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DEBORAH BELGUM

VINTAGE COLOR: Hanesbrands, at the Imprinted Sportswear Show in Long Beach, Calif., introduced a new Nano collection that has vintage colors that look garment-dyed but maintain their color consistency.

TRADE SHOW REPORT

Scouting New Tech at NRF

By Caitlin Kelly *Contributing Writer*

NEW YORK—With 30,000 attending—a jump from last year's record 27,000 visitors—and 500 exhibitors, this year's **National Retail Federation Big Show**, held at New York's **Jacob K. Javits Convention Center** Jan. 12–15, offered the usual frenzy of meeting, greeting and selling as retailers checked out the latest in technology.

This year, however, was a big improvement from recent shows as retailers finally began opening their wallets to catch

up with their competitors, agreed several exhibitors.

"We came away from the show with increasingly positive feelings," said Bob McKee, director, fashion industry strategy, for **Infor**, a New York-based provider of business application software.

"The past few years, the show has been quiet and slow for us, and the quality of those attending wasn't good. This year they were much higher quality, people who would and could make decisions about buying from us," McKee attributed the

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Kitson Opening in Las Vegas in May

By Andrew Asch *Retail Editor*

Kitson, the trendy Los Angeles boutique that started on Robertson Boulevard in 2000, is gambling that Las Vegas will be a big winner for the retail chain.

Kitson announced it will be opening a mammoth 12,000-square-foot emporium in May inside **The Linq**, a new shopping center that opened last month across the way from **Caesars Palace** on the Las Vegas Strip.

The store will be employing 100 associates to staff the outpost, which is expected to keep casino hours, meaning it will most likely remain open until 2 a.m., said Courtney Saavedra, Kitson's director of marketing and public relations.

"We're ready to partner with our vendors to give our customers something spectacular there," she said.

While many of Kitson's 18 California locations range from 5,000 square feet to 8,000 square feet, the retailer's Las Vegas location is being amped up to accommodate the more than 23

million tourists who wander up and down the Las Vegas Strip every year.

Fraser Ross, the founder of Kitson, said that the emporium's gamble will justify its size. "Vegas is all about bigger and better," Ross said. Much of the store's space will be set aside for 400-square-foot shops-in-shop. Most of their leases will expire in three to six months.

The big space is warranted because the Las Vegas Kitson will serve people on vacation. "Locals buy online when they shop at home. Travelers' mindsets are different. They shop when they are traveling," Ross said.

He also forecast that the Las Vegas Kitson will be part of a new attraction for the city.

The Linq is a huge project whose landmark is the world's tallest observation Ferris wheel, called "The High Roller." Topping out at 550 feet, the wheel's 28 glass-enclosed cabins

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TRADE SHOW REPORT

In Search of Newness at the ISS Show

By Deborah Belgum *Senior Editor*

The name of the game for the T-shirt crowd this year is discovering a fresh take on blank tops.

Buyers were hunting for new colors, new fabrics, new silhouettes and new ways to imprint their T-shirts.

"Customers are excited about anything, even a new fabric," said Young Shih, operations manager of **Pima Apparel**, a T-shirt company based in Ontario, Calif., that has been adding linen to the fabric mix of its T-shirts.

Pima Apparel was just one of some 350 exhibitors taking part in the annual **Imprinted Sportswear Show**, held Jan. 17–19 at the **Long Beach Convention Center** in Long Beach, Calif.

The exhibition features everything that has anything to do with the blank T-shirt business. Need a spangle machine? You can find one here. Planning to buy a rhinestone-transfer machine? There were several.

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TRADE SHOW REPORT

Exhibitors up 17 Percent at Première Vision Preview New York

By Caitlin Kelly *Contributing Writer*

NEW YORK—Designers lined up in the cold, eager for the doors to open, as **Première Vision New York** and **Indigo New York** showed the work of textile and accessories designers from 15 countries, including Turkey, France, Italy, Japan and the United Kingdom.

The two-day show, held Jan. 14–15 at the **Metropolitan Pavilion** and **Altman Building**, drew 261 exhibitors—a 17 percent increase over 2013—and 137 studios showing on three floors of the Metropolitan Pavilion. So eager were new exhibitors to join the event, with only seven of 27 accepted this year, that this was the last time the organizers are using the two buildings. They are moving the show permanently to **Pier 92**. It's literally bursting at the seams, said Guglielmo Olearo, PV's international exhibitions director.

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Where fashion gets down to businessSM



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Del Amo Fashion Center Makes Way for New Addition

The retail lineup at the **Del Amo Fashion Center** in Torrance, Calif., is starting to look a lot like musical chairs. At the end of the month, boutiques will begin relocating to other areas of the mall so construction can begin on a new two-level section of the north mall.

The new project will connect an existing **Macy's** women's store with a new **Nordstrom**, scheduled to open in fall 2015. The two-level, 140,000-square-foot Nordstrom will be located near the intersection of Hawthorne Boulevard and Fashion Way.

The new project is part of an ongoing renovation campaign at Del Amo, a sprawling shopping center owned by **Simon Property Group**.

It is one of the largest malls in the United States, with 2.4 million square feet and more than 200 stores. Renovations include enhancements to the mall's outdoor lifestyle village, the construction of a 1,900-space garage and the addition of new landscaping around the area.

To make way for construction, a number of stores will be relocating to the south end of Del Amo starting Jan. 31.

Relocations include:

- **Cotton On**, **Cotton On Kids**, **Frederick's of Hollywood**, **Lane Bryant**, **MAC**, **Pacific Sunwear**, **American Eagle**, **Justice**, **Claire's** and **Express** will relocate to the south portion of the center between Macy's and Sears.

- Temporarily relocating to the second level of the outdoor lifestyle area are **Robert**

Wayne Footwear and **Stride Rite**. **Hennes & Mauritz**, also known as **H&M**, will be relocating by Valentine's Day and have two locations on the first level of the lifestyle wing.

- Also, a handful of stores will be relocating to their permanent homes near the new **Patio Cafés** near the central **Macy's** store. They are the **Disney Store**, **Zumiez**, **Aéropostale**, **Gymboree** and **Hollister**.

—Andrew Asch

RVCA Joins Forces With Model for Capsule Collection

RVCA, a leading boardsports and fashion brand out of Costa Mesa, Calif., recently announced its first capsule collection with a model since its popular collaboration with model and actress **Erin Wasson** for Spring 2009.

The new collection, **Ashley Smith x RVCA**, will be delivered as part of RVCA's larger Fall/Winter 2014 lineup. It will include sporty looks such as color-blocked letterman sweaters, baseball tees, pleated skirts, black skinny jeans, cropped sweaters, halter tops and sweater dresses. Wholesale prices will range from \$10 to \$150 for the 13-piece capsule collection.

Smith said that she hoped to add her own point of view to the label. "I wanted to bring the RVCA girl a few key pieces that felt a little more playful—sexy, even," she said.

As part of the marketing campaign, Smith was planning to co-host a dinner with RVCA founder **PM Tenore** with an undisclosed list of artists from the brand's "Artist Network

New Exec at Levi Strauss & Co.

Craig Nomura is moving from **Williams-Sonoma Inc.** to **Levi Strauss & Co.** as the new executive vice president and head of global retail.

He will join the iconic denim company on Feb. 3, reporting to **Chip Bergh**, Levi's president and chief executive.

"Whether it's through strategic franchise management, consumer-focused vertical retail experiences or tight inventory management, Craig's deep expertise across all aspects of retail operations will be a great asset to the management team as we work to make [Levi's] a world-class omni-channel retailer," Bergh said in a statement.

Nomura will help run a fleet of 2,800 owned stores and outlets. The retail division employs 7,300 people.

Nomura's most recent job was serving as senior vice president of global development for **Williams-Sonoma Inc.**, where he was responsible for international expansion. He also worked for **Gap Inc.**, **The Gymboree Corp.**, **Guess? Inc.** and **Foot Locker Inc.**

Levi's makes jeans and casualwear for men, women and children under the labels **Levi's**, **Dockers**, **Signature by Levi Strauss & Co.** and **Denizen**. Revenues for the company in fiscal 2012 were \$4.6 billion.—A.A.

Program" in New York on Jan. 23. The line will be the first in a series of six capsule collections with Smith.

RVCA, founded in 2001, is one of the brands owned by **Billabong International**, which recently emerged from a set of bruising proxy battles.

ing proxy battles.

In a Dec. 10 address, **Neil Fiske**, **Billabong's** chief executive officer, said that "RVCA is showing tremendous growth" and would play a big role in the company's turnaround.—A.A.

Kitson *Continued from page 1*

will have music and video that fade away to reveal a bird's-eye view of the city during the 30 minutes it takes the wheel to go around. "You can see the Kitson name from the strip in a flashing sign," Ross said. "You can't get a better advertisement than that."

Caesars Entertainment, the developer of the open-air shopping and entertainment center, is spending \$550 million on the project, which will be managed by Los Angeles-based retail developer **Caruso Affiliated**. "Caruso will be providing an outdoor-lifestyle setting that will be very different for Las Vegas," Saavedra said. Caruso owns and operates **The Grove** shopping center in Los Angeles and **The Americana at Brand** shopping center in Glendale, Calif.

Kitson's Las Vegas location will offer

popular brands such as **Homies**, **Boy London**, **Sol Angeles**, **Yosi Samra** and **Lauren Moshi**, as well as **Herschel Supply Co.**, **God Save LA**, **Aviator Nation**, **Havaianas**, **Ray Bans** and **Billionaire Boys Club**.

While it will keep its identity as a retailer with Los Angeles roots, the store will strive to accommodate the Las Vegas lifestyle, which means offering products that take you all the way from the swimming pool in the morning to the nightclub in the evening.

The store will have apparel for men, women and children, as well as books, gifts, apothecary and accessories.

The **Linq** will be home to other retailers, including **Goorin Bros.**, **Chilli Beans** and **12AM:Run**.

The project also will feature entertainment and food venues including **Chayo Mexican Kitchen + Tequila Bar**, **Sprinkles Cupcakes** and **Brooklyn Bowl**. ●



VEGAS BOUND: Kitson is opening its largest store soon in Las Vegas.

Calendar

Jan. 24

Swim Collective
Hyatt Regency
Huntington Beach, Calif.
Through Jan. 25

Jan. 25

Interfilère
Paris Expo Porte de Versailles
Paris
Through Jan. 27

Salon International de la Lingerie
Paris Expo Porte de Versailles
Paris
Through Jan. 27

Jan. 26

Fashion Market Northern California
San Mateo County Event Center
San Mateo, Calif.
Through Jan. 28

MRket

Jacob K. Javits Convention Center
New York
Through Jan. 28

Jan. 28

"Retail 101," presented by Global Purchasing Companies
Los Angeles

Jan. 30

"Fashion 101," presented by Global Purchasing Companies
Los Angeles

Atlanta Apparel Market
AmericasMart
Atlanta
Through Feb. 3

There's more
on ApparelNews.net.

For calendar details and contact information, visit ApparelNews.net/calendar.

Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for calendar submissions is the Tuesday prior to Friday publication. Inclusion in the calendar is subject to available space and the judgment of the editorial staff.

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NRF *Continued from page 1*

change to the economic recovery. “There’s an explosion of retail in the Asia-Pacific region, and, in Europe and the U.S., the willingness to invest seems to have returned.”

Infor’s newest offering is its acquisition of **PeopleAnswers**, a cloud-based platform in 16 languages designed to help retailers hire and retain the best associates. The service analyzes 39 behavioral traits for job candidates to determine their fit rating. It’s used by a variety of companies, including retailers **Foot Locker** and **Neiman Marcus**.

Omni-focused

Three phrases dominated this year’s show: omni-channel, omni-marketing and customer experience. Vendors reported intense and growing interest in making sure that shoppers who want to move between e-commerce and bricks and mortar can enjoy seamless service. The key is maintaining the correct level of inventory, which is where using RFID (radio frequency identification) technology to easily track stock is essential, said Philip Harman, national account manager of **Checkpoint Systems Inc.** “I’m hearing a lot more about it. Omnichannel makes it critical.



STYLISHLY PRODUCTIVE: Motorola Solutions introduced the DS4800, a stylish and high-tech new scanner for high-end fashion retail.

If I say we have it in stock, we need to have it! It’s all about customer service.”

“The customer is driving everything,” agreed Charlie Lewis, senior sales executive for New York-based **CGS**, whose system offers retailers one software platform for handling multiple vendors. “Eight percent of IT is spent on legacy systems and keeping it all stitched together,” he said. “They have to do this or they can’t execute on multi-channel.”

Payal Cudia, director of corporate communications for Boston-based **Demandware**, said she saw “a ton of customers” interested in the company’s new cloud-based tablet app for associates working in-store to access shoppers’ online carts when they arrive, helping them find what they need quickly and easily.

“We’re very focused on bridging the gap between the online and bricks-and-mortar world. As a shopper, I prefer the store see me as just one shopper—not just online or phone or catalog or in-store. It’s the idea of creating one brand experience. It seems to be a big theme here this year. Bringing the digital world into the store is crucial in 2014. It’s become more apparent now that this is something retailers realize they need,” she said.

At the show, **Motorola Solutions Inc.** launched a sleek, attractive new scanner aimed at high-end fashion retail, the **DS4800**, designed with haptic technology that responds to the user’s touch, whether gripping the handle or merely stroking a finger across it. Made of smooth, pale, gray matte-finish plastic, the scanner, which lies flat when not in use, can be customized in several ways, from a snap-out bezel that can feature a company’s own logo to using

a distinctive jingle or ring-tone—instead of a boring old beep. The device can also read barcodes directly from shoppers’ phones, offering them a discount or confirming their membership in a loyalty plan.

“We really focus on the ergonomics of the job,” said Robert Armstrong, marketing director, Americas enterprise. “It’s not just beautiful but allows the associate to be more productive.”

At **PTC**, a Needham, Mass.-based software manufacturer, Product Marketing Director Scott McCarley was showing the **PTC Retail PLM Solution**, which allows retailers to carefully track their products from initial idea through to point of sale.

“Globalization is a tremendous opportunity for new markets, but each retailer needs to match market needs to each region, so it’s also a threat. Companies like **Sears**, **JCPenney**, **Brooks Brothers** and **Nike** all have a similar set of challenges. They need to be able to quickly grow their operations globally but across an increasingly global supply chain. The traditional sequential approach won’t work,” he said. Today, retailers must manage all these challenges simultaneously. “If a fabric suddenly seems too expensive, you can kill that choice immediately. [When

PTC Retail PLM first launched] it was initially more focused only on product development, but now we’ve added in sourcing, costing and have configured it for mobile use as well, so designers can capture an idea on their phone while they’re out on the road and share it with their teams.”

One new benefit the program offers, he said, is transparency around labor practices, an issue for some consumers after the well-publicized collapse of clothing factories in Bangladesh. “It is a concern,” he said. “There’s a real microscope on the apparel industry around their sourcing practices.”

At **TradeStone Software**, based in Gloucester, Mass., Cari Karonis, senior vice president of product and services, said the company was pleased by interest in its products. “There were a lot of people we didn’t expect to see. Last year, the word omni-channel was all you’d hear about. Now, omni-market is all-important. The goal is to get the right assortment of products to all the markets you serve, including franchises. An XS or XL is very different between Japan, Europe and the U.S.,” Karonis said. Companies such as **Ascena**, with brands including **Dress Barn** and **Maurice’s**, are using their system to track inventory across multiple brands serving very different market segments.

At **Avery-Dennison**, R. Scott James, marketing communications manager, Americas, said retailers such as **JCPenney**, **Walmart** and **Macy’s** are increasingly interested in its RFID technology, which tags items at the manufacturing source, allowing easy, quick, accurate and non-invasive scanning of inventory as it moves through the supply chain. While it’s been used on apparel, the company is now applying it as well to shoes, intimate apparel, childrenswear, and even cosmetics and jewelry.

Inventory remains “the fly in the ointment,” he said. “A distribution center can send a customer to a nearby store, but if their inventory isn’t at that level—typically 75 percent to 85 percent accuracy—you’ve got a problem.” Using its RFID tags—each of which, like a car’s vehicle identification number, or VIN, carries a unique number—speeds stock taking tremendously, from 250 barcodes an hour using a hand-held scanner to 20,000 an hour, he said. At a cost of 7 to 8 cents per tag, “it is a big investment for a retailer,” James said. “But you’re not competing on price anymore. It’s ‘How can I sell this faster? How can I keep it in stock?’” ●

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Première Vision Continued from page 1

PV Fashion Director Sabine Chatelier offered an hour's presentation of Spring/Summer 2015 trends, calling it "the richest edition of the past decade." Materials are supple, light, tactile and sensual, and designs use fullness and volume through pleats, folds and sculpting, she said. "It's a sweet, soft season that needs no noise or bling. It has serene vibes." Blurred borders—between male and female, sportswear and casual, work and lei-



Première Vision NY

sure—also inform how designers will work, she said. Neon and fluorescents are gone, replaced by soft, often pearly and iridescent tones. Translucence and transparency were also important themes. Favored prints will be small, tight geometrics or textures such as basket weave or airy, open netting and lace.

This played out for several exhibitors, including Sandrine Bernard, executive vice president of **Solstiss**, a French lace manufacturer. "The show was very, very good today," she said on Wednesday, Jan. 15. "Lace is really a trend for Spring, and people are looking for femininity and color. It's a happy feeling. Price is not an issue because people are looking for a sense of renewal, of rebirth."

It feels as though we've come out of the crisis—lots of black, very simple designs. Now, people are ready for more fantasy. Even for bridal, they want something new." Bernard saw buyers from LA, San Diego and San Francisco buying looks such as a stretch lace combining both geometrics and florals, some in deep, rich jewel tones such as coral and navy.

At **Bel Maille**, East Coast agent Jason Bates said, "The show is going well. There are more quality people this year than last



year. In previous shows, it was mostly students and start-ups." Buyers are willing to spend for the right thing, he said. "What they really need is quality. It's more important now to have nice fabrics. You need to give the consumer a reason to buy."

At the **Debs** booth, which represents the work of four mills: Debs, **Efilan**, **Full Blossom** and **SMI**, buyers—some of them from California—were responding most favorably to a polyester in cherry red, black and camel, with a silky hand and ashy, dusty look, said Alexandra Corwin.

Despite the dollar's weakness against the euro, buyers kept Michele Viganò busy piling up a mix of stretch jacquards, silks and

stretch summer-weight bouclés. "They'll pay the price for the creativity," said Viganò, co-owner of **Seterie Argenti**, based in Italy. "We've seen quite a lot of important customers, from both the East Coast and West Coast," including **St. John** and **Guess**. Natural fibers in a matte finish were popular, as were his offerings in neutrals such as black, white, cream and beige. A popular choice was a bright pink, orange and yellow floral polyester jacquard, as were small geometrics in navy, turquoise and cream.

Buyers were also drawn to a series of nylon/Lycra fabrics woven in a cream and black leopard pattern, one with unusually small spots that included some in gold.

At **Philea** and **Velcorex**, the 186-year-old French manufacturer, satin-backed crepes were extremely popular, said Hugo Sodee, Philea's area manager, visiting from Paris. Driven by its use by hot Paris designers such as **Sandro** and **Vanesa Bruno**, major American and British designers have ordered "hundreds of thousands of meters" for their own lines, he said, even at a price of \$12 to \$14 per yard. One, a navy and black satin, a tiny geometric print, was ordered by two major apparel brands. Another popular choice was a crepe-backed satin with a sparkling yarn, used in combination for the contrast of materials offered in colors from eau de nil to copper.

Buyers came to the two shows from across the U.S., with 1 percent or 2 percent from Mexico and about 5 percent from Canada, Olearo said.

There's a change in the air, he agreed, as price isn't as much of an obstacle as in past years. "The market is not only price driven

as it was in the past. Now, people are focused on quality and telling a story to the consumer. Now, it's a different story."

Print focus at Indigo

"Yesterday was super-busy," said Evangelista Sagnelli, whose Laguna Beach, Calif.-based **Browne Dog Studio** was showing at Indigo, a show for the textile design market. His booth was piled high with the images he sells, often to makers of athletic and beachwear, like that of a stunning deep-blue macramé shawl found for him by a source in Latin America. Buyers were looking for jungly, Cuban, tropical images, such as **Leo Jungle**, one combining leopard spots and palm fronds.

Like several other Indigo exhibitors, Sagnelli said he met several home-furnishing buyers this year. "You always think of apparel when you design these images, but now people look at them and can see them on a pillow or lampshade or duvet cover."

At the **Liberty** booth, Christine Doherty was busy showing the British firm's classic small florals, some of them newly rescaled and recolored for use in swimwear. "It's going really well," she said. While their prices are elevated by the cost of printing everything in Italy or the United Kingdom, she said, "There's a lot of demand for our products, so people try to fit them into their collections however they can." Even a dappled, deeply colored pattern—that looks like an impressionist's old palette board—has remained popular for use in men's beachwear since its introduction last year, she said.

Virginia Crofts, a French designer who sells her detailed paintings at Indigo, said this show, her second, was a success. Her colored paintings—small-scale, charming images of crabs, cars or ducks—were finding favor with makers of childrenswear. "It's been a very good show." ●

ISS Continued from page 1

Wondering what's the latest and greatest in silk-screen printers? This was the place to be.

Particularly popular on the exhibition floor were companies selling direct-to-garment printing machines. Think something that looks like a desktop printer capable of printing images on T-shirts using several ink colors.

Today's direct-to-garment printers are faster and capable of printing on black fabric, not just white fabric. Printing heads are more durable.

"It is a fairly new niche," said Tom Hopkins, regional manager at **AnaJet Inc.**, a Costa Mesa, Calif., company founded in 2004. "The turning point [in the industry] was being able to print on black T-shirts. Now the machines have become better and faster."

A desktop-sized **AnaJet Sprint** machine can print about 30 light-colored T-shirts or 15 to 18 dark-colored T-shirts an hour. At the show, it was selling for \$9,950 for a used model to \$13,950 for a brand-new machine. The company's newer **MPowerSi** model whips out 50 light-colored T-shirts and 25 dark-colored shirts an hour. At the show, it was going for \$15,950 for a used version to \$22,950 brand new.

Other companies at the show offering direct-to-garment printers included **Bordeaux Digital Inc.**, **Brother Intl. Corp.**, **Epson** and **Kornit Digital**.

Texture on top

T-shirt companies were busy touting new color schemes, textures and silhouettes to get customers through the door this year.

Hanesbrand Inc. last year introduced the **Nano** collection, which has 10 new vintage color offerings and five new silhouettes.

"The Nano collection is fashion-forward, for the young consumer, for that Millennial," said Andrew Verga, a Hanesbrand marketing manager.

The Nano collection has a vintage color palette and a garment-dyed look that guarantees color consistency and colorfastness, Verga said. The collection includes raglan-sleeve tops, three-needle stitching and contrast lining on the hoodies. The crew-neck tops have a V-notch in the front to give them a vintage feel.

American Apparel, the Los Angeles company that makes most of its garments in Los Angeles, went back to the 1950s with some of its new offerings.

American Apparel was introducing short, pleated skirts as well as circle skirts.

Other new items included club jackets—the kind your football-playing boyfriend wore in high school—that came in fleece or wool fashioned in a number of colors. The wool jackets, which also are available with leather sleeves, retail for \$175.

Maud Massaad, an American Apparel sales representative based in Montreal, said the company was doing a lot of cropped tops, whether it was a spandex cropped top or a heavy terry cropped sweatshirt. "What is really in are the cropped tops," Massaad said.

Bella + Canvas, another Los Angeles T-shirt company known for being trend driven, was introducing fabrics with lots of texture and more pop colors. The amount of fleece

products was bumped up, too, said Kristin Mulligan, a national account manager at the company.

"This year we are seeing a lot of texture," Mulligan said. "We have a marble-fabric collection. Marble sales are overtaking burn-out fabric sales. Marble is not as difficult to print on, and it's made of a cotton and polyester yarn."

New colors in the marble collection included maroon, black, royal blue, dark gray, light gray and a red/orange.

In the category of fleece, **Bella + Canvas** was introducing neon fleece, marble fleece, tri-blend fleece and digital fleece.

The company's **Flowy** collection, which has a relaxed fit in lightweight fabrics, continues to do well, Mulligan said.

For many companies, the racer-back sleeveless tank top has been a popular silhouette recently. That was true at **Cotton Heritage**, headquartered in Commerce, Calif. "Racer-back tees are strong this year," said Mickey Sachdeva, Cotton Heritage's chief executive.

To add some newness to the company's products, Sachdeva added more colors to its range of fancy fleece, such as salmon pink and ocean heather. "Buyers like the softer hand of the garment and the vibrancy of the colors," he said. "We are doing a lot of business with the surf and skate crowd." ●



TREND DRIVEN: In Bella + Canvas' new lineup, pop colors and fabrics with texture were an important ingredient for adding a different look.

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Obituary

Apparel and Textile Executive Edward Woods, 80

Longtime apparel and textile industry executive Edward Woods died on Jan. 1. He was 80.

A New York native, Woods got his start in the industry in the late '60s as the merchandise manager for **Gamble** offices, overseeing a staff of 12 buyers, before joining **Em-See Blouse Co.** In the early 1980s, he moved to California, first working as the sales manager for **KoKo Knits**, then joining **Gilford Mills/Gilbert Frank** in 1985 as a divisional sales manager and human-resources manager.

In addition to working in the industry, he was also a member of the **Textile Association of Los Angeles** and taught at **UCLA Extension** and **Otis**

Parsons Art Institute (now called **Otis College of Art + Design**), according to his former coworker and friend Michael Bokser.

After retiring from the apparel industry, he took up a new mission, volunteering with organizations on aging and serving as president of the **Los Angeles City Council on Aging**.

"He was a real gentlemen, very professional, and was liked by all," said Bokser, who worked with Woods at Gilbert Frank. Bokser also left the industry to open **Boxer Insurance Services** but remained in touch with Woods and his family. "He was quite successful selling textiles. He was very creative.

Clients loved him. He was a real sweetheart."

Woods is survived by his wife, Marilyn—as well as children Elissa; Craig and his wife, Leela; and David and his partner, Robert—in addition to Woods' brother, Albert, and many other family members and friends. A celebration of Woods' life was held on Jan. 19 at **Mount Sinai Mortuary** in the Hollywood Hills neighborhood of Los Angeles.

In lieu of flowers and in recognition of Woods' dedication to the senior community, the family requests that contributions be made to **The Alzheimer Association**.—*Alison A. Nieder*



Edward Woods

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- Must have previous import and Technical Design exp.
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LA based company is looking for Garment Production. Coordinator with heavy experience in overseas production. Must be a team player, have strong analytical skills, detail oriented and highly organized. Successful candidate should possess excellent grammatical skills, must be a strategical thinker and hands on employee. Bilingual is a plus. Responsibilities include and not limited to production processes, scheduling, costing, and coordinating order deadlines with factories.

Please email your resume to: Carlos@designcollection.com

Production Coordinator

Domestic Women's Apparel experience a MUST. Detail Oriented. Strong Understanding of patterns, fit and spec. Strong Computer & Multitasking Skills. 3+ years experience. FT with benefits. Email resume: Laprodmgr@gmail.com

Jobs Available

COUTURE EVENING WEAR DESIGNER

* LA based, NYC relocate. Senior Designer supporting the Creative Director. Ability to think three - dimensionally, conceptualize, and visualize from swatch to silhouette. Inspirations, concepts, draping, patter making knowledge, fabric selection, beading and layouts. Must be dedicated and passionate. Work with leading up and coming designer in creating an exclusive luxurious vision. 5yr plus experience. Degree in fashion design. Please email/ fax resume to: Lisa@lorenasarbu.com - 414-431-3071

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 - Design for E-Retail.
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 - Web Business Platform Experience
 - Min. 4 years experience

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 - Min. 5 years experience

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 - Bilingual in Spanish & English

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Ideal candidate will have 3-5 years previous experience in apparel sales with industry leading brands in the men and/or women's markets. Responsibilities include Time and Action calendars, analysis & forecasting sales, tracking replenishment business, monitoring sell thru, & driving presentations & product assortments. Bachelor's preferred. Apply to suzi@alternativeapparel.com.

DRESS DESIGNER

Social Occasion dress designer Sue Wong seeks experienced dress pattern maker (3+ years). Knowledge of Gerber software required. Health benefits available. Salary commensurate with experience. Email resumes@suewong.com.

Jobs Wanted



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Source trim,work with pattern-maker/cutter/sewers. Track sample request & meet sample deadlines. Maintain linesheets. Write PO's & reconcile with packing slips/work with AP. Track samples to/from retailer. Track store samples & complete expense report on a monthly basis.Tag/photo/download/label samples going out daily. Communicate with retailers' product development team re: trim & daily sample sent out. Prepare Fed ex box.

Skills:

Strong computer skills, AI,excel,outlook, photo shop a plus. Able to read t/p's. Confident & articulate, responsible and trustworthy, able to work under pressure, uses initiative, team player & professional, resourceful, persistant. Strong knowledge of textile/fashion products. Ability to prioritize workload & manage design room. Flexible & willing to go the extra mile to get things done. 3+ yrs in jr. room design with similar responsibilities.

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Paige Premium Denim in Los Angeles is looking for an exp'd Trim Buyer. Candidate must have least 10+ years of exp. in developing, sourcing and purchasing trim. Extensive knowledge of trim sources and suppliers, price negotiations, inventory management, testing, building, organizingand maintaining trim library. Candidate should thrive in a fast paced environment and be able to put together and manage T&A dates and deliverables. Must have expansive computer knowledge, be a team player, self motivated, proactive and solution oriented. Fluent written and verbal English communication skills.

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Email resume to: careers@lfstores.com

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Major manufacturer seeking experienced pattern maker with 10+ years experience. Must have vast knowledge of imports, knits and wovens.

Please send resumes to:

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PRODUCTION PATTERNMAKER

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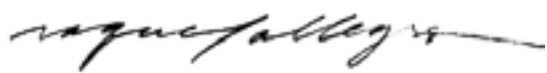
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