representatives organization) and the Denver Merchandise Mart. Most sales representatives with Denver Merchandise Mart showrooms have relationships with their customers who come from throughout the territory: Montana to New Mexico, Utah to Kansas. In August, the Denver Apparel & Accessory Market, Aug. 24-27 (Aug. 25-27 for temporary exhibitors) will be held at the same time as the Denver Gift, Home, Jewelry & Resort Show, providing more resources, more opportunities. See the Denver Merchandise Mart website (www.denvermart.com) for exhibitor and buyer registration information and updates.

June 22 Sposaitalia Collezioni

Milan, Italy
Through June 25
www.fieramilano.it
+39 02 4997.1

June 23 GTS Florida Expo

Orlando, Fla.
Through June 25
www.gtsshows.com
(770) 410-9771

June 24 SMOTA

Fort Lauderdale, Fla.
Through June 26
www.smota.com
(786) 331-9000

Metro-Michigan Women's Wear

Livonia, Mich.
Through June 26
www.midwestapparelreps.com

White

Milan, Italy
Through June 26
www.whiteshow.it

Fashion Market Northern California

San Mateo, Calif.
Through June 26
www.fashionmarketnorcal.com
(800) 536-4422

Travelers Show

Pittsburgh
Through June 25
www.thetravelersshow.com

June 25 Comocrea

Cernobbio, Italy
Through June 26
www.comocrea.com
+39 31 316.431

June 26 Francal

Sao Paulo
Through June 29
www.feirafancal.com.br

June 27 Men's Fashion

Paris
Through July 1
www.modeaparis.com
(331) 42 66 64 44

Bangkok International Fashion Fair

Through July 1
Bangkok +66 2512 0093
www.thaitradefair.com/
Bangkok
Through July 1

International Leather Fair

Bangkok
+66 2512 0093
www.thaitradefair.com/

June 28 Pitti Immagine Bimbo

Florence, Italy
Through July 30
www.pittimmagine.com
(212) 246-2977

23rd China Watch Fair

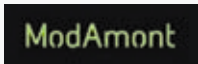
Shenzhen, China
Through July 1
(86) 755 - 82949443
http://www.szwatchfair.com

Chicago Shoe Expo

Chicago
Through June 29
www.chicagoshoexpo.com
(866) 535-3976

June 29 (capsule)

Paris
Through July 1
www.capsuleshow.com
(212) 206-8310



ModAmont, the international trade show of trimming and supplies for fashion and design gathers twice a year in Paris about 270 international exhibitors proposing collection of buttons, buckles, textile and metallic trims, labels, packaging, components for jewelry and also more than 22,000 buyers looking for creative and innovative products. ModAmont takes place Sept. 19-21 at Paris-Nord Villepinte, Hall 3. visiteurs@modamont.com or www.modamont.com

california | market center

Five seasons a year, buyers from around the globe flock to the **California Market Center (CMC)** for Los Angeles Fashion Market, the West Coast's premier destination for thousands of apparel, gift & lifestyle collections displayed in hundreds of the CMC's showrooms and featured trade shows. Our array of resources includes SELECT Contemporary Tradeshow, FOCUS Apparel & Accessories Show, TRANSIT LA Shoe Show, LA Kids Market, and the Gift, Home & Design showcase. L.A. Fashion Market at the CMC now offers visiting retailers and brands more show options than ever to exhibit in and shop from. Upcoming market dates are June 11-14, Aug. 13-16, and Oct. 15-18. Visit www.californiamarketcenter.com/fashion for more information.

June 30 Fatex

Paris
Through July 3
www.fatex.fr

Tranoi

Paris
Through July 2
www.tranoi.com
33 01 53 01 84 96

July 1 Chic Coventry, U.K.

Through July 3
www.chicuk.com

July 2 Haute Couture Paris

Through July 5
www.modeaparis.com
(331) 42 66 64 44

July 3 Hong Kong Fashion Week

Hong Kong
Through July 6
http://hkfashionweek.hktdc.com
(213) 622-3194

July 4 Premium

Berlin
Through July 6
www.premiumexhibitions.com 49 (0)30 629-0850

Seek

Berlin
Through July 5
www.seekexhibitions.com

Première Vision Brasil

Sao Paulo
Through July 5
www.premierebrasil.biz

Mercedes-Benz Fashion Week

Berlin
Through July 7
www.mbfashionweek.com
(646) 871-2400

Bread and Butter

Berlin
Through July 6
www.breadandbutter.com
+49 (0)30 2000 370

Pitti Immagine Filati

Florence, Italy
Through July 6
www.pittimmagine.com
(212) 246-2977

July 5 (capsule)

Berlin
Through July 6
www.capsuleshow.com
(212) 206-8310

July 7 TrendSet

Munich, Germany
Through July 9
http://en.trendset.de/

Interfilere Paris

Through July 9
www.interfilere.com
(212) 957-0932

Playtime

Paris
Through July 9
www.playtimeparis.com
+33 1 43 72 75 37

Mode City

Paris
Through July 9
www.playtimeparis.com
+33 1 43 72 75 37

July 10 China Sourcing Fair (Fashion Accessories and Garments & Textiles)

Miami
Through July 12
www.chinasourcingfair.com



Fashion Market Northern California

is celebrating its fifth year at the San Mateo Event Center with its upcoming Market—June 24-26, 2012, Sunday through Tuesday. The easy-to-shop Fashion Market is the largest open-booth show on the West Coast, with over 2,000 lines showing. Five years and so many improvements ... a new booth system; the furniture on the Boulevard with seating areas for the buyers; new signage out front, on the reception desk and new aisle signs; and, most importantly, every market we see new exhibitors and buyers. Our exhibitors are from every category: juniors to updated to contemporary to European lines, plus a wide range of classic to trend accessories. Every market offers complimentary continental breakfast, lunch coupons for buyers, and coffee and cookies in the afternoon—another plus! Also, Tuesday offers retailers free early-bird parking before 10 a.m. and an exciting drawing later that day for one free iPad. Happy Anniversary to Fashion Market Northern California. The excitement continues to grow, and the buzz is this is the show to attend! Other show dates are Aug. 26-28 and Oct. 27-29. www.fashionmarketnorcal.com

July 11 Premiere Vision Preview

New York
Through July 12
www.premierevision.com
(646) 351-1942

Amsterdam International Fashion Week

Amsterdam
Through July 15
www.aifw.nl
+31 (0)20 684 2878

The Atlanta International Gift & Home Furnishings Market

Atlanta
Through July 18
www.americasmart.com
(800) ATL-MART

Dye+Chem International Expo

Dhaka, Bangladesh
Through July 14
www.dyechemonline.org

International Yarn & Fabric Show

Dhaka, Bangladesh
Through July 14
www.yarnandfabric.org

Textech International Expo

Dhaka, Bangladesh
Through July 14
www.textechonline.org

July 13 Beijing International Jewellery Fair

Beijing
Through July 16
www.newwayfairs.com

July 15 Stitch

London
Through July 16
www.stitchmenswear.com

ABC-Salon Munich, Germany

Through July 16
www.abc-salon.de
(49 89) 323 53-185

July 16 India International Garment Fair

New Delhi
Through July 18
www.indiaparelfair.com
0124-2708000

SpinExpo

New York
Through July 18
www.spinexpo.com
+33 1 39 76 96 70

Agenda New York

Through July 17
www.agendashow.com

July 17 CMC Gift and Home Market

Los Angeles
Through July 23
www.californiamarketcenter.com
(800) 225-6278

Intermoda

Guadalajara, Mexico
Through July 20
www.intermoda.com.mx
+52 (33) 31224499

Goodman Factors

As the oldest privately held factoring company in the Southwest, **Goodman Factors** provides recourse and nonrecourse invoice factoring for businesses with monthly sales volumes of \$10,000 to \$2 million. Services include invoice and cash posting, credit and collection service, and cash advances on invoices upon shipment. Due to its relatively small size and centralized-management philosophy, its clients often deal directly with company management/ownership. Its size also enables it to provide flexible arrangements and quick decisions. For more information, visit www.goodmanfactors.com or call Bret Schuch at (972) 241-3297, Ext. 213.

The ASI Show

Chicago
Through July 19
www.asishow.com
(800) 546-3300

Michigan (Men's) Apparel Club

Farmington Hills, Mich.
Through July 18
www.midwestapparelreps.com

July 18 London Textile Fair

London
Through July 19
http://thelondontextilefair.co.uk

JFW International Fashion Fair

Tokyo
Through July 20
www.senken-ex.com/iff_en
3-3219-3566

Children-Baby-Maternity Products Expo

Shanghai
Through July 20
www.cbmexpo.com

Show Calendar page 20

DESIGNS YOUR WORLD
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NEW YORK
FASHION EDITION, Metropolitan Pavilion
31 July-1 August 2012

PARIS
FASHION EDITION, Paris Nord Villepinte
19-21 September 2012

NOTE CHANGE IN DAYS: Wednesday 19- Friday 21 Sept. 2012

indigo-salon.com

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Owner/Designer,
LDLA Clothing LLC

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Donald Nunnari, E.V.P.
dnunnari@merchantfactors.com
www.merchantfactors.com

1430 Broadway, 18th Floor
New York, NY 10018
212-840-7575
Joshua Goodhart, S.V.P.
jgoodhart@merchantfactors.com

KEEPING YOU ON COURSE

International Trade Show Calendar

Continued from page 21

International Gift Show

Tokyo
Through Sept. 7
www.giftshow.co.jp
+81-3-3843-9851

Chicago Shoe Expo

Chicago
Through Sept. 6
www.chicagoshoexpo.com
(866) 535-3976

Mercedes-Benz Fashion Week

Madrid
Through Sept. 9
Feria de Madrid
www.ifema.es; 902 22 15 15

CPM

Moscow
Through Sept. 8
www.mdna.com; (312) 781-5180

Michigan (Men's) Apparel Club

Farmington Hills, Mich.
Through Sept. 6
www.midwestapparelreps.com

Sept. 6

Bijoux

Milan, Italy
Through Sept. 9
www.fieramilano.it
+39 02 4997.1

Mercedes-Benz Fashion Week

New York
Through Sept. 13
www.mbfashionweek.com
(646) 871-2400

SpinExpo

Shanghai
Through Sept. 8
www.spinexpo.com
+33 1 39 76 96 70

International Vision Expo

Las Vegas
Through Sept. 8
www.visionexpowest.com
(800) 811-7151 or
203-840-5610

Surf Expo

Orlando, Fla.
Through Sept. 8
www.surfexpo.com
(800) 947-SURF

Trends The Apparel Show

Edmonton, Canada
Through Sept. 10
www.trendsaparel.com
(780) 455-1881

Sept. 7

Northwest Shoe Travelers Market

Shakopee, Minn.
Through Sept. 9
www.nwshoetravelers.com
(651) 436-2709

Imprinted Sportswear Show

Atlanta
Through Sept. 9
www.issshows.com
(800) 933-8735

International Western/English Apparel & Equipment Market

Denver
Through Sept. 10
www.denver-wesa.com
(800) 295-1041

The International Textiles Expo

is your source for fabrics, notions, trimmings, patterns, and supplies in the apparel/accessories, home décor, quilting, and gift industries. Serving the needs of independent manufacturer and retail fabric stores, the show is held twice a year in Las Vegas. Our next show will be Oct. 8-10, 2012, at Bally's Hotel in Las Vegas. Visit our website at www.textileshows.com for updated information on future shows. Email tex-tileshow@earthlink.net or call (516) 596-3937.

Sept. 8

Dallas Bridal Market

Dallas
Through Sept. 11
www.dallasmarketcenter.com
(800) DAL-MKTS

Norton's Apparel, Jewelry & Gift Market

Gatlinburg, Tenn.
Through Sept. 10
www.nortonsshows.com
(865) 436-6151

Midwest Children's Apparel Group

Livonia, Mich.
Through Sept. 11
www.midwestchildrensapparel-group.com

Profile

Toronto
Through Sept. 11
www.profileshow.ca

Dallas Total Gift & Home Market

Dallas
Through Sept. 10
www.dallasmarketcenter.com
(800) DAL-MKTS

Sept. 9

SMOTA

Fort Lauderdale, Fla.
Through Sept. 11
www.smota.com

Metro-Michigan Women's Wear

Livonia, Mich.
Through Sept. 10
www.midwestapparelreps.com

Manchester Gift Show

Manchester, U.K.
Through Sept. 11
www.boutique-by-chic.com

Boston Collective

Boxborough, Mass.
Through Sept. 11
www.bostoncollective.com
(508) 655-7158

Sept. 10

Las Vegas International Lingerie Show

Las Vegas
Through Sept. 12
www.spectrade.com
(305) 598-7019

Sept. 11

Electronic Retailing Annual Conference

Las Vegas
Through Sept. 13
www.retailing.org; www.d2c-show.org; (800) 987-6462

Las Vegas Souvenir & Resort Gift Show

Las Vegas
Through Sept. 14
www.lvsouvenirshow.com
(800) 318-2238

SHOWTIME ITMA MARKET

ShowtimeTime ITMA has become the pre-eminent upholstery and decorative coverings market for home furnishings in the Western Hemisphere; the largest biannual gathering of textiles, leathers and trimmings. Founded in 1990 as a furniture fabric fair, Showtime has grown to cover all the various home-fabric distribution channels, attracting buyers from around the world. Join us in High Point, N.C., where textile mills, converters, leather tanneries, and trimmings manufacturers gather to introduce their new lines. The 45th edition of Showtime will be held June 3-6, 2012. Check us out! Visit www.ITMAShowtime.com, email info@itmashowtime.com or call (336) 885-6842.



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wellsfargocapitalfinance.com/apparel

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rooms25

Tokyo
Through Sept. 13
www.roomsroom.com; rooms@hprp.com; +81-3-3499-0822

Milano Unica

Milan, Italy
Through Sept. 13
www.fieramilano.it
+39 02 4997.1

Indigo

Brussels
Through Sept. 13
www.indigo-salon.com

Shirt Avenue

Milan, Italy
Through Sept. 13
www.shirt-avenue.com
+39-02-66103838

Next Season

Fast Fashion

BTS

Tex-Style
Poznan, Poland
Through Sept. 13
www.mtp.pl; +48 61 869 2000

NE Apparel & Footwear

Materials Show
Danvers, Mass.
Through Sept. 12
www.americanevents.com (503) 642-0977

Sept. 12

Giftrends Madrid

Madrid
Through Sept. 16
www.ifema.es; 902 22 15 15

Anteprima MarediModa

Munich Preview
Munich
Through Sept. 13
www.maredimoda.com
+39 031 234282

Ready to Show

Milan, Italy
Through Sept. 14
www.readytoshow.it; 00 39 02 48015026

The Deerfield Show

Deerfield, Ill.
Through Sept. 13
www.thedeerfieldshow.com

Sept. 13

Kind + Jugend

Cologne, Germany
Through Sept. 16
www.kindunjugend.com
(773) 326-9920

Midwest Children's

Apparel Group
Indianapolis
Through Sept. 14
www.midwestchildrensapparel-group.com



Hana Financial
Established in 1994, **Hana Financial** is a commercial finance company specializing in traditional factoring, trade finance, and international factoring. Additionally, it provides SBA loans and residential mortgage loans. Hana Financial has successfully transformed itself from a local start-up, primarily serving a niche market of Southern California, to a nationwide firm garnering businesses from all across the nation. It operates in over 28 industries in four countries, with locations in Los Angeles, New York, Seattle, Chicago, and Denver. It's also a member of Factors Chain International. For more information, call (213) 240-1234 or visit www.hanafinancial.com.

Sept. 14

Shenzhen International Jewelry Fair

Shenzhen, China
Through Sept. 18
www.newwayfairs.com

Billings Market Association

Billings, Montana
Through Sept. 16
www.billingsmarketassoc.com
(406) 652-613

Hawaii Market Merchandise Expo

Honolulu
Through Sept. 16
www.douglstradeshows.com
(800) 525-5275

Sept. 15

GTS Florida Expo

Orlando, Fla.
Through Sept. 17
www.gtsshows.com
(770) 410-9771

Hong Kong Jewellery & Gems Fair

Hong Kong
Through Sept. 25
www.jewellerynetasia.com

Sept. 16

Micam Shoeevent

Milan
Through Sept. 19
www.micamonline.com
+39 02 4997.1

Mipel - The Bagshow

Milan, Italy
Through Sept. 19
www.mipel.com; +39 02 4997.1

Sept. 17

D.C. Fashion Week

Washington, D.C.
Through Sept. 23
<http://dcfashionweek.org>

Texworld

Paris
Through Sept. 20
www.messefrankfurt.com
(770) 984-8016

Sept. 18

Designers and Agents

New York
Through Sept. 20
www.designersandagents.com
(212) 302-9575

White

New York
Through Sept. 20
www.whiteshow.it

(capsule)

New York
Through Sept. 20
www.capsuleshow.com
(212) 206-8310



Dallas Apparel & Accessories Markets are held five times each year at **Dallas Market Center**. As the economy warms up, Dallas continues to welcome thousands of buyers to each market, 70 percent of whom don't shop other apparel marketplaces. Likewise, the Dallas Market Center has recently added key rep groups/lines from California to help create a destination for the leading edge of fashion. For the latest news and upcoming market dates, visit www.dallasmarket-center.com.

Sept. 19

Premiere Vision

Paris
Through Sept. 21
www.premierevision.com

ZOOM by Fatex

Paris
Through Sept. 21
www.eurovet.fr
www.zoombfatex.com
+33 (0)1 47 56 32 32

Le Cuir a Paris

Paris
Through Sept. 21
www.lecuiraparis.com
+33 (0)1 43 59 05 69

NW Apparel & Footwear

Materials Show
Portland, Ore.
Through Sept. 20
www.americanevents.com (503) 642-0977

World Retail Congress

London
Through Sept. 21
www.worldretailcongress.com
+44 (0) 20 7554 5808; info@worldretailcongress.com

Indigo

Paris
Through Sept. 21
www.indigo-salon.com
(973) 761-5598

Show Calendar page 24

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www.bibbyusa.com

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International Trade Show Calendar

Continued from page 23

Porto Joia International Jewelry, Gold and Watch Exhibition Porto, Portugal
Through Sept. 23
www.portojoia.exponor.pt/

Natural Products Expo East
Baltimore
Through Sept. 22
www.expoeast.com
(207) 842-5504

Expofil
Paris
Through Sept. 21
www.expoeast.com
(207) 842-5504

Mod'Amont
Paris
Through Sept. 21
www.modamont.com
+33 (0)1 41 18 60 55

Shanghai Textile & Apparel Trade Fair Shanghai
Through Sept. 21
www.apparelchina.org
(214) 655-7632

Indiana Women's Apparel Club
Indianapolis
Through Sept. 20
www.midwestapparelreps.com

Asia's Fashion Jewellery & Accessories Fair
Hong Kong
Through Sept. 22
www.asiafja.com
(852) 2516 2158

Fatex
Paris
Through Sept. 21
www.fatex.fr

Fashion Coterie Sole Commerce TMRW
New York
Through Sept. 21
<http://enksnows.com>
(212) 759-8055

Sept. 20 The NBM Show
Philadelphia
Through Sept. 22
<http://thenbmshow.com/>

Sept. 21 The Chicago Market: Living and Giving
Chicago
Through Sept. 23
www.shopchicagomarket.com
(800) 677-MART

PREMIEREVISION

The next edition of **Première Vision**, the World's Premier Fabric Show, will be held Sept. 19-21 (Wednesday through Friday; note change in days) at Parc d'Expositions de Paris-Nord Villepinte. Three days to discover the collections of some 700 weavers from all over the world, innovations, trends and main directions for Autumn/Winter 2013-14. A hub for business and inspiration. **Première Vision Preview** takes place in New York July 11-12 for Fall/Winter 2013-14. www.premierevision.com

London Fashion Week
London
Through Sept. 26
www.londonfashionweek.co.uk
+44 (0)20 7636 7788

Mi Milano Prêt-à-Porter
Milan, Italy
Through Sept. 24
www.fieramilano.it
+39 02 4997.1

Designers at the Jumeirah Essex House
New York
Through Sept. 23
www.designersattheessexhouse.com; (310) 657-6033

Sept. 22 White
Milan, Italy
Through Sept. 24
www.whiteshow.it

Modacalzado + Iberpiel
Madrid
Through Sept. 24
www.messe-offenbach.de
+49 69 82 97 55-0

I.L.M. International Leather Goods Fair
Offenbach, Germany
Through Sept. 24
www.messe-offenbach.de
+49 69 82 97 55-0

Touch!-neoZone-cloudnine
Milan, Italy
Through Sept. 24
www.pittimagine.com
(212) 246-2977

Sept. 23 OffPrice Show
London
www.offpriceshow.co.uk
+44 (0) 207 733 5102

Syracuse Super Show
Syracuse, N.Y.
Through Sept. 24
www.syracusesupershow.com
www.neacshow.com
(781) 326-9223

CMC Gift & Home Market
Los Angeles
Through Sept. 25
www.californiamarketcenter.com
(800) 225-6278

New England Apparel Club
Syracuse, N.Y.
Through Sept. 24
www.neacshow.com
(781) 326-9223

Sept. 24 IAF World Apparel Convention
Oporto, Portugal
Through Sept. 28
www.iafnet.com
+31 (0)30 2320901

MosShoes
Moscow
Through Sept. 27
www.mosshoes.com
(495) 781-3411

Sept. 25 Ready to Wear
Paris
Through Oct. 3
www.modeaparis.com
(331) 42 66 64 44

Sept. 27 Fashion Access
Hong Kong
Through Sept. 29
www.apf.com
(852) 2827 6211

Imprinted Sportswear Show
Fort Worth, Texas
Through Sept. 29
www.issshows.com
(800) 933-8735

Sept. 28 Paris Sur Mode
Paris
Through Oct. 1
www.parissurmode.com



Finance One Inc. was established in 1998, and 95 percent of its clients are apparel-related—both East and West coasts. They provide factoring, trade financing, and P/O financing to their clients—all with personalized service, competitive rates, industry understanding, a user-friendly online system, and value-added service. Contact: Tae Chung at (213) 534-2908 or visit www.finone.com

Premiere Classe

Paris
Through Oct. 1
www.premiere-classe.com
+33 (0)1 40 13 74 70

(capsule)

Paris
Through Sept. 30
www.capsuleshow.com
(212) 206-8310

Designers and Agents

Paris
Through Oct. 1
www.designersandagents.com
(212) 302-9575

Tranoi

Paris
Through Oct. 1
www.tranoi.com
33 01 53 01 84 96



The **PGA Expo** returns to the popular Venetian Resort-Hotel-Casino in Las Vegas, Nevada, Aug. 21-22, to co-locate again with the MRket and MODA shows during the 2012 Las Vegas "fashion week." Source new merchandise from some 200-plus vendors; preview Spring 2013 golf, resort and casual apparel lines; network among peers at free networking events; and take part in apparel designer panels, retailer seminars, and more. Register free at www.pgaexpo.com/next.



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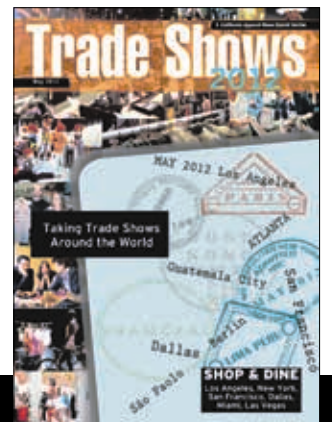
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Sept. 29 National Bridal Market Chicago

Chicago
Through Oct. 2
www.mmart.com
(800) 677-MART

Sept. 30 L.A. Mart Gift & Home Market

Los Angeles
Through Oct. 2
www.lamart.com/gift
(800) LAMART-4

Sept. TBA Montreal Fashion Week

Montreal
www.sensationmode.com
(514) 876-1499

Sept. TBA Moda Manhattan

New York
www.modamanhattan.com
(866) 696-6020

Sept. TBA Fame

New York
www.fameshows.com
(866) 696-6020

Oct. 1 L.A. Majors Market

Los Angeles
Through Oct. 3
www.californiamarketcenter.com
(800) 225-6278

Oct. 2 Kansas City Apparel & Accessory Market

Kansas City
Through Oct. 3
kcaasa@yahoo.com
(816) 231-6446
www.kcapparelmarket.com

Oct. 3 Phoenix Fashion Week

Phoenix
Through Oct. 6
info@phoenixfashionweek.com,
www.phoenixfashionweek.com,
(480) 430-9489

Press ... The Show

New York
Through Oct. 4
<http://press-theshow.com>
<http://press-theshow.com>

IGATEX Pakistan Karachi, Pakistan

Through Oct. 6
www.igatex.pk
www.cems.com.sg
(65) 6278 8666

AYSAF Istanbul

Through Oct. 6
www.cnrexp.com

TEXMED Tunisia

Tunis, Tunisia
Through Oct. 5
www.texmed-tunisia.com
(+216) 71 23 01 12

Oct. 4

Expo Pakistan

Karachi, Pakistan
Through Oct. 7
info@expopakistan.gov.pk www.tdap.gov.pk
92 (21) 111-444 -11, 920-6494

Oct. 5

Trendz

Palm Beach, Fla.
Through Oct. 7
www.trendzshow.com
(888) 249-1377

Oct. 6

GTS Jewelry & Accessories Expo

Greensboro, N.C.
Through Oct. 8
www.gtsshows.com
(770) 410-9771



The Primrose Design building in the Los Angeles Fashion District has bloomed into a high-end boutique showroom fashion building. Every floor has been refashioned to meet all creative showroom's office and design space is imbued with charm and sophistication, and the building is 90 percent leased. Join Alternative Apparel, Free People, L'Atelier, and other leaders in fashion at Primrose. For more information, visit www.theprimrosedesign.com.

Oct. 7

NW Trend Show

Seattle
Through Oct. 9
www.nwtrendshow.com
(206) 767-9200

Nor-Cal Apparel & Footwear Show

San Francisco mgarmento@aol.com; (510) 531-6392;
Through Oct. 10
www.chelseainterprize.com

Arizona Apparel Show

Phoenix
Through Oct. 9
www.arizonaapparelshow.com
(805) 987-9928

Oct. 8

The Source/ International Textiles

Expo Las Vegas

Through Oct. 10
www.textileshows.com
(516) 596-3937

L.A. International Textile Show

Los Angeles
Through Oct. 10
www.californiamarketcenter.com
(800) 225-6278

Oct. 9

Lineapelle

Bologna
Through Oct. 11
www.lineapelle-fair.it
+39 02 880 7711 A34

Moda Made in Italy

Munich, Germany
Through Oct. 11
www.messe-muenchen.de
0039/02/43 82 9222

Modama

Guadalajara, Mexico
Through Oct. 11
www.modama.com.mx
(+52 33) 3824.6040

IWAC Michigan Clare Apparel Group

Clare, Mich.
Through Oct. 10
www.midwestapparelreps.com

Oct. 10

GTS Florida Expo

Orlando, Fla.
Through Oct. 12
www.gtsshows.com
(770) 410-9771

FILIO

Milan, Italy
Through Oct. 11
www.filio.it
+39 015 8483271

Oct. 11

Dye+Chem International Expo

Chennai, India
Through Oct. 13
www.cems-dyechem.com

Atlanta Apparel Market

Atlanta
Through Oct. 15
www.americasmart.com
(800) ATL-MART

Oct. 12

Western Imprint Canada Show

Calgary, Alberta
Through Oct. 13
www.imprintcanada.com
(877) 895-7022

Oct. 13

Galveston Gift & Resort Merchandise Show

Galveston, Texas
Through Oct. 15
www.urban-expo.com
(800) 318-2238

Oct. 14

Los Angeles Fashion Market

Through Oct. 18 Los Angeles
California Market Center, www.californiamarketcenter.com,
(800) 225-6278; The New Mart,
www.newmart.net, (213) 627-0671; Cooper Design Space,
www.cooperdesignspace.com,
(213) 627-3754; Gerry Building,
www.gerrybuilding.com,
(213) 228-1988; Lady Liberty
Building, www.theladylibertybuilding.com,
(310) 276-2282; The Primrose Design Building,
www.theprimrosedesign.com,
(323) 899-0391.

Show Calendar page 26

www.hanafinancial.com

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- 2010 • Opened Loan Production Offices (LPO) in Chicago, Denver, New York & Seattle
- Started Mortgage Banking
- Ranked 33rd in SBA loan dollar volume nationwide
- Reached \$1.6 billion in factoring volume, ranking in the top 10 nationwide & 3rd on the West Coast
- 2008 • Received PLP Status with the Small Business Administration
- 2007 • Opened Northwest Regional Office in Seattle
- Obtained Small Business Administration (SBA) Lending License
- 2006 • Reached \$1.2 billion in factored volume
- Secured Private Label Commercial Letter of Credit Services
- Secured revolving financing facility with Wells Fargo
- 2005 • L.A. Corporate headquarters moved to new office at 1000 Wilshire Blvd., 20th Floor, Los Angeles, California
- 10th Anniversary of Hana Financial, Inc.
- Relocated East Coast Office to New York, New York
- 2004 • Launched web based version of the proprietary e-Factoring system
- Partnership agreement with Korea Export & Import Bank
- Became Factors Chain International (FCI) member
- 2003 • Opened East Coast Office in Fort Lee, New Jersey
- Sunnie Kim appointed as the new CEO
- 1998 • Implemented Hana's proprietary factoring system
- 1995 • Began formal business operations
- 1994 • Founded and incorporated by Charles Kim and Sunnie Kim

• Factoring • Purchase Order & Trade Finance • SBA Lending
• Mortgage Banking • Equipment Leasing

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