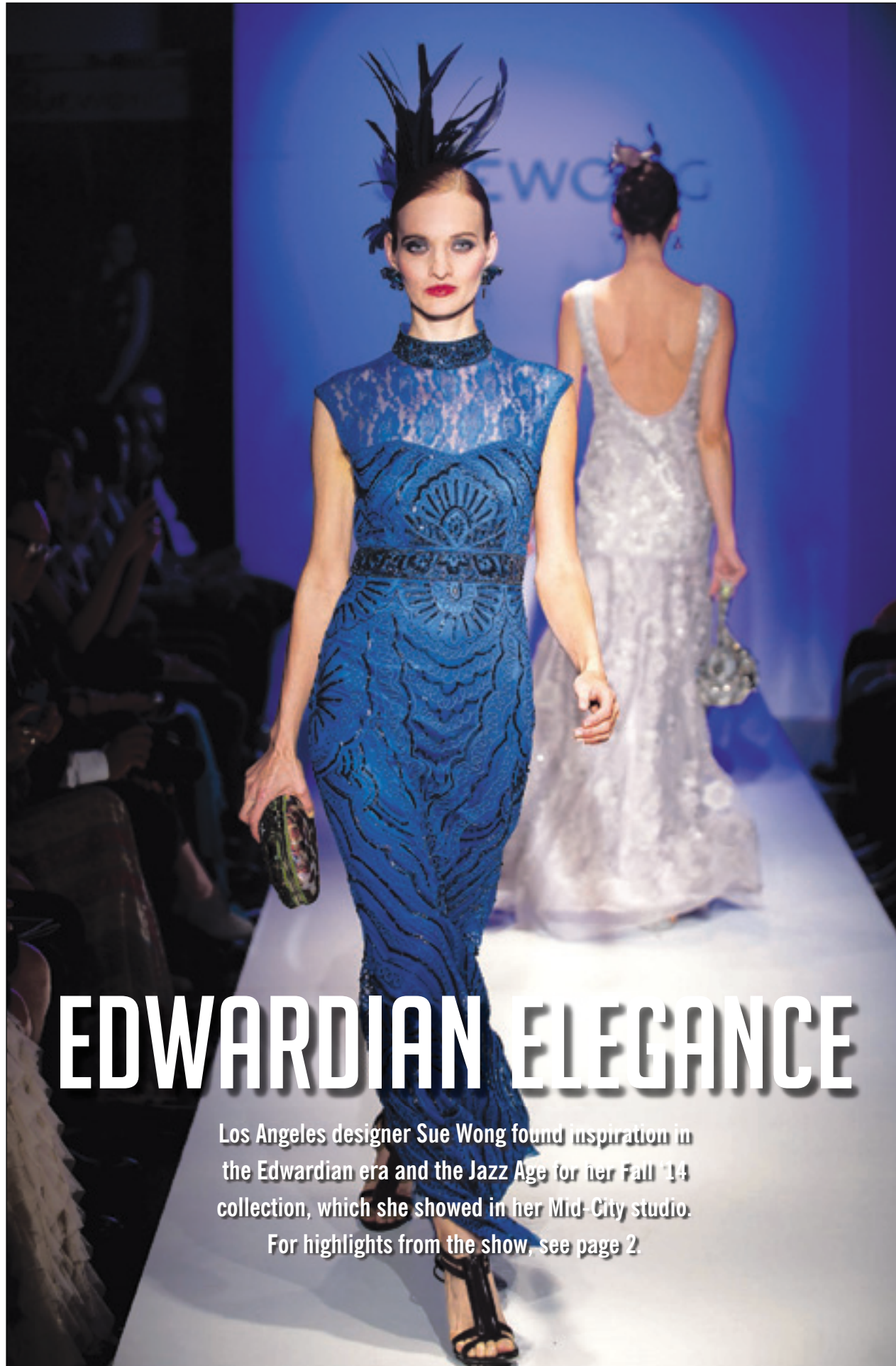


CALIFORNIA Apparel News

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EDWARDIAN ELEGANCE

Los Angeles designer Sue Wong found inspiration in the Edwardian era and the Jazz Age for her Fall '14 collection, which she showed in her Mid-City studio.

For highlights from the show, see page 2.

VOLKER CORELL

QUARTERLY REPORT

How This Year's Economy Will Affect Apparel Sales

By Deborah Belgum *Senior Editor*

After a harsh winter put a chill on the national economy, warmer weather is putting a spring back into consumer activity, which should translate into higher retail sales and apparel purchases for the rest of the year.

California didn't suffer through freezer-like temperatures and blinding snowstorms, but California manufacturers were affected by retailers in the Northeast seeing sizable slumps in their same-store sales at the beginning of the year.

Marc Crossman, president and chief executive of **Joe's Jeans** in Los Angeles, noted that traffic at the 34 Joe's
 ➔ **Economy** page 4

TRADE SHOW REPORT

Buyer Focus at Fashion Market Northern California

By Christina Aanestad *Contributing Editor*

SAN MATEO, CALIF.—Now in its 50th year, **Fashion Market Northern California** showcased Fall 2014 styles from international brands and domestic labels during its April 11-13 run at the **San Mateo County Event Center** in San Mateo, Calif.

Nearly 230 exhibitors displayed apparel and accessories lines aimed at stocking specialty designer clothing boutiques across the Pacific Northwest. The number of exhibitors fell slightly from last fall's show, when 252 attended in October. But the numbers are still high compared with recent years, according to Don Reichman, owner of the Los Angeles-based showroom **Reichman & Associates**, which represented seven contemporary fashion lines, including American-made **Barbara Lesser**, **Stiletto** and **Karissa & Me**, as well
 ➔ **FMNC** page 3

INSIDE

Where fashion gets down to businessSM



Lazr pops up downtown ... p. 2

Finance Resources ... p. 5

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Supply Chain + Tech Focus

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

Lazr Trade Show Opens Pop-Up Shop and HQ in Downtown LA



John Ruffo

Footwear trade show **Lazr** has a new home and a permanent pop-up shop in the **Los Angeles Fashion District**.

The show, which is preparing for its April 23–25 run in a new location at **The New Mart**, has set up its headquarters at 838 S. Los Angeles St.

The two-story, 4,200-square-foot space, which Lazr is sharing with **Revolution Sales**, has a lofted office and conference area upstairs and retail floor and stockroom on the ground level.

The store is open Monday through Saturday from 11 a.m. to 5 p.m. Currently, the pop-up shop carries footwear by **Jeffrey Campbell**, **Wolverine 1000 mile**, **L.A.M.B.**, **Minnetonka**, **Malibu Cowboy** and **Steve Madden**. The Revolution Sales side of the store currently has men's, women's and children's apparel. Los Angeles-based line **Kennington Ltd.** is currently hosting a pop-up store for its menswear collection in the space, as well.

The second-floor conference space is

available by appointment to Lazr charter members to use for presentations or their own pop-up concept.

"It all goes back to the 360-degree fashion event that Lazr is," said John Ruffo, who founded Lazr in 2012. The show, which has been held at **LA Live** and the **Cooper Design Space**, will move into its new location at The New Mart for its upcoming fourth show. The trade show features upscale footwear brands in a wholesale area, as well as a sample-sale area for consumers. "My whole mission with Lazr is to connect the consumer and the brand and the retailers," Ruffo said.

Until moving into the new headquarters on Los Angeles Street, Ruffo was running the business from Southern California's South Bay. "Rather than being in Redondo Beach, I'm now in the heart of the fashion district," he said.

For more information, visit www.lazrtrade-show.com.—*Alison A. Nieder*

Gap Inc. Reveals Plans for Omni-Channel and Asia Expansion

In the next three years, **Gap Inc.** hopes its sales in China will reach \$1 billion as it expands the number of stores located there and pumps up its omni-channel offerings.

The San Francisco-based company—whose nameplates include **Gap**, **Old Navy** and **Banana Republic**—recently debuted its first Old Navy stores in China, and more stores under various nameplates will follow.

At its annual investors meeting in San Francisco on April 16, Gap executives noted they are intent on bridging the global digital world with its bricks-and-mortar stores. They discussed how they plan to expand their omni-channel shopping alternatives.

Currently, customers can reserve items in stores, find items in stores and ship from stores. Later this year, customers will be able to make more orders in stores by having instant access to the retailer's expanded product selection online.

The company also announced the expansion of its reserve-in-store service to all Gap stores in the United States, which should be done by the end of the second quarter. This will help online and mobile shoppers reserve items at more than 1,000 Gap and Banana Republic stores.

"We have the world's best collection of American brands, coupled with a strong economic model and runway for global growth," said Glenn Murphy, chairman and chief executive officer of Gap Inc. "As the retail landscape evolves, we continue to deliver on our omni-channel roadmap and focus on owning the shopping experience of the future."

Gap executives also are working to improve their seamless inventory model and have a more responsive global supply chain to improve gross margins and revenues.

—*Deborah Belgium*

EVENTS

Sue Wong's Edwardian Evolution

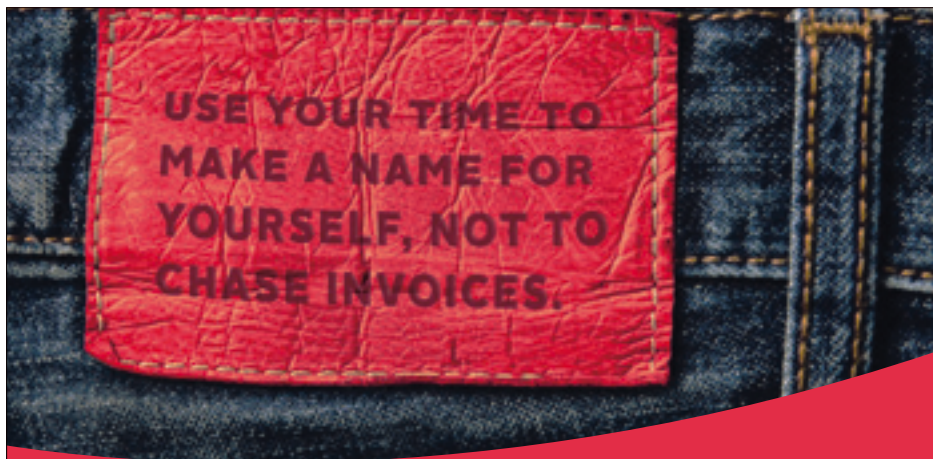
Fans of the period drama "Downton Abbey" have followed the aristocratic characters as they transition from the Edwardian era to the Jazz Age and adapt to modern developments such as the automobile and electric lights, as well as more-modern thinking about dress and self-expression.

Sue Wong found inspiration in that era for her Fall '14 collection of gowns and cocktail dresses, shown April 11 at the designer's Los Angeles studio. Styles ranged from elaborately beaded and structured gowns to flirty flapper dresses featuring art deco motifs and cascades of fringe. She countered classic black and ivory styles with bold jewel-tone dresses in sapphire, ruby, amethyst and jade before concluding the show with a collection of ethereal white wedding dresses trimmed in ruffles, beads and embroidery.—*A.A.N.*



Sue Wong, right, with Romio Shrestha

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FMNC *Continued from page 1*

as Canadian line **Jane & John**, at the show.

“Attendance at FMNC has increased over the last few years for a number of reasons. More exhibitors are showing here as less retailers travel to LA due to reduced travel budgets in a more difficult economy,” Reichman said.

This season there was a shift in the start of the three-day show from a Sunday start to a Friday start, in observance of the Passover holiday, which began Mon., April 14. Some exhibitors noted a slow turnout on Saturday, which is a busy day for retailers, making it difficult for them to leave their stores, said Cynthia Zahm, a Northern California sales representative of 10 accessories lines.

“Our customers are used to going Sunday through Tuesday,” she said. Still, Zahm had little time to talk on Saturday as retailers browsed through her six booths, displaying the products of **Sarah Cavender Metal Works**, a line of U.S.-made jewelry, belts and brochettes, and **IsArt**, a collection of jewelry from Israeli artists Angie Olami and Ayala Bar.

The schedule change did not deter many Northern California retailers who rely on the FMNC as their main resource for fashion buying.

Erin Mewes, owner of **Ethical Clothing** in Petaluma, Calif., for 23 years, was looking for domestically made Fall and Holiday fashions. Mewes said she relies on FMNC to find lines such as **Cut Loose**, a San Francisco-based apparel line, and **Nomadic Traders**, based in Berkeley, Calif.

“I fill [Ethical Clothing] with 80 percent of the lines I find here—20 percent with other shows,” Mewes said.

With the surge of tech financing in San Francisco, Petaluma is becoming a premier destination for commuters wanting a more suburban/country lifestyle in Northern California. Mewes said her business is booming; she recently expanded her 2,000-square-foot shop to 4,000 square feet.

“This show I picked a new line and looked at another line I may pick up as well. They always have something new to see,” said Mewes, who added FMNC is where she found her favorite pants line, **Rafinalla**.

Many retailers book appointments with their established sales representatives in advance, said Mewes, and then browsed the event to find new lines. That makes FMNC a tried-and-true market to pick up new accounts for Sheryl



A piece from the “Wooly Dots” series by Berkeley, Calif.-based Susans



Retailer Erin Mewes, owner of Ethical Clothing in Petaluma, Calif., browsing through a clothing line at FMNC



Jewelry designer Alicia Van Fleteren

Draper, FMNC president and wholesale sales rep from San Rafael, Calif. She has worked in the industry for 25 years and currently represents 10 accessories lines, ranging from local San Francisco Bay Area-made jewelry and purses to European sock lines.

“I opened three accounts yesterday,” said Draper, counting through a small stack of orders. In all, Draper said, she opened seven new accounts in addition to existing clients who made reorders.

Even with the dates change, attending FMNC is worth the time and investment for local independent jewelry designer Alicia Van Fleteren. She began attending FMNC in 2012 to take her business “to the next level” and has steadily seen an increase in sales.

“In the last two years, I’ve seen a 30 percent to 35 percent increase each year. And this is the only clothing and accessories show I do,” said Van Fleteren, who is based nearby in Belmont, Calif., and mostly exhibits at gift shows.

Diverse mix

FMNC exhibitors carry a wide mix of apparel and accessories from high-end collections to more-moderate lines.

Janet Foss, owner of **J Foss**, a high-end women’s specialty store in Palo Alto, Calif., finds European and domestic lines at FMNC. “My customers are sophisticated, well-traveled; they

have resources and know quality,” said Foss, who carries lines such as Barbara Lesser and **Tricotto** from Canada.

Nancy Everette, who owns **Blue Moon Aptos** in Aptos, Calif., a women’s apparel store, attends FMNC to find new and existing brands of contemporary sportswear. “My clientele is better sports-

wear,” she said. “I don’t do business or dressy; I do casual, everyday wear.” Everette carries brands such as **Dillon, Renuar, Comfy, JAG Jeans** and **Habitat**.

Barbara Pasek Brown attends all five FMNC events each year to find items for the **O’Connor Hospital** gift shop in San Jose, Calif., where she has volunteered for 32 years. “Because we’re a hospital, my budget is moderate,” said Pasek Brown, who was looking for moderately priced accessories and found a tie-dyed head band that could also be interchanged to a bracelet. “If you don’t have a large budget, local shows like this one are important.”

Easy to shop

Both retailers and sales representatives praised FMNC’s open-booth format, which made for an inviting experience for newcomer Eve Thomas.

“It’s my first time here,” said Thomas, who owns **Sports Connection** in Ketchum, Idaho. “I love it—it’s much easier to shop here than I thought it would be.”

Thomas, who has been in business for 25 years, usually shops the showrooms in Los Angeles but said she’ll return to the FMNC for its easy-to-shop layout.

“I was fearful of the open-booth layout—for the lack of privacy,” she said. “People can come in and start talking, but everyone’s very polite here.”

While showrooms offer more privacy, some buyers find them intimidating. “Buyers appreciate an open-booth format,” FMNC’s Draper said. “They can casually walk booth to booth and not feel too much pressure.” ●

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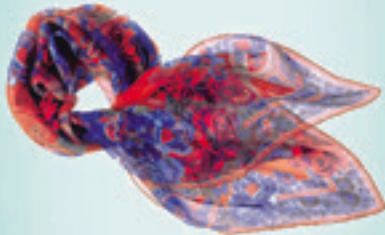
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Economy *Continued from page 1*

Jeans stores experienced a 10 percent to 12 percent drop in traffic early this year. Other retailers experienced the same predicament, with consumers sitting warmly at home rather than freezing their toes off to make it to the malls.

But March retail sales thawed out. Figures released by the U.S. Census show that March retail sales, which include automobiles, gasoline stations and restaurants, increased 3.8 percent adjusted year over year.

The **National Retail Federation** said its calculations, subtracting automobiles, gas stations and restaurants from the equation, saw retail sales rise 1.6 percent year over year.

Sales at clothing and clothing accessories stores inched up 2.3 percent year-over-year. E-commerce sites were booming with sales mushrooming 8 percent year-over-year.

This positive sales growth should continue throughout the country and in California, which has been seeing solid gains in job growth.

In February, the state's unemployment rate dipped to 8 percent, which is far below its peak of 12.4 percent in February 2010. "We believe job creation is going to stay strong," said Esmel Adibi, director of the **A. Gary Anderson Center for Economic Research** at **Chapman University** in Orange, Calif. "Last year we played catch-up, but this year we are on a sustainable path."

Adibi predicted that employment would

grow in California by 2.6 percent in 2014. Some economists believe employment will return to its pre-recession level by late this year or early next year. At its pre-recession best, California employed 15.45 million people. Currently, there are 15.35 million workers with full-time jobs in the state. The state needs to add another 100,000 jobs to return to that higher level. "We should be able to make up that difference over the next several months," said Robert Kleinhenz, chief economist at the **Los Angeles County Economic Development Corp.** "As house-

Apparel and Textile Employment

	Feb. 2014	Feb. 2013
LOS ANGELES COUNTY		
Apparel Manufacturing	44,700	46,000
Textile Mills	6,800	6,800
Apparel Wholesale	24,100	23,400
CALIFORNIA		
Apparel Manufacturing	55,300	56,700
Textile Mills	8,600	8,700
Apparel Wholesale	34,900	33,800

Source: California Employment Development Department

holds are experiencing wage gains and a better performance of the economy, we will see more discretionary spending."

The **UCLA Anderson Forecast** predicts that employment in California (including farm, non-farm and self-employed) will rise 1.8 percent in 2014, 2.2 percent in 2015 and 2.1 percent in 2016. Non-farm payroll is expected to grow 2.2 percent, 2.3 percent and 2 percent for the three forecast years.

Jobs, however, continue to shrink in California's apparel manufacturing sector. In February, 55,300 people worked in apparel manufacturing, a 2.5 percent decline from

➔ **Economy** page 5

Calendar

April 23

Lazr

The New Mart
 Los Angeles
 Through April 24

Fashion Business Inc.'s fashion show

The New Mart
 Los Angeles

April 24

The Professional Club's Year-End Event

Blue Cow Kitchen and Bar
 Los Angeles

"Take It to the Next Level," presented by One Step Retail
 Old Ranch Country Club
 Seal Beach, Calif.

April 29

FGI-LA panel discussion on fashion and tech trends
 The Atelier at Maker City LA
 Los Angeles

"The Effects of Digital Influencers on Consumer Behavior," presented by the FAB Counsel

8689 Wilshire Blvd.
 Beverly Hills

April 30

West Coast Manufacturing Conference

Millennium Biltmore Hotel
 Los Angeles

"Reducing Manufacturing Costs" webinar by Fashion Business Inc. online

May 1

California Fashion Foundation's 2014 Scholarship Awards Luncheon, presented in association with TALA
 California Market Center, C855
 Los Angeles

Struktur creative conference
 Natural Capital Center
 Portland, Ore.
 Through May 2

May 3

Otis College of Art and Design's 32nd Annual Scholarship Benefit and Fashion Show

Beverly Hilton
 Beverly Hills

May 4

DG Textile Expo Fabric & Trim Show

San Francisco Hilton
 San Francisco
 Through May 5

Accessories The Show Fame

Moda Manhattan
 Jacob K. Javits Convention Center
 New York
 Through May 6

May 5

Designers and Agents
 Starrett-Lehigh Building
 New York
 Through May 7



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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BedHead Recalls Children's Pajamas

BedHead Pajamas Inc. of Los Angeles has recalled 800 pairs of children's pajamas because they fail to meet federal flammability standards for children's sleepwear.

The two-piece pajama sets, with a \$25 price tag, were sold to children's boutiques and through online sites between January 2011 and February 2014, according to the **Consumer Product Safety Commission**.

The pajamas are made of 95 percent cotton and 5 percent Lycra and sold in tod-

der size 12 months to youth 14. They were manufactured in three different prints: a navy-and-cream stripe, a pink Holland and a pink spot design. The label on the pajama sets says "Boo Boo BedHead."

No injuries have been reported, the CPSC said. Consumers can call BedHead at (844) 312-3651 from 9 a.m. to 5 p.m. on Mondays through Fridays to ask how they can return their garments and receive a refund.—*Deborah Belgum*

QUARTERLY REPORT

Economy *Continued from page 4*

the same time last year. Still, 40 percent of the country's apparel manufacturing jobs are located in California.

Rising tides

Healthy consumer demand means that activity at ports in the Los Angeles area should see cargo-container traffic move up by 3 percent to 4 percent this year. That means the **Port of Long Beach** and the **Port of Los Angeles**, the busiest port complex in the nation, will have about 14.5 million cargo containers pass through their docks. At their peak in 2007, the ports processed 16 million containers.

Stocks and blocks

Consumers buoyed by the wealth effect last year of rising home prices and booming stock prices are curtailing their enthu-

siasm this year. While stocks were riding high in 2013 with double-digit gains, that has changed.

U.S. stock markets have been on a seesaw pattern with the **NASDAQ** down 1.94 percent so far this year and the **Dow Jones Industrial Average** off by 1.01 percent.

"The only thing that gives me pause this year is the stock market," said Adibi of Chapman University. "Are we going to go downhill or stay at this level? The stock market has a wealth effect on consumers, just like housing."

Real estate is still on a strong foundation. Median home prices in Southern California were up a healthy 15.8 percent in March compared with the same month last year. The \$400,000 median price in the six-county area of Los Angeles, San Bernardino, Riverside, San Diego, Orange and Ventura counties is the highest it has been since February 2008, according to statistics by San Diego-based **DataQuick**, which tracks real estate prices. ●

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Seasoned professional with factory contacts throughout Asia (China, Vietnam, Cambodia, etc), Central America & Mexico. Extensive knowledge of JRs, Girls, & Missy product development, specializing in screen t-shirts & fashion tops. Factory articulation, supply chain mgt, duty rates, quotas & FOB/LDP. Customer scope includes specialty, dept. & discount stores. Heavy private label. Top-to-bottom knowledge of compliance, testing, & QA. Must be a hands-on & resourceful mgr for quick-turn mfrg. Travel to global factories.

IMPORT COORDINATOR

Manage & direct workflow for assigned offshore factories. Organized, deadline-sensitive & result-oriented. Independently problem-solve, analyze & articulate information to clearly communicate issues with in-house staff and overseas factories.

Send resume to: tlamantain@selfesteemclothing.com

CONTEMPORARY SPORTSWEAR DESIGNER

We are seeking a Contemporary Designer with recent exp. in the contemporary market. Must be exp. in all aspects of design that includes fabric, trim, design creation, fit, & trend research. Must be able to meet deadlines and work with the creative team. Individual must be detail oriented, good organizational skills & must have the ability to thrive in a faced paced environment.

Send resumes to hrdesignopps2013@gmail.com



ASSOCIATE DESIGNER

Expert knowledge & interpretation in trends, prints, patterns, & colors for seasonal stories & monthly line offerings. Customer identification & market analysis to promote product development niches. Must have strong follow-up skills & multi-task without losing focus. Must bring high energy, enthusiasm, strong work ethic, commitment & team-player approach. Private Label exp. Illustrator & Photoshop savvy.

Submit portfolio with resume to:
tlamantain@selfesteemclothing.com

HUMAN RESOURCES STAFF

Clothing manufacturing in South Bay area is seeking for an Administrative Human Resources staff to support the HR Dept. Must have knowledge of HR rules and regulations. Highly organized. Bilingual is a plus (English and Spanish). Strong computer skills in MS Office. Knowledge of ADP payroll. Must have 2-5 years experience.

Please send resume to jobresumes411@gmail.com

ACCOUNTANT

Clothing manufacturing in South Bay area is seeking for an Accountant to support the Accounting Dept. Must have at least 5 yrs exp. in a manufacturing company. Must be detailed oriented and exceptional organization skills. Proficient in QB, Mas 90 and MS Office.

Please send resume to jobresumes411@gmail.com

Jobs Available



truth in fashion™

DESIGN ASST

Seeking Design Asst to work in our Contemporary Sportswear Division. The right person must be able to write spec sheets, work w/ trim vendors, wash, screenprinters, patternmakers, sewers. Must be team player will be working closely with designer, sales reps., and Production. Min. 2-3 yrs recent exp. Qualified exp. candidates fax resumes to: 626-934-5201 or email to: rvasquez@swatfame.com



ROGERS GARMENTS LLC

We are seeking highly motivated individuals for the following positions:

Tech Room Manager (7+ yrs exp)
Tech Room Assistant (5+ yrs exp)
Outside Quality Control (7+ yrs exp)
First Patternmaker (7+ yrs exp)

Please email qualified resumes to:
arlet@rogergarments.com

Shipping Manager

Established wholesaler seeks a Shipping Manager. Well spoken. highly organized and efficient person. Must have 5 years experience in the apparel industry, routing compliance for all major/specialty stores.

Send resume with salary history to:
hrapparelwarehouse@gmail.com.



SINGLE NEEDLE SEWING CONTRACTORS

Karen Kane is looking for single needle sewing contractors for better sportswear, tops & jackets. Must have valid garment registration & proof of WC insurance.

Contact the production manager at:
(323) 588-0000 ext 1122.

Costing

Responsible for creating/maintaining cost sheets & working w/Design & Production to ensure accurate information is processed.

Must be computer proficient w/knowledge in Excel. Must know garment construction & be detail orientated. The following skills must apply: Ability to multi-task/ Great Organizational Skills/Good Communication skills/ Hardworking.

Please email resume to: Lita@kashapparel.com

1st Thru Production Patternmaker

Contemporary Clothing Mfg. Company is seeking Patternmaker with experience in PAD System; Specializing in garment dye, spec'ing & testing knits & woven.

Please send resume to: amy.johnnywas@yahoo.com

Jobs Available

BOOKKEEPER / ACCOUNTANT

Apparel Manufacturer; offering Great Benefits.

3 years experience in similar position required.

Email resume & salary history to abeureka1@gmail.com
Thanks

WILT PRODUCT DEVELOPMENT DESIGNER

Wilt seeks designer for product development. Min 3 yrs exp in contemporary mkt. Knit experience mandatory. Great comm skills.

Email resume to: parcandpearl@parcandpearl.com

Production Coordinator/Logistics Specialist

Alpinestars currently seeks a Production Coordinator for its Clothing Production Department. Candidates should have a minimum of 3 years' experience in the field. Send resumes to purchasing.us1@alpinestars.com

ACCOUNT EXECUTIVE

LA based Junior manufacturer seeks experienced Account Executive who is detail oriented, results driven & currently working with Chain and Department Stores. Great working conditions and benefits.

Please send resume and salary history to:
La.fashion.mfg@gmail.com



FULL CHARGE BOOKKEEPER

Los Angeles based Textile importer/Apparel mfr. is seeking a Fullcharge Bookkeeper. Candidate must have a min. of 5 yrs exp. in the apparel industry. Must be organized, detailed oriented & able to work in a fast paced environment. Duties include but are not limited to all aspects of A/R, A/P, Bank/Factor Recs, Payroll, Costing, & general ledger thru Trial Balance, *Monthly financial statements *Year-end preparation for CPA . Must be computer literate with knowledge of MAS90/200, AIMS, & Excel softwares. Textile Manager Software knowledge & Letters of Credit processing a plus.

Please email resumes to hr@ecotex.com.

SHOWROOM POSITION Available NOW!

Looking for an exp'd showroom person that understands PO Management, Communicating with Buyers, EDI affiliation, Production, Samples, Working w/sales reps, Communicating with factory, Daily showroom managing duties, MS Office for MAC (highly EXCEL PROFICIENT), Major attention to quantitative detail.

Contact: showroom2211@gmail.com

Software Pre-Sales Solutions Consultant

Solutions Consultant to focus on the Fashion Industry from our L.A. office & support Pre-Sales activities for NGC's ERP, PLM & SCM. Interact with prospective customers & support account representatives through the sales process. Submit resumes to careers@ngcsoftware.com

Self-Serve website at classifieds.ApparelNews.net

Jobs Available

Warehouse staff, Driver Needed for Fast Pace Apparel Warehouse!

Warehouse duties include, but are not limited to, picking, packing, sorting, shipping, inventory control. Must have strong organizational skills. Exp'd Driver must have a valid driver's license & exp. Driving a large commercial truck. Must have an excellent driving record. Email: hrapparelwarehouse@gmail.com.

1st thru Production Patternmaker

Seeking right candidate to work in contemporary Sportswear Division. Ideal patternmaker must possess excellent technical & verbal skills to assist in fittings with designer and production. Must have recent exp. with gerber pds 8.2. Send resumes to rvasquez@swatfame.com

PATTERNMAKER

Contemporary company seeking full-time Pattern Maker with 8+ years experience with 1st thru production sportswear including garment dye. Must have modern eye for proportion with full knowledge of garment construction. Tukatech and Excel experience a must. Please send cover letter with resume to: Darena@porridgeclothing.com

BLACK HALO

PRODUCTION PATTERN MAKER

Minimum 7 years experience
Draping and Gerber software a must.
Full time w/benefits.
Email resume: info@blackhalo.com

Pattern Maker

Los Angeles Designer, Trina Turk, is currently looking for a seasoned first pattern maker. Must specialize in Contemporary Sportswear garments & Dresses with knowledge of high end garment finishing techniques. Expert at fit, construction, draping, textiles and shrinkage. Ability to work in fast paced environment, have excellent time management skills and the ability to problem solve. 10 plus years related experience required. send resumes to ltappe@trinaturk.com

Experienced Cutter

Needed to cut designer dresses by hand in Pasadena. Must Speak English. Proof of work permit in USA. 626-396-1900

SALES REPRESENTATIVE

Looking for sales representative for our Mexico & Asia knit fabric line for activewear market. Potential candidates need to develop new customers or have established relationships with major accounts. Please fax resume to 626.330.8811

Jobs Available

OPERATION / PRODUCTION MANAGER

Apparel Manufacturer; offering Great Benefits.
5 years experience both domestic & offshore, in similar position.

Email resume & salary history to abeureka1@gmail.com
Thanks

BLACK HALO

PRODUCTION ASSISTANT

Women's Apparel.
Strong organized individual, high attention to detail. Pulling trim & managing BOM
Benefits included
Resume: info@blackhalo.com

PRODUCTION COORDINATORS

Forever 21 is seeking Production Coordinators to add to our rapidly growing team! Candidates must have prior apparel production experience and be fluent in English (verbal/written) to be considered. To apply, please email your resume and a brief introduction to Bailey.H@Forever21.com"

SALES REP. - CORPORATE

Apparel Manufacturer, with tremendous growth; interviewing for a Sales Rep position

Wholesale apparel min. 3 years experience, National and Regional Trade shows & out of state road work.

Experience & account bases on West coast, Southeast, East coast or any combination thereof.

Resume and salary history to abeureka1@gmail.com
Thanks

Sales Assistant

Seeking a full time Sales Assistant. Must have leadership qualities & be a self-starter. Must have fluency in Photoshop, MS Word, & Excel. Exp. is required. Email resume with salary history to: hrapparelwarehouse@gmail.com

Sales Manager

A contemporary women's clothing manufacturer based in LA is seeking an experienced sales manager (with current major retail accounts such as Nordstrom and Bloomingdales preferred). Candidate must have at least 7-10 years of sales experience. Please email ahyoungko@gmail.com. (818) 644-3761

Jobs Available

TECHNICAL DESIGNER

Private Label Mfg looking for a leader to manage & direct product life cycle from proto through production sew-by. Duties include costing, tech packs, BOM's, sewing construction, garment dye, embellishing. Knowledge in Excel, ApparelMagic, Photoshop. 5 years industry experience. Bi-Lingual in Spanish a must. Email: bwapparelhr@gmail.com

Jobs Wanted

35 yrs Exp'd

1st/Prod. Patterns/Grading/Marking and Specs.
12 yrs on Pad System. In house/pt/freelance
Fast/Reliable ALL AREAS Ph. (626)792-4022

Freelance Patternmaker

Expert draper/patternmaker. 20+ years experience all categories. Patterns, tech packs, fittings, samples, duplicates, small production. Highest quality available. Downtown location. 818-679-2007. mod@margaretondemand.com

Real Estate

Garment Buildings

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500 sq. ft. - 16,500 sq. ft. Priced Right.
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Call 213-627-3755

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Marvin or Michael

To Place Your Classified Ad Call
Jeffery 213-627-3737 Ext. 280 or
jeffery@apparelnews.net

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Retail Roundup

Fashion Faces

Retail Focus with Tech

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Apparel Sourcing Show Guatemala 5/5-8
AccessoriesTheShow/FAME/Moda Manhattan 5/4-6
Designers & Agents NY 5/5-7
Texprocess/Techtextil 5/13-15

May 2

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Denim Report
Eco Notes
Fiber & Fabric
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Decorated Apparel News

Made in the Americas Advertorial

Denim Advertorial

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May 9

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market calendar S A V E T H E D A T E S

2014

Fall II/Holiday 2014
June 9-12

Holiday 2014/Resort 2015
August 4-7

Spring 2015
October 13-16

2015

Summer 2015
January 12-15

Fall I 2015
March 16-19

Fall II/Holiday 2015
June 8-12

Holiday 2015/Resort 2016
August 3-6

Spring 2016
October 12-15

what's new...

The logo for LAZR is rendered in a large, bold, black, sans-serif font. The letters are thick and blocky, with a slight shadow effect. The background of the logo area is white, with a faint, stylized palm tree silhouette on the left side.

Footwear, Ready-To-Wear & Accessories

The event poster features a large, stylized palm tree silhouette on the right side, set against a white background. The LAZR logo is prominently displayed in the upper left. Below the logo, the event details are listed in a clean, black, sans-serif font. The overall design is modern and tropical.

APRIL 23-24, 2014
@The New Mart
DOWNTOWN, LOS ANGELES

310.489.2082

LAZRTradeshow.com

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