

# Trade Shows

A California Apparel News Special Section

November 2013

# 2014

**Service Minded:**  
Trade Shows  
Gear Up to Draw  
Attendees in 2014

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**ENK**

# Service Minded: Trade Shows Gear Up to Draw Attendees to the 2014 Shows

With a recovering economy underway, trade shows are poised to see increased attendance in 2014. We asked trade-show organizers what programs they have to attract new and returning attendees.

**Tom Florio**  
Chief Executive Officer  
Avanstar Fashion Group

We've built a retailer-relations marketing team over the last two years. Pre-show, the relations marketing team is speaking to all the key retailers we do business with, really on an ongoing basis. If there are acquisitions going on, if there are new departments being launched—like a footwear department or a new men's department—our retail-relations team is aware of it. As we're walking around the world finding new brands, we'll start feeding [retailers] brands. We're working with them all the time, so there's this ongoing dialogue. As we get closer to the show, certain retailers—particularly the larger ones—they'll send us what it is they're looking for, and we will start to plan their show for them.

We also have an overarching marketing campaign that markets MAGIC Market Week internationally. We don't market MAGIC as a trade show; we market it as a contemporary market week for men's, women's and sourcing made up of 10 shows. There's a multilingual direct-mail and advertising campaign that's underway pre-show. Last show we had a 35 percent increase in our international buyers, and we're also seeing an increase in e-commerce.

Each of the individual shows and the show directors have their own targeted database [and a] marketing campaign that

goes out to special retailers [talking] very specifically about initiatives taking place on the show floor.

The other pre-show opportunity this year will be with Shop the Floor. All of our brands will have the opportunity to upload their looks on Shop the Floor about six weeks [before] the show actually starts, and our retailers will be able to go on Shop the Floor to preview collections, set up appointments and even do e-commerce if they want.

Even though everyone was running to the digital space, the idea of doing business in this space is a relatively new idea. I see Shop the Floor as an extension of MAGIC Market Week, which allows people to sell through business cycles. We're pleased with the way it's rolling out, but we're surprised to see how comfortable people are in the traditional way of doing business—the brands as well as the retailers. It's the fashion business—people want to speak to the people they do business with.

A lot of brands depend on the show. If you're working with premium brands, they're very protective about who sees their [collection]. Our system is a closed system. You're only able to look at these sites if you're a registered retailer at MAGIC Market Week and we really know who you are. We've added a mechanism, at the request of our brands, that [allows them to] select retailers because they want to decide what distribution channel they're going to be in. At



Tom Florio



Oscar Ben Rodriguez



Olivia Reyes

going to want to do business with brands they can trust, that they know will be behind them in case they don't get the sell-throughs they want. New brands in those same environments with those existing brands have a better chance of

being seen. On the show site, there are a number of initiatives that take place. We have probably one of the largest seminar series at any trade show. It spans everything from sourcing to how to merchandise your booth. The education series continues to be a really big draw for the retailers.

And then there are show initiatives taking place across all the different platforms. An example would be at WWDMAGIC, there's a trend report that takes place with Hal Rubenstein, the former fashion editor of *Instyle*.

Also, White, which is part of WWDMAGIC and moved out of the North Hall last year, will move back to the North Hall to make it easier for the buyers to get around.

Our whole initiative is to make it as convenient as possible for the retailers to shop across all our shows. Part of the way we've done that is the way we organize and curate

Overarchingly—and we get this from our post-show data—the No. 1 thing that drives retailers to a show, when you really cut to the chase on it, is they want to conveniently do business with the brands that they do business with. They want it to be easy to see the brands, and they want to be able to do commerce. The second thing they're looking for is to see new brands.

This is going to be particularly important this year. There's a lot of talk about how promotional the holiday season will be. Buyers may be a little more cautious. They're

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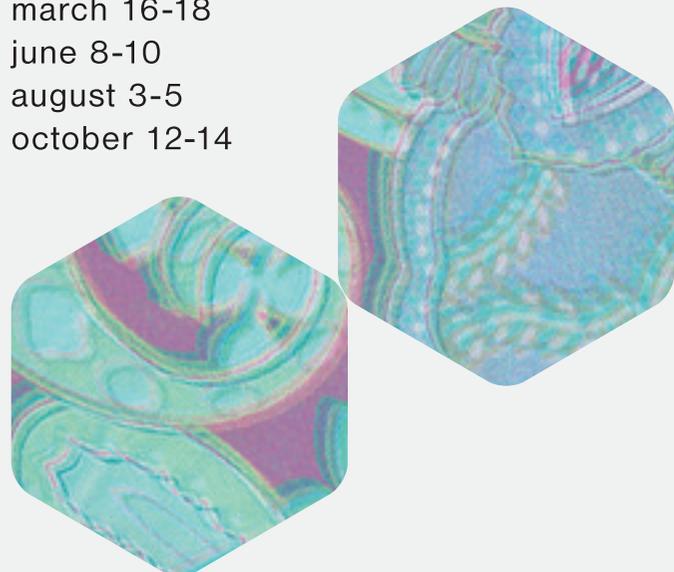
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june 8-11 // fall|holiday 14  
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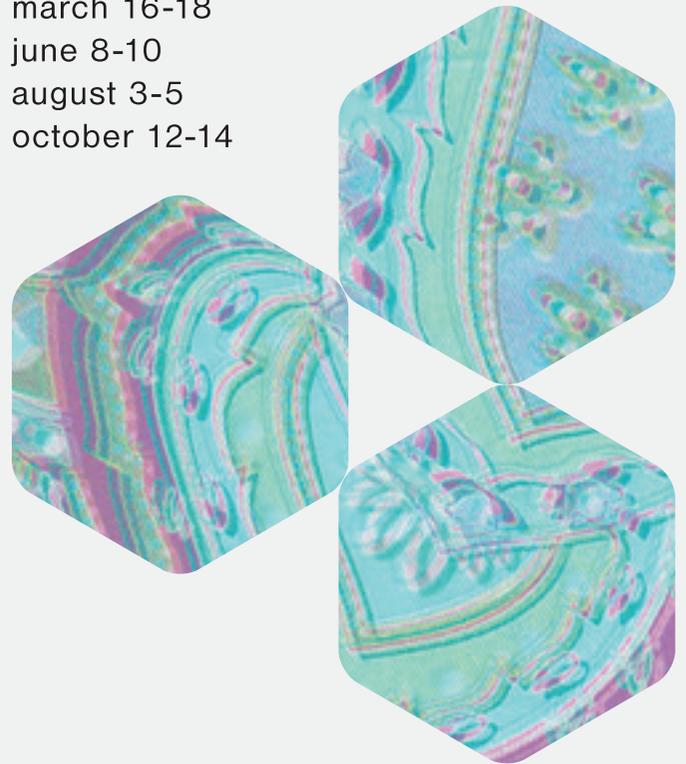
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Trade Shows *Continued from page 4*

and merchandise our shows. We continue to invest in what we refer to as “wayfinding” and attaching the wayfinding to transportation. The response from retailers in the last show [was] that it was much easier to get around the show.

We’re going to continue this evolution [by] setting up all of the MAGIC Market Week sites in an easily recognizable way. You can come off a bus or your town car and rather than just see the name of the show, you’ll be able to see womenswear is at the following shows, here are the classifications, [or], footwear is at the following shows, here are the classifications.

**Oscar Ben Rodriguez**  
Senior Trade Show Manager  
**Olivia Reyes**

Trade Show Manager  
California Market Center

In 2014, we will officially have Sunday starts for all LA Fashion Markets and corresponding trade shows at the CMC. We have shifted our market dates to better accommodate our attendees’ schedules, providing more-flexible times to visit, so they are not just during the week. We experimented with a Sunday start in October 2013, and it proved to be a success, so we look forward to continuing this through 2014.

We have increased concentration of resources under one roof. We are seeing significant crossover traffic among all types and categories of buyers in our building. We foresee this as a continued trend for the next year as creative merchandising in retail continues to upswing. Furthermore, in addition to our thousands of permanent resources in the building, we will continue to bring well-rounded groups of exhibitors to each of our

trade shows, providing buyers with unmatched resources all in one place.

Through our continued travel program, our buyers will be able to take advantage of discounted hotel rates, complimentary shuttle services and other convenient benefits to make their travels to LA more enjoyable and easy.

We will continue to strive to create a productive and enjoyable shopping experience at the CMC to all our buyers through continued complimentary hospitality, Internet lounges, giveaways, special events, Market Tuesdays and much more. Furthermore, by continuing our partnerships with prominent industry forecasters and affiliates, we will be



Andrew Olah



Sam Ben-Avraham



Judy Stein

able to deliver insightful and relevant topics as a part of our ongoing retail seminars and discussion panels.

**Andrew Olah**  
Founder/Owner  
Kingpins Show  
Chief Executive Officer  
Olah Inc.

We are very excited about 2014. It is our 10-year anniversary, and it marks the debut of our first-ever European show, Kingpins Amsterdam, which is set to run May 7–8.

Every year we continue to tailor each show to meet the individual needs of the cities and markets we service, but one way that we boost attendance at every show is to offer seminars. Whether focusing on trends, finance, sustainability, cotton prices, the creative process or technical information for product development, we find that our attendees are highly motivated by information, education and inspiration.

So, beyond offering a better range of denim sourcing resources at every show, we also look to up the caliber and creativity behind our seminar offerings season after season.

**Sam Ben-Avraham**  
Founder  
Liberty Trade Fairs

As an individual show, our job is always to make sure we have all the relevant brands—a mix of the staples, fashion-forward and trend-based brands. It’s important to us that buyers see their existing accounts but also find something new at our show. At Liberty, we understand and live the market, and that’s what sets us apart from other shows.

We also understand one trade show cannot service every segment of the market without diluting its individual identity. This is why Liberty has aligned with other great shows with the same point of view, each an expert in its own market category. The Modern Assembly consists of Liberty, Capsule, Agenda and MRket and lives under one roof at The Venetian. We understand that our job is to service the industry and the buyers in the best way possible. By uniting, we’ve created one destination providing solutions to nearly every relevant store in the contemporary denim and designer category.

**Judy Stein**  
Executive Director  
Miami Swim & Lingerie Show

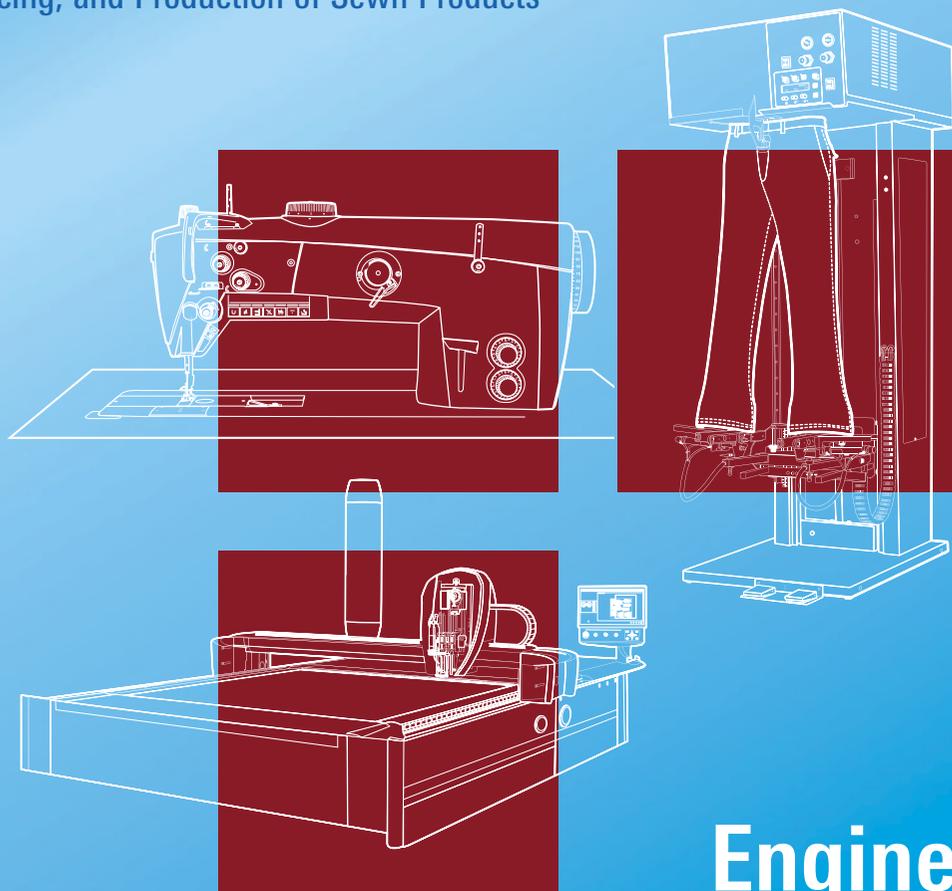
As always, we are tremendously excited about next year’s show. As you know, the Swimwear Association of Florida produces an annual four-day event

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## 2014 SHOW DATES

**JANUARY 26-28**

Summer

Sunday-Tuesday

**APRIL 11-13**

Fall

**Friday-Sunday**

**JUNE 22-24**

Fall 2

Sunday-Tuesday

**AUGUST 24-26**

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Sunday-Tuesday

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Sunday-Tuesday





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### Trade Shows *Continued from page 6*

titled SwimShow, which is the largest and most comprehensive swimwear trade show in the world. This event has made Miami Beach the No. 1 destination for the swimwear industry.

Each year, over 8,500 designers, buyers, manufacturers, press, and other industry leaders come to Miami Beach in the middle of July—not only to participate in this dynamic, valuable business opportunity but also to enjoy the hotels, nightlife, restaurants and entertainment aspects that this fun city has to offer. We host several programs during the event, including:

- Trend-forecasting seminar

Always on the cutting edge of industry insight and information, SwimShow will team with one of the world's leading fashion and style-forecasting organizations to provide comprehensive trend reports for designers and buyers that will give them the vital advantage of an insider perspective. The seminar will dive into the latest trends seen on runways, trade shows, streets and retail shops and will pinpoint key beachwear concepts, colors, materials and details—all for the Cruise and Resort 2015 buying season—giving attendees an insight into the seasonal trend reports that will assist in reducing risk, saving time and making money.

- Fashion show and after-party

Each year, SwimShow generates wild enthusiasm for the upcoming Cruise/Resort season with the glamor of the highly anticipated runway show. The annual event will be held on-site in the [Miami Beach] Convention Center for the ease and convenience of our retailers and members. The SwimShow Fashion Show is a dazzling highlight, featuring a look from each of the participating brands in the trade show. It is an amazing lineup of the industry's most exciting designers. The after-party is a great way to top off the evening with delicious bites, cocktails and entertainment.

- Swim lounge

SAF invites our members and buyers to relax and unwind in our luxurious swim lounge area. Replete with comfortable sofas and armchairs, the space is perfect to take a quick break or utilize the tabletop seating for a more discrete business conversation. Free Wi-Fi is available for all their needs. Plus, participants and retailers enjoy a Saturday and Monday evening happy hour from 6 to 7:30 p.m.

- Breakfast bar

The breakfast bar—featuring complimentary coffee, muffins and bagels—is open daily from 9 to 10:30 a.m. at the Convention Center and is the perfect way to start out each day.

- High tea

Featuring complimentary fresh fruit, biscotti and mini tea sandwiches, the high tea is the perfect way to add that afternoon kick.

- Informal modeling

This year the SwimShow will bring back informal modeling to the trade-show floor. Scheduled for each mid-morning of the show, this is a great way generate brand awareness and potential leads for participating swimwear companies.

- Design awards

We are also in the finalizing stages of announcing the First Annual SwimShow Design Awards, sure to be heralded as the "Oscars" of the swimwear industry. We will award recognition in the following areas: Swimsuit of the Year, People's Choice Award, Best Full-Figured Suit of the Year, Best Active Wear of the Year, Best Girls' Swimsuit of the Year, Best Men's Swimsuit

of the Year, Best Boys' Swimsuit of the Year, Best Lingerie of the Year, Best Cover-up of the Year and Most Innovative Swimsuit of the Year. Products will be chosen from the samples that are sent for inclusion in the SwimShow runway show, and winners in each category will be announced at the end of the show.

- Social media

Last year's social-media integration initiated interaction with buyers, exhibitors, media and swimwear lovers alike, reaching more than 1 million Twitter and Facebook users in just a few short weeks. We are in the process of developing this platform to become a comprehensive tool to build and grow our targeted attendees.

- International buyers

We have also partnered with the U.S. Commercial Service's International Buyer Program to bring new international attendees to the show. The International Buyer Program recruits qualified foreign buyers, sales representatives and business partners

in more than 80 countries to participate in U.S. trade shows each year.

- Media-sponsorship agreements

In addition, media-sponsorship agreements were generated with national and international publications

that are considered to have the highest circulation and credibility within the swimwear and lingerie industry. Running in conjunction with our ongoing public-relations campaign, these publications will be running ads and featuring news stories about SwimShow on a regular basis.



Ed Mandelbaum



Pierre-Nicolast Hustel

### Ed Mandelbaum Co-founder Designers and Agents

D&A has been—and remains—the most significant trade-show destination in Los Angeles for the past 15 years and continues to present the strongest selection of both emerging and established brands as well as creating a great environment for both exhibitors and retailers to conduct business.

Designers and Agents also continues its longstanding commitment to sustainable, ethical and fair-trade design practices with its "green" programs, which provide support and exposure to those brands that meet the necessary criteria.

### Pierre-Nicolast Hustel Chief Executive Officer CurvExpo

After a successful 2013 season, CurvExpo is very excited for 2014. It is important for us to keep the anticipation of each season high with new and exciting programs as well as retaining our loyal attendees and giving them reason to keep returning.

Our attendees are our priority. We have so many devoted attendees. It is important that we maintain our dedicated customer service and an all-inclusive experience. We are a focused team here at CurvExpo, and, as such, we can promise that all needs and/or concerns be met with tremendous care and a personal guarantee. We also offer our attendees an all-inclusive trade-show format. For example, we make the show feasible for our attendees by delivering a luxurious experience, offering breakfast and lunch; our partnerships with hotels can promise discounted rates; and, lastly, we can offer travel reimbursements (in Las Vegas only) to make the show as enjoyable as possible.

Further, we continue to keep our attendance high with insightful workshops for the

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Trade Shows *Continued from page 8*

buyers and trend seminars for the brands.

We continue to retain and attract our brands with an extensive marketing platform. We market our brands through all avenues of social media: Facebook, Twitter, Instagram (new this season) and Pinterest. We also have a dedicated newsletter issued every month to all our buyers that displays brand news and the lines they will see at the show. This year-round marketing platform starts the day a contract is signed and is a great tool for new brands to promote themselves in the industry and an extra boost for the established brands.

CurvExpo puts a lot of work into attracting new attendees with our brand partnerships and personal shopper services. We have great relationships with our brands that have proven mutually exclusive; as we help them, they help us to attract buyers they want

to see on the show floor. Our personal shopper program gives the buyer a one-on-one experience with a member of our team. You tell us what you are looking for at the show, answer a quick questionnaire to help us understand your shop, and we will then consult and advise you on the best brands to visit during the show and who to book appointments with.

New to this season, we are thrilled to move forward with exclusive and informative events at each show, such as the Fashion Show and the Interactive Trend Wall. The Fashion Show will be an elegant event presenting fabulous lines in New York and



Mary A. Essuman



David Lapidos

Las Vegas. We are particularly enthusiastic for the new 8-by-15 Trend Wall, which will display fabrics, trends and lines from the brands on the show floor for a smarter shopping experience. This Trend Wall will be presented by Pro-

mostyl, and a consultant will be present to explain the benefits and how to use this to your advantage.

The highlight of 2013 was our New Accounts Program: "Love a new brand? Open a new account? Win a trip to Paris!" This program was a huge success at the shows, and we expect the same for the 2014 season. The program motivated buyers to "think out of the box" and search for a new brand. Like-

wise, the brands were excited as buyers were eager to meet them and work with them.

We have many reasons to keep our attendees coming back and much more to attract the new ones. CurvExpo is proud of the 2013 season, and we are working to grow and attract even more brands and buyers in 2014. We anticipate great shows for this season at both CurveNV Las Vegas Feb. 17-18 and at CurveNY New York Feb. 23-25.

**Mary A. Essuman**  
Gerry Building

We like to do what we can to help the market.

We have a sign outside the building that lists the showrooms inside. That's one way that attracts buyers for market. We also have complimentary breakfasts during market.

For market, we're always open to having temporary showrooms. We have several showrooms—between 10 and 15—with room for temporary showrooms.

We had a lot of temporary tenants come in for the Majors Market and some for the LA Market [in October]. We had a really good overall response—especially for our [opening-night] party.

This time around, we'll be doing some other signage and flyers. We'd like to do some kind of promotional party similar to what we did [in October], although there may also be a fashion show on the roof in January.

**David Lapidos**  
Executive Vice President  
Offprice Show

We have instituted a loyalty program. Anyone who has attended any of our shows in the last two years will get a special rate at The Palazzo or The Venetian. Buyers will pay an Offprice rate of \$199, which is \$30 less than the hotel's published rate. Also, we have increased our shuttle and limo business by 50 percent because we're taking more people to more shows. As you know, there are a lot of shows that week. We are making a big step to accommodate everybody.

[We offer daily] New Buyer Tours. We take buyers out with a professional buyer [to tour the trade show]. He does this three times a day for the first two days and then once a day for the last day.

Also, we have upgraded our kosher food.

The last show was the first time we changed out floor plan, and people seemed very happy with it.

Our cash-and-carry section has mushroomed. We've got about 80 vendors.

**Jeff Yunis**  
President and Owner of Specialty Trade Shows/organizers of WWIN (Womenwear in Nevada)

We're one of the few that has not been affected [by the recession]. Our show has been sold out for eight years. We just continue to do what we're doing because we think it's working.

We still do some snailmail and we do some emails and some faxes. And we get our exhibitors to work hard at making appointments

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# Shop & Dine

After you hit the trade-show floors and spend hours shopping for the latest merchandise, take some time to try out some new restaurants and visit a few local boutiques. We have a few suggestions on your next trip through the trade-show circuit.

By Deborah Belgium Senior Editor

## SAN FRANCISCO

**Mason Pacific**  
1358 Mason St.  
(415) 374-7185  
[www.masonpacific.com](http://www.masonpacific.com)

High atop Nob Hill sits a new restaurant that is garnering rave reviews by a large band of picky foodies who populate this city by the sea.

Mason Pacific may be a small eatery at the corner of Mason Street and Pacific Avenue, but it packs a big following with its well-curated menu, which is heavy on starters and appetizers, followed by pasta and main dishes.

Almost everyone touts the fried feta that is molten in the middle and served over a pool of peas and fava beans. Another favorite starter is the braised Spanish octopus or the paper-thin Parmesan-dusted potato skins.

The pasta is made right there in the restaurant's kitchen, and choices range from sweet-potato ravioli to garganelli with lamb and Parmesan.

When it comes to main dishes, despite a limited menu, there is something for everyone. Most everyone gushes over the New York steak served with a celery root puree or the market fish of the day that comes with grated cauliflower and pepperoncini soffritto (a Puerto Rican seasoning).

The décor is that of a neighborhood bistro divided into two sections. The bar/lounge area is darker, with more wood and marble countertops, while the dining area is more elegant and lighter in color.

The people behind the restaurant are Shannon McTiernan Thomson, who decorated the interior, and her husband, Jay Thomson, who has a stake in the Copain Vineyards. The chef is Shannon's brother, Sean McTiernan, who worked in several high-end French restaurants before relocating to this side of the Atlantic.

Be advised that street parking is practically non-existent in the neighborhood, but there is valet parking. Or you can ride the Powell/Mason cable car up the hill and have a true San Francisco experience.

**Freda Salvador**  
1782 Union St.  
(415) 654-5128  
[www.fredasalvador.com](http://www.fredasalvador.com)

Clothing stores are abundant in San Francisco, but a good independent shoe store is hard to find.

Then along came Freda Salvador, voted by readers at Racked SF as the best new store in the

city. And you can see why.

The décor of the multi-room store is decorated as if you had walked into someone's bohemian-style apartment in some exotic locale such as Argentina. It has hardwood floors, vintage furnishings, bookshelves, and an eclectic assortment of art and tchotchkes.

The store was supposed to be a pop-up until the owners, Christina Palomo-Nelson and Megan

Papay, saw the space and decided to open up a full-time outpost that is also their design studio and a wholesale office for their shoe line of the same name. The store's name comes from Mexican artist Frida Kahlo and Palomo-Nelson's homeland of El Salvador.

Palomo-Nelson comes from a large shoe-making family. She studied footwear construction and design at Ars Sutoria in Milan,

and she got her master's degree in fashion at the Academy of Art University in San Francisco.

Papay studied costume design at the University of Virginia and went on to create her own line of accessories before branching out into footwear.

If you are a person who likes practical but beautiful shoes, this is your place. The footwear, made in a family-run factory in Elida,

Spain, about 60 miles from Valencia, is rich on beautiful leather and contemporary designs. Many of the shoes are two-tone or have removable hardware.

There are lace-up loafers, ankle boots, knee-high boots, slipper shoes and boots with a wedged heel displayed on artfully designed racks that look like they came from a bakery or a bookstore.

➔ Shop & Dine page 12



Mason Pacific



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Shop & Dine

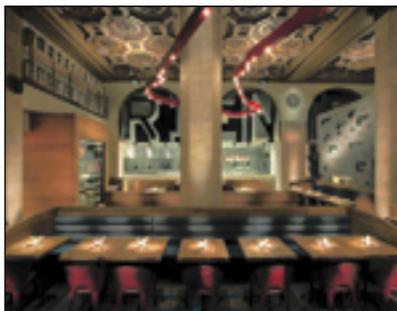
Continued from page 11

LOS ANGELES

**Terroni**  
802 S. Spring St.  
(213) 954-0300  
[www.terroni.com](http://www.terroni.com)

The historic National City Bank building, just one block from the California Market Center, is the backdrop for the new southern Italian restaurant called Terroni. It is the sister restaurant to an eatery of the same name on Beverly Boulevard near The Grove shopping center in Los Angeles.

Not only is the food scrumptious, but the décor is stunning. Floor-to-ceiling arched walls let diners get a full view of the pedestrian traffic outside. Massive columns hold up the gilt ceiling, and a red sculpture shaped like an Italian racing track dangles overhead. The interior design makes



Terroni



Carl Louisville, Guerilla Atelier



Colette Little French Bistro



Scotch & Soda

good use of lighting that accents the 1924 architecture. A gorgeous chandelier that could have been hanging in a Venetian palace lights up the main dining room.

Now for the Italian influence on the décor. A movie screen on one wall shows an endless track of Fellini's "La Dolce Vita," the bathrooms have piped-in Italian lessons, and the tables are numbered in Italian.

Terroni is known for its thin-crust pizzas that come unsliced (just a warning) and southern Italian dishes where the pasta is made on the premises daily and served almost

al dente.

People rave about the Margherita pizza—which is served with tomato, mozzarella and basil—or the Polentona pizza, which comes with tomato, mozzarella, fontina, smoked prosciutto and pine nuts.

Pastas include cavatelli alla norma, which is handmade cavatelli in a light tomato sauce with deep-fried eggplant, aged ricotta, basil and garlic, and maccheroncini geppetto, which is maccheroncini with dandelions, homemade spicy Italian sausage, fontina, garlic and olive oil.

For those who may be inspired to try their own hand at Southern Italian cooking, there is a small store within the restaurant that sells the Italian ingredients you just ate.

**Guerilla Atelier**  
821 E. Third St.  
(310) 365-2194  
[www.guerillagalleries.com](http://www.guerillagalleries.com)

A touch of Beverly Hills has alighted in the historic Arts District adjacent to downtown Los Angeles.

This spring, Carl Louisville opened a pop-up clothing shop in the industrial neighborhood, which has seen its warehouses and factories converted into artists' lofts. The area is filling up with coffee houses, breweries and hip restaurants.

A month after opening, Louisville was convinced this was the spot to be for the long haul. In June, he committed to a 5,000-square-foot outpost inside a chic warehouse-like space with tall ceilings, red brick walls and cement floors.

There is plenty of room to display the luxe designer labels of men's and women's apparel that hang on rolling racks and mannequins or are displayed on tables. There are high-end European brands as well as local contemporary labels.

One of the best sellers at the store has been a men's jacket made of Japanese denim that is constantly on order. It is made by Los Angeles-based Mister Freedom. Another Los Angeles brand carried is Beckley by Melissa. Loungewear by French label Venus et Judes is also popular.

Louisville is the perfect person to run this kind of shop. He is in love with all things beautiful, which may have come from his 15 years working at Prada's Epicenter store on Rodeo Drive.

While on Rodeo Drive, he was unofficially known as the mayor of Beverly Hills for his extensive knowledge of where things are located.

**MIAMI**  
**Colette Little French Bistro**  
1223 Lincoln Road  
(305) 534-7888

French restaurants are a bit of a rarity in Miami Beach, but a new

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The Marrow



Blessed Peacemakers

eatery that is run by Frenchmen who love to offer a traditional French menu opened recently on the pedestrian way of Lincoln Road.

Diners rave about the delicious menu and the reasonable prices—you can get a glass of wine for under \$10.

The men behind the menu are Francis Pittilloni and Chef de Cuisine Frederic Boldron, who previously worked at Miami's Tosca and Villa Mayfair.

There is indoor dining for those who want to concentrate on the food and outdoor dining for those who like to people watch while they savor a French appetizer such as mussels meunière served in a white wine sauce.

The menu sticks toward bistro fare. There is plenty of red meat, such as the steak au poivre with a cracked peppercorn sauce or a tender filet covered with a béarnaise sauce.

The décor is heavy on wood. There are wood floors, wood tables and wood wine racks. Woven bistro chairs give the place a Parisian feel. Diners have raved about the attentive wait staff.

**Scotch & Soda**  
442 Lincoln Road  
(305) 673-5514

Scotch & Soda may be a retail chain, but sightings of the European brand are rare in the United States. There are less than a dozen outposts in the U.S.

Scotch & Soda opened its first South Beach location in a compact space on the Lincoln Road pedestrian mall.

If you like European-influenced contemporary fashions that veer toward the casual, this place is for you. There are clothes for men, women and children.

The Amsterdam-based line has gone through a makeover in the last decade, having been taken over by three new owners in 2001. The line of mostly menswear was relaunched for Spring/Summer 2002 with offerings for children and women coming later. The retailer launched a new line of premium denim, called Amsterdam Blauw, in 2010.

Prices for most things range from \$100 to \$350. Women's rib-cord skinny-leg pants sell for \$129. A silk Oriental jacquard women's top goes for \$169. And a black dress with lace inserts carries a \$169 price tag.

**NEW YORK**

**The Marrow**  
99 Bank St.  
(212) 428-6000  
[www.themarrownyc.com](http://www.themarrownyc.com)

There is life after those reality TV cooking shows. For Harold Dieterle, who was the Season One winner of "Top Chef," it meant going on to create some wonderful restaurants in New York.

His latest addition to the Big Apple is The Marrow, an eatery

with a schizophrenic menu. On one side are listed a number of Italian dishes while on the other is a range of German dishes. The selection is an homage to Dieterle's Italian-heritage mother and his father's German roots.

The menu is anything but ordinary. And that is a good thing. Special call-outs include the duck schnitzel, the ricotta cavatelli with octopus and the grilled lamb loin chop. The front-and-center dish, of course, is the bone mar-

row served with sea urchin. Everyone raves about it.

Other delicacies include pumpernickel-encrusted salmon and the white balsamic-glazed black cod served with roasted mushrooms, fennel and eggplant basil sauce.

Situated in the West Village, the restaurant sits on a corner in a building with rounded windows. The décor is mindful of a 1950s coffee shop with dark red leather booths and 19th-century-style black-and-white flocked wallpaper. It looks very mid-century.

**Blessed Peacemakers**

149 Ludlow St.  
(646) 861-2780

This Lower Eastside shop has a distinctive bohemian feel to it with clothes ranging from fashions with a hippie vibe to sophisticated dresses and shoes.

Stepping into Blessed Peacemakers is like taking a quick trip to Morocco. Oriental rugs line the floor, and one corner is decorated with couches covered in bright Moroccan prints. A swatch of gauzy fabric is draped across the ceiling to give the place the vibe of a Bedouin encampment.

The store is the brainchild of Kim Phan, the designer behind the Yumi Kim contemporary line, carried in stores such as Anthropologie and Bloomingdale's.

There are already two Yumi Kim stores in Manhattan, but Phan went for a more whimsical approach to retail with Blessed Peacemakers, which is a multiline store. Everything is handpicked by the designer, including the housewares.

Labels include Dolce Vita, Jealous Tomato, Flying Toma-

➔ Shop & Dine page 14

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Chantilly



Mesero Miguel



Chada Thai & Wine



Electric Lemonade Shops

## Shop & Dine

Continued from page 13

to and MinkPink. There are gobs of Asian-influenced baubles, rings and necklaces.

It's a fun place to shop, and prices aren't outrageous. Kim's motto is "Spreading peace, love and happiness, one garment at a time."

### DALLAS

**Chantilly**  
1130 Dragon St., Suite 190  
(214) 749-5757  
[www.chantillydallas.com](http://www.chantillydallas.com)

When two designers who love fashion get together, what do they do? They open a boutique with a small manufacturing area in the back.

Chelsea Brogdon and Caitlyn Multanix opened their Chantilly boutique in the Dallas Design District in September. The 3,500-square-foot space has an industrial feel to it with exposed pipes, stained concrete and white walls punctuated with teal accent walls. Diverging from the industrial look is a

nod toward fashion with chandeliers in each dressing room.

For the woman who likes to shop with her boyfriend or husband, there is a "man cave" in the store where men can plop down on a couch and watch whatever they want on a flat-screen TV.

The boutique carries about 15 to 20 lines that include women's clothing, handbags, jewelry and sunglasses. Apparel selections cover casualwear to eveningwear with prices ranging from \$20 to \$175. "It is very affordable," Multanix said.

In the back, two seamstresses work full time on the designers' new label, called Tinsley Radix, which debuts in early 2014. The contemporary line, with several eveningwear pieces, will be available in the Chantilly store next year.

The advantage of having a manufacturing area inside the store is that the two designers offer custom tailoring. "We like the idea of being able to alter things," Multanix said. "One of our customers came in and tried on a dress. She was an extra small, so we took the straps in a little. We don't mind doing that. We want our customers to feel comfortable and confident."

**Mesero Miguel**  
2822 N. Herderson Ave.  
(214) 821-6426

Restaurateur Mico Rodriguez created a Mexican-meets-all-American grill menu for his latest eatery, Mesero Miguel.

While the menu has a south-of-the-border feel for some plates, the décor is definitely Southern California. "It's more LA than Los Angeles," said the long-time businessman, whose other outposts include Mi Cocina, Taco Diner and Mr. Mesero.

The two-story establishment has two bars. The upstairs bar is called Pedro, a nod to Spanish film director Pedro Almodóvar. "I love him as a filmmaker and I love his cinematography," Rodriguez said. "And I have developed a wardrobe of restaurants and am an executive producer, too. You start with a blank canvas in the morning and you end with a dark canvas in the evening."

When it comes to creation, Rodriguez had some help from chef Jon Stevens in designing the menu.

Dishes include albondigas, or meatballs, served with white queso and salsa roja, braised beef short ribs, served with Guaillo cheese grits and pickled red onions, as well

as a 14-ounce New York strip.

Signature dishes include La Rosa Pistola (seared scallops, warm coconut and prickly pear broth) and Alaskan halibut. Some special call-outs are the mole enchiladas, the brisket tacos, and the cheese, tomatillo and chicken tacos.

### LAS VEGAS

**Chada Thai & Wine**  
3400 S. Jones Blvd., #11A  
(702) 641-1345  
[www.chadavegas.com](http://www.chadavegas.com)

Sometimes it's good to get off The Strip and venture out into territory frequented by the locals.

If that's your aim, then you will be well advised to stop by Chada Thai & Wine, which is a 10-minute drive from the gambling casinos and into Las Vegas' Chinatown.

The man behind Chada Thai is Bank Atcharawan, who for years was the sommelier at Lotus of Siam. He was known there for his extensive list of Riesling wines, and that has carried over to his new venture.

At Chada Thai, he is both sommelier and

➔ Shop & Dine page 15

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Trade Shows

Continued from page 10

and sending out information about the show to their clients. We put a lot of effort into making the exhibitors understand that it's a partnership. When we send out an announcement mail, it's propaganda. When they send it out, it's one-on-one, seller to buyer. It's a lot different when a store gets a call or mail from somebody they do business with trying to make an appointment than when they just get a blast email from us.

We give them free breakfast, free lunch, free snacks in the afternoon. But we have no room for seminars and fashion shows. It's a show to do business. We impress upon buyers that this is a buying show. If they want to go sightseeing, they can go to the Grand Canyon or to MAGIC. If they don't buy, the exhibitor has no reason to come back. We let people know they have to do their end of it. They just can't show up and have a drink and schmooze and go home and send an order later. They've got to buy.

For that reason, we've got 855 booths at the show for the next show. We only have 19 left to sell, and our waiting list is half the size of the show.

We deal with specialty stores primarily. We do have Nord-

strom and Ross Stores and TJ Maxx and all the catalogs [attending, as well]. But out of the thousands that come to the show, they make a small percentage. So we look after the small buyers. At our show, they feel they found a home, and that's something we keep promoting. This is a place for specialty buyers. We make them feel very wanted. They never get pushed aside by big buyers walking by. When I used to go to MAGIC as a small buyer, the eyes were always out there looking for the big department store to walk by. At our show, that just doesn't happen. The buyers tell us all the time that they feel comfortable, they feel at home. Everything we do is to make the buyers happy. Even though the exhibitors pay us, we realize that without the buyers we wouldn't have the exhibitors. So we're extremely buyer-oriented. That's our way of doing business.

**Aaron Levant**  
 Founder  
 Agenda

We do a lot [to find new retailers]. Our approach is multi-tiered. When we first started, it was [about] going out and

banging on a lot of doors. We still keep that as part of the strategy today, 10 years later.

We have two people on the team who are dedicated to retail. They spend a couple weeks every season getting out there and going to retailers and meeting them personally. I personally go to a lot of retail stores. And everyone else on the team—we try to get to a lot of retail, especially in our backyard. We have to own our backyard and have that personal connection to people.

We do a lot of stuff with social media. I believe that we have the biggest presence in social media. That's a big piece of what we do. It's our generation.

We do a lot of unique print pieces and a multilayer email campaign and more traditional styles of marketing.

The No. 1 thing that we do that separates us from our other shows is our TAP program, which is our Targeted Attendee Program. And that is where we just spend money to help get key people out to the show. We basically poll our brands. They submit to us the retailers they would like to see the most. It isn't just about buying power—buying power is

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Shop & Dine

Continued from page 14

chef, which means there is a spectacular wine list to go with the spectacular food.

The menu is known for its Southern Thai- and Bangkok-style of cuisine, which explores a range of dishes. A favorite has been the crab curry served with thin rice noodles or the shrimp satay with peanut sauce and cucumber salad.

No Thai restaurant would really be authentic without green papaya salad served with a spicy lime dressing or lemongrass soup with shrimp and mushrooms. The menu goes on for three pages, so there is lots to explore.

Chada Thai only serves dinner but remains open until 3 a.m.

**Electric Lemonade Shop**  
 220 E. Charleston Blvd.  
 (702) 776-7766  
[www.electriclemonade-shop.com](http://www.electriclemonade-shop.com)

Take a trip to the Las Vegas Arts District to rifle through the vintage and contemporary fashions stocked for men and women at the Electric Lemonade Shop, which is the brainchild of sisters Kinsey and Courtney Peters.

There is not only a full stock of vintage apparel with a modern flair but up-and-coming designer duds that evoke a modern air with offerings in clothing, accessories, jewelry and shoes.

The retail space has concrete floors and white walls punctuated with a splash of lemonade yellow.

The sisters, Ohio natives, have been longtime collectors of vintage clothing, going back to their college days, when they sold items on eBay to help pay for school.

Then they lived in Brooklyn, N.Y., for a while, where Courtney worked at Odd Twin, a vintage store in the Park Slope district.

But their dream was to open their own vintage-clothing store. And now they are expanding. At the end of November, they are holding a grand opening to celebrate another 1,000 square feet of space for vintage clothing on the second floor.

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 July 22 - 24, 2014  
 Medellin

**IFLS (Version II)**  
 July 29 - August 1, 2014

For more information, contact today one of our trade representatives.

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Trade Shows *Continued from page 15*

definitely factored in—but also it could be influence.

It's like a VIP program. It ranges from getting them hotel rooms to a car service to the show to flights. That is something we spend probably a considerable amount of the year on much more than other competitors.

**Eva Walsh**  
Vice President, Business Development  
Dallas Market Center

Coming off one of the most successful markets of the year, we are so excited about what's in store for Dallas Market Center in 2014. We are seeing firsthand a recovering economy with increases in attendance and significant growth across the apparel marketplace in the year-end, with many factors reinforcing these positive projections in the new year across all industries. In fact, many of the categories for our January Temp Show were sold out, and others more than 90 percent sold, long before the official start of the fall—one of the many encouraging signs we've seen leading up to the January Apparel Market in Dallas.



Eva Walsh

In addition to providing a diverse, complete product offering, we've continued to expand our programs to offer the resources and education our retailers need to succeed from a business standpoint. Our buyers come to market to gain the competitive advantage whether it's access to the hottest lines and networking opportunities or the many inspiring fashion shows and displays. And most importantly, Dallas is all about helping retailers receive the highest return on investment possible—something that has been increasingly important the past few years. Whether they are new to Dallas or a 20-year veteran, attendees will feel good knowing Dallas is the most efficient marketplace proving to be a strong value year after year.

All of these focus points add up to big savings for attendees in 2014.

•Service

We have an entire department serving as retail ambassa-

dors, working to secure new stores and serving loyal buyers. Our retail-development team works hard to understand a retailer's business needs and provide support. While at market, buyers take advantage of a full suite of complimentary services, including Wi-Fi, on-site parking, shuttle service to and from area hotels, and hospitalities. Dallas equips buyers with critical information throughout the year relating to marketing, social media, prospecting, etc.

•Location

Location, location, location—we've heard it all before. Well, it really does matter after all. Dallas is conveniently located in Mid-America—the strongest economic region in the U.S. And the costs of doing business in Dallas are lower than any other marketplace, so it's a more reasonable investment. With a broad array of leading manufacturers calling Dallas home, buyers get business done across many categories more efficiently.



Guglielmo Olearo

•Travel

We're determined not to let travel costs detract from our customer's bottom line. Being at the center of it all, literally, Dallas offers more direct flights and the lowest hotel rates of any major marketplace (as low as \$78 per night)—saving time and money.

**Guglielmo Olearo**  
International Exhibitions Director  
Première Vision

It is our duty to stay very close to the market, [which is] why our U.S. office is in close contact with loyal and potential visitors.

We welcome most of the important companies, but we also expect that due to the recovering economy young designers and new brands with big creative potential will come to us.

We have the capacity to provide them with all the tools to find the best products for their collections.

We continually evaluate our show to meet buyers' expectations in terms of the offerings and services. The rigorous selection of exhibitors means that professionals are sure of finding

a truly creative and high-quality offerings.

Our fashion team creates seminars tailored to the North American market, and the trends are illustrated by products presented by our exhibitors. This is a truly unique service!

The fabric forum, with exhibitors' samples, also gives a very clear vision of the [show's offering].

Outside of the shows, we regularly provide attendees with fabric and fashion news.

Before the show we do everything we can to give visitors the key to a constructive visit, to inspire them and facilitate their business.

**Suzanne De Groot**  
Executive Director  
Fashion Market Northern California

Fashion Market Northern California is fortunate to have many loyal buyers who come to all or many of our five shows a year.

That said, we are always looking for ways to encourage new buyers to come and enjoy the show and, of course, welcome anyone back who has not been to our market in a while.

We have recently hired a marketing consultant, who will focus on expanding our current website and Facebook and increasing our presence on other social-media venues. She will also be available at shows to demonstrate how to access and use social media as a selling tool—for both buyers and vendors.

We serve a complimentary breakfast buffet and lunch coupons to all buyers.

We have more than adequate (and easy) parking—with complimentary parking on Tuesdays at most shows.

We have extended our Monday hours to 7 p.m. and have wine and beer available during those hours, with complimentary drink coupons to buyers.

Every afternoon there is a complimentary cart with cookies and snacks, along with iced tea, lemonade and coffee.

We mail out a comprehensive show directory, linked to the website, which facilitates buyers making appointments in advance and planning their show time wisely.

We currently have a program to offer a complimentary night at the Marriott [San Mateo] to any first-time buyer who wishes to come to our show. This is time sensitive and subject to availability.●

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# International Trade Show Calendar

**Nov. 15**  
**Connections**  
 London

**Nov. 16**  
**Norton's Apparel, Jewelry & Gift Market**  
 Gatlinburg, Tenn.  
 Through Nov. 18

**Nov. 17**  
**Ocean City Resort Gift Expo**  
 Ocean City, Md.  
 Through Nov. 20

**Nov. 19**  
**The 14th China (Yiwu) International Exhibition on Hosiery, Knitting, Dyeing & Finishing Machinery**  
 Zhejiang, Yiwu, China  
 Through Nov. 22

**Nov. 20**  
**JFW Japan Creation**  
 Tokyo  
 Through Nov. 21

**Premium Textile Japan**  
 Tokyo  
 Through Nov. 21

**Nov. 21**  
**Dye+Chem International Expo**  
 Singapore  
 Through Nov. 23

**Istanbul Leather Fair**  
 Istanbul  
 Through Nov. 23

**Nov. 22**  
**Mid-South Jewelry and Accessories Fair**  
 Memphis  
 Through Nov. 25

**Modaprima**  
 Florence  
 Through Nov. 24

**Nov. 24**  
**DG Expo**  
 San Francisco  
 Through Nov. 25

**Nov. 27**  
**Tissu Premier**  
 Lille, France  
 Through Nov. 28

**Nov. 28**  
**Hong Kong International Jewelry Manufacturers' Show**  
 Hong Kong  
 Through Dec. 1

**Grand Strand Gift & Resort Merchandise Show**  
 Myrtle Beach, S.C.  
 Through Dec. 11

**Dec. 10**  
**WWSRA**  
 Sacramento, Calif.  
 Through Dec. 11

**Dec. 11**  
**Atlanta Fashion Shoe Market**  
 Atlanta  
 Through Dec. 12

**Dec. 13**  
**Baton Rouge Jewelry and Merchandise Show**  
 Baton Rouge, La.  
 Through Dec. 15

**Jan. 4**  
**Philadelphia Gift Show**  
 Oaks, Penn.  
 Through Jan. 7

**Jan. 5**  
**Designers and Agents**  
 New York  
 Through Jan. 7

**Accessories The Show**  
 New York  
 Through Jan. 7

**Fame**  
 New York  
 Through Jan. 7

**Moda Manhattan**  
 New York



**Sun State Trade Shows, LLC**, is a company that organizes and promotes wholesale trade shows in Mesa, Arizona (for January Market), and Phoenix, Arizona, and San Diego, California. We feature clothing lines for missy, junior, and contemporary sizes: petite to plus. We also feature accessories, shoes, hats, and gifts from the moderate to better price range. Upcoming show dates are Jan. 5-7 (Arizona Apparel, Accessories, Shoes & Gift Show at the Mesa Convention Center). For more information, visit [www.arizonaapparelshow.com](http://www.arizonaapparelshow.com) or [www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com) or email [info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com) or [chinds@sandiegoapparelshow.com](mailto:chinds@sandiegoapparelshow.com).

Through Jan. 7  
**Arizona Apparel, Accessories, Shoes & Gift Show**  
 Mesa, Ariz.  
 Through Jan. 7

**TrendSet**  
 Munich, Germany  
 Through Jan. 7

**The ASI Show**  
 Orlando, Fla.  
 Through Jan. 7

**Nouveau Collective**  
 New York  
 Through Jan. 7

**Michigan Shoe Market**  
 Livonia, Mich.  
 Through Jan. 6

**Jan. 6**  
**Accessorie Circuit**  
 New York  
 Through Jan. 8

**Intermezzo Collections**  
 New York  
 Through Jan. 8

**Hong Kong International Licensing Show**  
 Hong Kong  
 Through Jan. 8

**Jan. 7**  
**Agenda**  
 Long Beach, Calif.  
 Through Jan. 8

**Atlanta International Gift & Home Furnishings Market**  
 Atlanta  
 Through Jan. 14

**WWSRA**  
 Portland, Ore.  
 Through Jan. 9

**WWSRA**  
 Denver  
 Through Jan. 9

**Jan. 8**  
**Heimtextil**  
 Frankfurt, Germany  
 Through Jan. 11

**Jan. 9**  
**Surf Expo**  
 Orlando, Fla.  
 Through Jan. 11

**The NBM Show**  
 Los Angeles  
 Through Jan. 11

**Jan. 10**  
**Exponovos**  
 Lisbon  
 Through Jan. 12

**Imprint Canada Show**  
 Toronto  
 Through Jan. 11

**Northwest Shoe Travelers Market**  
 Shakopee, Minn.  
 Through Jan. 12

**International Western/English Apparel & Equipment Market**  
 Denver  
 Through Jan. 14

**Hawaii Market Merchandise Expo**  
 Honolulu  
 Through Jan. 12

**Jan. 11**  
**White**  
 Milan, Italy  
 Through Jan. 13

**Jan. 12**  
**Los Angeles Fashion Market**  
 Los Angeles  
 Through Jan. 15

**Select**  
 Los Angeles  
 Through Jan. 14

**Transit**  
 Los Angeles  
 Through Jan. 14

## Goodman Factors

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**LA Kids' Market**  
 Los Angeles  
 Through Jan. 15

**Children's Club**  
 New York  
 Through Jan. 14

**Trendz**  
 Palm Beach, Fla.  
 Through Jan. 14

**Retail's BIG Show, NRF Annual Convention & EXPO**  
 New York  
 Through Jan. 15

**Travelers Show**  
 Philadelphia  
 Through Jan. 14

**New England Apparel Club**  
 Marlboro, Mass.  
 Through Jan. 15

**Jan. 13**  
**Designers and Agents**  
 Los Angeles  
 Through Jan. 15

**Hong Kong Fashion Week**  
 Hong Kong  
 Through Jan. 16

**Printsource New York**  
 New York  
 Through Jan. 14

**The Metropolitan New York Shoe, Footwear & Accessories Market**  
 Secaucus, N.J.  
 Through Jan. 14



**DG Expo Fabric & Trim Show** features a two-day textile and trimmings exhibit for designers, small manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, event/party planners. Exhibitors are wholesale suppliers (including mills, converters, importers, and distributors) who have low minimums, and many have in-stock fabric and trims. And... seminars focused on business growth and profitability, plus textile classes! The next show takes place in San Francisco —on Sunday, November 24th & Monday, November 25th. Seminars begin a day prior to the show opening. Visit our website for details and to register. [www.dgexpo.net](http://www.dgexpo.net), [info@dgexpo.net](mailto:info@dgexpo.net) or (212) 804-8243



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Trade Show Calendar page 18

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# International Trade Show Calendar

Continued from page 17

**Couromoda**  
Sao Paulo, Brazil  
Through Jan. 16

**MosShoes**  
Moscow  
Through Jan. 16

**WWSRA**  
Salt Lake City  
Through Jan. 15

**Jan. 14**

**Première Vision**  
New York  
Through Jan. 15

**Indigo**  
New York  
Through Jan. 15

**Capsule**  
Berlin  
Through Jan. 15

**Premium**  
Berlin  
Through Jan. 16

**Seek**  
Berlin  
Through Jan. 16

**Bread and Butter**  
Berlin  
Through Jan. 16

**Panorama**  
Berlin  
Through Jan. 16

**Intermoda**  
Guadalajara, Mexico  
Through Jan. 17

**Jan. 15**

**Dallas Total Gift & Home Market**  
Dallas  
Through Jan. 21

**Men's Fashion**  
Paris  
Through Jan. 19

**The Deerfield Show**  
Deerfield, Ill.  
Through Jan. 16

**WWSRA**  
Costa Mesa, Calif.  
Through Jan. 17

**Jan. 16**

**Chicago Gift Market**  
Chicago  
Through Jan. 22

**Jan. 17**

**Exponoivos**  
Porto, Portugal  
Through Jan. 19

**Capsule**  
Paris  
Through Jan. 19



Indigo reveals the best in creative textile and surface designs Feb. 18–20 in Paris, Parc d'Expositions de Paris-Nord Villepinte, Hall 5. Discover a selection of 200 exhibitors' original design concepts, and the Indigo influences wall, presenting the seasonal trends. Other Indigo dates are Jan. 14–15, April 8–9 and July 22–23 in New York for the fashion edition, and Sept. 9–11 in Brussels with the home edition of the show. [www.indigo-salon.com](http://www.indigo-salon.com)

**Imprinted Sportswear Show**  
Long Beach, Calif.  
Through Jan. 19

**Jan. 18**

**Seattle Gift Show**  
Seattle  
Through Jan. 21

**Tranoi**  
Paris  
Through Jan. 20

**Windy City Gift Show**  
Rosemont, Ill.  
Through Jan. 21

**Jan. 19**

**Nor-Cal Apparel & Footwear Show**  
San Francisco  
Through Jan. 22

**Northstar Fashion Exhibitors**  
St. Paul, Minn.  
Through Jan. 21

**Travelers Show**  
Baltimore  
Through Jan. 21

**Chic**  
Coventry, U.K.  
Through Jan. 21

**Jan. 20**

**Haute Couture**  
Paris  
Through Jan. 23

**Jan. 21**

**Texworld USA Apparel Sourcing**  
New York  
Through Jan. 23

**CMC Gift & Home Market**  
Los Angeles  
Through Jan. 27

**ColombiaTex**  
Medellin, Colombia  
Through Jan. 23

**Project NYC**  
New York  
Through Jan. 23

**Kingpins**  
New York  
Through Jan. 24

**Capsule**  
New York  
Through Jan. 22

**GALLA Market**  
Los Angeles  
Through Jan. 27

**Première Vision**  
Sao Paulo, Brazil  
Through Jan. 22

**Jan. 22**

**Agenda**  
New York  
Through Jan. 23

**Outdoor Retailer**  
Salt Lake City  
Through Jan. 25

**FIG**  
Dallas  
Through Jan. 24

**PGA Merchandise Show**  
Orlando, Fla.  
Through Jan. 24



The OFFPRICE Show in Las Vegas serves the retail industry as a dynamic order-writing show that connects apparel retail buyers with the leading off-price specialists carrying 20 to 70 percent below wholesale prices on clothing, accessories, footwear, and more. Taking place at the Sands Expo at Venetian/Palazzo Feb. 16–19, with over 500 exhibitors throughout the 130,000 square-foot show floor, attracting more than 11,000 industry professionals, it is the largest off-price show in the country. Many national and regional retailers—such as Con-way, Citi Trends, and Beall's—actively shop each and every OFFPRICE Show. No matter what kind of the latest fashions you're seeking—men's, women's, children's, accessories, or swimwear—you'll find it all at the OFFPRICE Show! For more information, check out our website. [www.OffPriceShow.com](http://www.OffPriceShow.com)



Come and visit the Hong Kong Trade Development Council's Hong Kong Pavilion at Sourcing at MAGIC in Las Vegas. Unique value through quality, creativity, reliability, and sophistication. A statutory body established in 1966, the Hong Kong Trade Development Council (HKTDC) is the international marketing arm for Hong Kong-based traders, manufacturers, and service providers. Our mission is to create opportunities for Hong Kong companies. With our network of more than 40 offices worldwide and the city's natural business advantages, we provide a range of services to help global trade and promote Hong Kong as a platform for doing business with China and throughout Asia. <http://www.hktdc.org>, [los.angeles.office@hktdc.org](http://www.hktdc.org) or (213) 622-3194

**London Textile Fair**  
London  
Through Jan. 23

**JFW International Fashion Fair**  
Tokyo  
Through Jan. 24

**Jan. 23**

**Dallas Apparel & Accessories Market**  
Dallas  
Through Jan. 26

**Jan. 24**

**Swim Collective**  
Huntington Beach, Calif.  
Through Jan. 25

**New Orleans Gift and Jewelry Show**  
New Orleans  
Through Jan. 27

**Jan. 25**

**Interfilieri**  
Paris  
Through Jan. 27

**Designer Forum**  
New York  
Through Jan. 27

**Orlando Gift Show**  
Orlando, Fla.  
Through Jan. 27

**Salon International de la Lingerie**  
Paris  
Through Jan. 27

**InNaTex**  
Frankfurt, Germany  
Through Jan. 27

**Playtime**  
Paris  
Through Jan. 27

**Jan. 26**

**Fashion Market Northern California**  
San Mateo, Calif.  
Through Jan. 28

**MRket**  
New York  
Through Jan. 28

**Modfabriek**  
Amsterdam  
Through Jan. 27

**Travelers Show**  
Pittsburgh  
Through Jan. 27

**Toronto Gift Show**  
Toronto  
Through Jan. 30

**Bubble London**  
London  
Through Jan. 27

**ispo**  
Munich, Germany  
Through Jan. 29

**Jan. 27**

**Dallas Fabric Show**  
Dallas  
Through Jan. 28

**Jan. 28**

**Florida Fashion Focus**  
Palmetto, Fla.  
Through Jan. 30

**Jan. 29**

**Vision**  
Copenhagen  
Through Jan. 31

**Jan. 29**

**Vision**  
Copenhagen  
Through Jan. 31

**Jan. 29**

**Vision**  
Copenhagen  
Through Jan. 31



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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. (213) 240-1234 [www.hanafinancial.com](http://www.hanafinancial.com)

**Jan. 30**

**Atlanta Apparel**  
Atlanta  
Through Feb. 3

**SIA Snow Show**  
Denver  
Through Feb. 4

**Billings Market Association**  
Billings, Montana  
Through Feb. 2

**Copenhagen International Fashion Fair**  
Copenhagen  
Through Feb. 2

**Jan. 31**

**California Gift Show**  
Los Angeles  
Through Feb. 3

**January TBA**

**Connections (TBA)**  
Los Angeles

**Feb. 1**

**Premium Order Duesseldorf**  
Duesseldorf, Germany  
Through Feb. 3

**NY NOW**  
New York  
Through Feb. 6

**India International Leather Fair**  
Chennai, India  
Through Feb. 3

**Feb. 2**

**Michigan Shoe Market**  
Livonia, Mich.  
Through Feb. 3

**Chicago Collective**  
Chicago  
Through Feb. 4



THIS JANUARY, LA HAS ONLY ONE CENTER OF ATTENTION

This winter, the California Gift Show will be the center of attention for retailers from across the nation seeking the unique designs and innovative styles that Southern California has to offer.

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JANUARY 31 - FEBRUARY 3, 2014  
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**Swim Collective**

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Saturday 9am-5pm  
[www.swimcollective.com/register](http://www.swimcollective.com/register)

[www.swimcollective.com](http://www.swimcollective.com)

**Stylemax**

Chicago

Through Feb. 4

**Kidz at Stylemax**

Chicago

Through Feb. 4

**NW Trend Show**

Seattle

Through Feb. 4

**London Edge/The Ledge**

London

Through Feb. 4

**Spring Fair**

Birmingham, U.K.

Through Feb. 6

**Feb. 3****WWSRA/SIA National Demo**

Copper Mountain, Colo.

Through Feb. 4

**Feb. 4****DG Expo**

New York

Through Feb. 5

**IFLS**

Bogota

Through Feb. 7

**Munich Fabric Start**

Munich

Through Feb. 6

**The ASI Show**

Dallas

Through Feb. 6

**Feb. 5****Giftrends Madrid**

Madrid

Through Feb. 9

**New York Shoe Expo**

New York

Through Feb. 7

**International Gift Show**

Tokyo

Through Feb. 7

**COEUR**

**COEUR** (French for "heart") is the premiere fashion accessories, gifts, home, and lifestyle show that highlights brands straight from the hearts of national and internationally respected designers and contemporary labels. This twice-yearly event, which takes place in New York and Los Angeles, centers around a core ("COEUR") of well-manicured, curated collections featuring tasteful, classic, and timeless pieces from established lines ideal for artful sophisticates, bohemians, and targeted stores invited to attend. Upcoming dates are Feb. 22-23, 2014, in New York and March 17-19, 2014, in Los Angeles. [www.coeurshow.com](http://www.coeurshow.com)

**Feb. 7****Memphis Gift and Jewelry Show**

Memphis

Through Feb. 9

**Ambiente**

Frankfurt, Germany

Through Feb. 11

**Feb. 8****Dallas Men's Show**

Dallas

Through Feb. 10

**Westcoast Trend Show**

Los Angeles

Through Feb. 12

**GTS Jewelry & Accessories Expo**

Greensboro, N.C.

Through Feb. 10

**Feb. 9****Metro-Michigan Women's Wear**

Livonia, Mich.

Through Feb. 10

**Pure London**

London

Through Feb. 11

**TRU Show**

San Francisco

Through Feb. 10

**Feb. 10****Great Ideas Summit**

Miami Beach, Fla.

Through Feb. 12

**Feb. 11****Shirt Avenue**

Milan, Italy

Through Feb. 13

**Milano Unica**

Milan, Italy

Through Feb. 13

**Feb. 13****Atlanta Shoe Market**

Atlanta

Through Feb. 15

**Feb. 14****Mercedes-Benz Fashion Week Madrid**

Madrid

Through Feb. 18

**IFJAG**

Orlando, Fla.

Through Feb. 18

**London Fashion Week**

London

Through Feb. 18

**Feb. 15****Premium Order Munich**

Munich, Germany

Through Feb. 18

**Midwest Children's Apparel Group**

Deerfield, Ill.

Through Feb. 18

**San Francisco International Gift Fair**

San Francisco

Through Feb. 18

**Wasche Und Mehr**

Köln, Germany

Through Feb. 17

**Feb. 16****OffPrice**

Las Vegas

Through Feb. 19



Gerber Technology offers a complete suite of computer-aided design and manufacturing systems for the apparel and sewn-goods industries. These include the industry-leading AccuMark® pattern design, grading, and marker-making software, Vstitcher™ 3D pattern draping software, automated nesting, and textile spreading systems, as well as single- and multi-ply GERBER-cutters. Gerber also offers Yunique-PLM™ product lifecycle management software, which helps retailers, brand owners, and manufacturers manage all of the details associated with their products from concept to consumer and enables them to communicate and collaborate more effectively with their global partners. Gerber Technology supports 25,000 customers, including more than 100 Fortune 500 companies, in 130 countries around the world. (800) 826-3243 or [www.gerbertechnology.com](http://www.gerbertechnology.com)



ENK is the most exclusive trade show producer in the United States, with a series of trade exhibitions that include nearly 10,000 design companies in New York City and Las Vegas. ENK shows attract 250,000 domestic and international buyers and press yearly, producing sales of over \$1 billion. Currently, ENK produces 16+ annual exhibitions, including Coterie, Accessorie Circuit, Intermezzo Collections, Children's Club, and ENKVegas. [www.enkshows.com](http://www.enkshows.com)

**Alberta Gift Show**

Alberta, Canada

Through Feb. 19

**Moda**

Birmingham, U.K.

Through Feb. 18

**STYL/KABO**

Brno, Czech Republic

Through Feb. 18

**Feb. 17****MAGIC**

Las Vegas

Through Feb. 17

**Sourcing at MAGIC**

Las Vegas

Through Feb. 20

**WSA@MAGIC**

Las Vegas

Through Feb. 20

**Liberty**

Las Vegas

Through Feb. 19

**MRket**

Las Vegas

Through Feb. 19

**Accessories The Show**

Las Vegas

Through Feb. 19

**Stitch**

Las Vegas

Through Feb. 19

**WWIN**

Las Vegas

Through Feb. 20

**KIDShow**

Las Vegas

Through Feb. 19

**CurveNV**

Las Vegas

Through Feb. 18

**Capsule**

Las Vegas

Through Feb. 19

**Texworld**

Paris

Through Feb. 20

**Feb. 18****Project**

Las Vegas

Through Feb. 20

**Project MVMNT**

Las Vegas

Through Feb. 20

**Pooltradeshow**

Las Vegas

Through Feb. 20

**WVDMAGIC**

Las Vegas

Through Feb. 20

**FN Platform**

Las Vegas

Through Feb. 20

**MAGIC Men's**

Las Vegas

Through Feb. 20

**The Tents@Project**

Las Vegas

Through Feb. 20

**ISAM**

Las Vegas

Through Feb. 20

**ENKVegas**

Las Vegas

Through Feb. 20

**Agenda**

Las Vegas

Through Feb. 19

**Première Vision**

Paris

Through Feb. 20

**Indigo**

Paris

Through Feb. 20

**ModAmont**

Paris

Through Feb. 20

**ZOOM by Fatex**

Paris

Through Feb. 20

Through Feb. 20



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**Surf Expo** is the longest-running and largest boardsports and beach/resort lifestyle trade show in the world. Produced in January and September the show draws buyers from specialty stores, major resorts, cruise lines, and beach rental companies across the U.S., the Caribbean, Central and South America, and around the world. Surf Expo features approximately 2,500 booths of apparel and hardgoods and a full lineup of special events, including fashion shows, annual award ceremonies, and demos. The show attracts more than 27,000 attendees and was recently named Fastest-Growing Attendance Show by Trade Show News Network. Surf Expo will be held January 9-11, 2014, at the Orange County Convention Center in Orlando Florida. The show has been chosen as the official kickoff for the 50th Anniversary Celebration of Bruce Brown's iconic film "The Endless Summer." [www.surfexpo.com](http://www.surfexpo.com)

**Expofil**

Paris

Through Feb. 20

**rooms28**

Tokyo

Through Feb. 20

**Feb. 19****Macrorueda 50**

Bogota

Through Feb. 20

**Denver Gift, Home, Jewelry & Resort Show**

Denver

Through Feb. 24

**ispo**

Beijing

Through Feb. 22

**Feb. 20****Midwest Children's Apparel Group**

Indianapolis

Through Feb. 21

**Jewelry, Fashion & Accessories Show**

Rosemont, Ill.

Through Feb. 23

**Feb. 21****Denver Apparel & Accessory Market**

Denver

Through Feb. 24

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DESIGNS YOUR WORLD  
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INDIGO NEW YORK  
FASHION EDITION  
14 & 15 January 2014  
8 & 9 April 2014  
22 & 23 July 2014

INDIGO PARIS  
FASHION EDITION  
18 - 20 February 2014

INDIGO BRUSSELS  
HOME EDITION  
9 - 11 September 2014

[indigo-salon.com](http://indigo-salon.com)

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- 2012**
  - Dec. SBA 7(a) lending ranked No. 18 nationwide
  - Aug. Opened San Gabriel Valley Home Mortgage Office
  - Apr. Completed a \$26.6 million securitization; Sunnie Kim named Ernst & Young Entrepreneur of the Year in SoCal Financial Services
  - Feb. Opened Mortgage Call Centers in Orange County and Los Angeles
- 2011**
  - Dec. SBA 7(a) lending ranked No. 22 nationwide; reached \$1.9 billion in factoring volume
  - Oct. Became a HUD (FHA) approved lender
- 2010**
  - Dec. Reached \$1.6 billion in factoring volume, ranked in top 10 nationwide
  - Sept. SBA 7(a) lending ranked No. 33 nationwide
  - Jun. Started Mortgage Banking
- 2008**
  - May. Opened Northwest Regional Office in Seattle
  - Sept. Received the Preferred Lenders Program (PLP) status with Small Business Administration (SBA)
- 2007**
  - Apr. Obtained SBA lending license
- 2006**
  - Dec. Reached \$1.2 billion in factoring volume, ranking in the top 10 nationwide
  - Jun. Secured Private Label Commercial Letter of Credit Services
  - Apr. Secured revolving financing facility
- 2005**
  - Apr. 10th Anniversary of Hana Financial, Inc.
- 2004**
  - Dec. Launched web based version of the proprietary e-Factoring system
  - Jul. Partnership agreement with Korea Export & Import Bank, Seoul, Korea
  - Apr. Became a member of Factors Chain International (FCI)
- 2003**
  - Feb. Opened East Coast Office in Fort Lee, New Jersey
  - Jan. Sunnie Kim appointed as the new CEO
- 1998**
  - Apr. Implemented Hana's proprietary factoring system
- 1995**
  - Apr. Began formal business operations
- 1994**
  - Aug. Founded and incorporated by Charles Kim and Sunnie S. Kim

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**New York Office** 1410 Broadway, Suite 1102, New York, NY 10018  
Tel: (212) 240-1234 • Fax: (212) 869-2449

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Hana Financial



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# Goodman Factors

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or visit us at [goodmanfactors.com](http://goodmanfactors.com). Simple, right?

## International Trade Show Calendar

Continued from page 19

### 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, and lifestyle collections displayed in hundreds of the CMC's showrooms and featured trade shows. Our array of resources includes SELECT Contemporary Tradeshows, 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. (213) 630-3600, [www.californiamarketcenter.com](http://www.californiamarketcenter.com)

**Feb. 22**  
**Designers and Agents**  
New York  
Through Feb. 24

**Coeur**  
New York  
Through Feb. 23

**Capsule**  
New York  
Through Feb. 24

**Designers at the Jumeirah Essex House**  
New York  
Through Feb. 24

**Atelier Designers**  
New York  
Through Feb. 24

**Mipap**  
Milan, Italy  
Through Feb. 24

**Fashion Exposed**  
Melbourne  
Through Feb. 24

**Feb. 23**  
**CurveNY**  
New York  
Through Feb. 25

**Sole@Coterie**  
New York  
Through Feb. 25

**TMRW@Coterie**  
New York  
Through Feb. 25

**Coterie**  
New York  
Through Feb. 25

**Midwest Children's Apparel Group**  
Livonia, Mich.  
Through Feb. 25

**ABC-Salon**  
Munich, Germany  
Through Feb. 24

**Toronto Shoe Show**  
Toronto  
Through Feb. 25

**Feb. 24**  
**Accessories The Show**  
New York  
Through Feb. 26

**Fame**  
New York  
Through Feb. 26

**Moda Manhattan**  
New York  
Through Feb. 26

**Feb. 25**  
**Ready to Wear**  
Paris  
Through March 5

**Playtime**  
Tokyo  
Through Feb. 27

### CALIFORNIA GIFT SHOW

This winter, the **California Gift Show** will be the center of attention for retailers across the nation seeking the unique designs and innovative styles that Southern California has to offer. That's because the January 31 - February 3, 2014, edition will be the only winter timeframe to see the temporary booths at the Los Angeles Convention Center and to take advantage of a full roster of buyer amenities, including discounted hotel rates, free parking, business-building seminars, and more. "Since this will be retailers' only opportunity to see temporaries in Southern California this winter, we're pulling out all the stops to ensure that they enjoy the best possible buying experience," explains Doug Miller, president, Urban Expositions. "Since acquiring the California Gift Show in 2013, we have focused our efforts on bringing back the top-name lines and innovators that once defined the Southern California gift show marketplace. The word is spreading and buyers are coming back to see the fresh, fashion-forward mix that promises to differentiate their stores from the others. Our Winter 2014 edition promises to be the best yet, with even more new resources to explore." Visit [www.californiagiftshow.com](http://www.californiagiftshow.com).

### International Fur & Fashion Fair

Hong Kong  
Through Feb. 28

**CPM**  
Moscow  
Through Feb. 28

**WWSRA**  
Reno, Nev.  
Through Feb. 27

**WWSRA**  
Salt Lake City  
Through Feb. 26

**Trend Selection**  
New York  
Through Feb. 26

**Indiana Women's Apparel Club**  
Carmel, Ind.  
Through Feb. 26

**Feb. 26**  
**Next Season**  
Poznan, Poland  
Through Feb. 28

**Tex-Style**  
Poznan, Poland  
Through Feb. 28

**China International Gold, Jewellery & Gem Fair**  
Shenzhen, China  
Through March 1

**Feb. 28**  
**Designers and Agents**  
Paris  
Through March 3

**Capsule**  
Paris  
Through March 2

**Premiere Classe**  
Paris  
Through March 3

**February TBA**  
**Coast (TBA)**  
New York

**March 1**  
**JA New York**  
New York  
Through March 4

**Mido**  
Milan, Italy  
Through March 4

**The Profile Show**  
Toronto  
Through March 4

**March 2**  
**Boston Collective**  
Boxborough, Mass.  
Through March 4

**The Micam**  
Milan, Italy  
Through March 5

**Mipel**  
Milan, Italy  
Through March 5

**SMOTA**  
Miami  
Through March 4

**March 3**  
**New England Apparel Club**  
Marlboro, Mass.  
Through March 5

**Intertextile**  
Shanghai  
Through March 5

**Yarn Expo**  
Shanghai  
Through March 5

**eTail West**  
San Antonio  
Through March 6

**March 4**  
**Travelers Show**  
Baltimore

**NE Materials Show**  
Danvers, Mass.  
Through March 5

**Mifur**  
Milan, Italy  
Through March 7

**WWSRA**  
Denver  
Through March 6

**Asia's Fashion Jewellery & Accessories Fair**  
Hong Kong  
Through March 7

**March 5**  
**AAFA Executive Summit**  
Arlington, Va.  
Through March 7

**Preview in Daegu**  
Daegu, South Korea  
Through March 7

**Osaka International Gift Show**  
Osaka, Japan  
Through March 6

**March 6**  
**Dye+Chem International Expo**  
Colombo, Sri Lanka  
Through March 8

**International Yarn & Fabric Show**  
Colombo, Sri Lanka  
Through March 8

**The NBM Show**  
Arlington, Texas  
Through March 8

**Textech International Expo**  
Colombo, Sri Lanka  
Through March 8

**Trends The Apparel Show**  
Edmonton, Canada  
Through March 10



**Bibby Financial Services** is a world-wide market leader in business cash-flow solutions to small and medium-sized companies. With offices in eight North American cities and 14 countries around the world, its product portfolio includes accounts receivables finance, purchase order finance, and specialist expertise in the apparel industry. It is an approved lender for the Export-Import Bank's working capital guaranty delegated authority program. Bibby Financial Services is a subsidiary of a 204-year-old privately held company based in the United Kingdom. Whether you are a start-up or an established company with sales volumes over \$60 million, Bibby Financial Services can offer you fast, flexible funding solutions to help grow your business. (877) 88-BIBBY, [www.bibbyusa.com](http://www.bibbyusa.com), or [sales@bibbyusa.com](mailto:sales@bibbyusa.com)

**March 7**  
**Atlanta Spring Gift, Home Furnishings & Holiday Market**  
Atlanta  
Through March 9

**Northwest Shoe Travelers Market**  
Shakopee, Minn.  
Through March 9

**March 8**  
**Playtime**  
New York  
Through March 10

**I.L.M. International Leather Goods Fair**  
Offenbach, Germany  
Through March 10

**Portland Gift & Accessories Show**  
Portland, Ore.  
Through March 10

**March 9**  
**Children's Club**  
New York  
Through March 11

**Travelers Show**  
Baltimore  
Through March 10

**MJSA Expo**  
New York  
Through March 11

**March 10**  
**LA International Textile Show**  
Los Angeles  
Through March 12

**San Diego Apparel Show**  
San Diego  
Through March 11

**March 11**  
**Lineapelle**  
Bologna, Italy  
Through March 13

**SpinExpo**  
Shanghai  
Through March 14

**Lakme Fashion Week**  
Mumbai, India  
Through March 15

**March 12**  
**Kingpins**  
Hong Kong  
Through March 13

**NW Materials Show**  
Portland, Ore.  
Through March 13

**Global Shoes (GDS)**  
Dusseldorf, Germany  
Through March 14

### FASHION MARKET Northern California

**Fashion Market Northern California** is celebrating its seventh year at the San Mateo Event Center with its upcoming Market—Jan. 26–28. The easy-to-shop Fashion Market is the largest open-booth show on the West Coast, with over 2,000 clothing and accessories lines. Our exhibitors are from every category: European to contemporary to updated to juniors 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! The buzz is this is the show to attend! The San Mateo Exhibit Center is a convenient location approximately 10 miles south of SFO, easily serving all of Northern California, Northwestern and Rocky Mountain states' retailers. We have introduced "Monday late shopping night." Miss the evening traffic commute and enjoy complimentary wine or beer 4–7 p.m. Sunday 9 a.m.–6 p.m., Monday 9 a.m.–7 p.m., Tuesday free parking all day for retailers 9 a.m. until 5 p.m. closing. Other 2014 dates are April 11–13 (this show has a Friday start day), June 22–24, Aug. 24–26, and Oct. 19–21. Visit our new website with expanded, easy-to-use show and exhibitor information. (415) 328-1221, [info@fashionmarketnorcal.com](mailto:info@fashionmarketnorcal.com), [www.fashionmarketnorcal.com](http://www.fashionmarketnorcal.com)

**March 13**  
**ASD LV**  
 Las Vegas  
 Through March 19  
**Manila F.A.M.E. International**  
 Pasay City, Philippines  
 Through March 16

**March 14**  
**Imprinted Sportswear Show**  
 Atlantic City, N.J.  
 Through March 16

**March 15**  
**Norton's Apparel, Jewelry & Gift Market**  
 Gatlinburg, Tenn.  
 Through March 17

**India International Leather Fair**  
 Kolkata, India  
 Through March 17

**March 16**  
**Los Angeles Fashion Market**  
 Los Angeles  
 Through March 19

**CMC Gift & Home Market**  
 Los Angeles  
 Through March 19

**Select**  
 Los Angeles  
 Through March 18

**Transit**  
 Los Angeles  
 Through March 18

**LA Kids' Market**  
 Los Angeles  
 Through March 19

**Los Angeles Apparel Trade Show**  
 Los Angeles  
 Through March 19

**Nor-Cal Apparel & Footwear Show**  
 San Francisco  
 Through March 19

**Syracuse Super Show**  
 Syracuse, N.Y.  
 Through March 17

**OffPrice Show**  
 London  
 Through March 17

**Fashion Week El Paseo**  
 Palm Desert, Calif.  
 Through March 22

**March 17**  
**Designers and Agents**  
 Los Angeles  
 Through March 19

**Coeur**  
 Los Angeles  
 Through March 19

**International Textiles Expo**  
 Las Vegas  
 Through March 19

**L'Oréal Melbourne Fashion Festival**  
 Melbourne  
 Through March 23

**The Metropolitan New York Shoe, Footwear & Accessories Market**  
 Secaucus, N.J.  
 Through March 18

## ModAmont

Modamont, the international trimmings and components show for fashion and design, gathers twice a year in Paris more than 300 international exhibitors proposing a collection of buttons, buckles, textile and metallic trims, labels, packaging, components for jewelry, and also more than 25,000 buyers looking for creative and innovative products. Modamont will be held in Feb. 18-20 at Paris-Nord Villepinte. [visiteurs@modamont.com](mailto:visiteurs@modamont.com) or [www.modamont.com](http://www.modamont.com)

**March 18**  
**Hometextile/Intertextile**  
 Guangzhou, China  
 Through March 24

**Charleston Fashion Week**  
 Charleston, S.C.  
 Through March 24

**GlobalShop**  
 Las Vegas  
 Through March 20

**Fimec**  
 Novo Hamburgo, Brazil  
 Through March 21

**Kansas City Apparel & Accessory Market**  
 Kansas City  
 Through March 19

**March 19**  
**Interstoff Asia Essential**  
 Hong Kong  
 Through March 21

**March 23**  
**Northstar Fashion Exhibitors**  
 St. Paul, Minn.  
 Through March 25

**Travelers Show**  
 Pittsburgh  
 Through March 24

**Montreal Gift Show**  
 Montreal  
 Through March 26

**Boston Gift Show**  
 Boston  
 Through March 26

**March 24**  
**MosShoes**  
 Moscow  
 Through March 27

**March 25**  
**JITAC European Textile Fair**  
 Tokyo  
 Through March 27

**The ASI Show**  
 Long Beach, Calif.  
 Through March 27

**March 26**  
**FIG**  
 Dallas  
 Through March 28

**Chic**  
 Beijing  
 Through March 29

**SAPICA**  
 Leon, Mexico  
 Through March 29

**March 27**  
**Dallas Apparel & Accessories Market**  
 Dallas  
 Through March 30

**Platforma K**  
 Barranquilla, Colombia  
 Through March 28

**Baselworld**  
 Basel, Switzerland  
 Through April 3

**March 29**  
**The One**  
 Dallas  
 Through March 31

**GTS Florida Expo**  
 Orlando, Fla.  
 Through March 31



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 shows will be March 17-19, 2014, at the Rio All-Suite Hotel & Casino in Las Vegas and Oct. 6-8, 2014, at Bally's Hotel & Casino in Las Vegas. Visit our website for updated information on future shows. (516) 596-3937 [www.textileshows.com](http://www.textileshows.com)

**March 30**  
**Arizona Apparel, Accessories, Shoes & Gift Show**  
 Phoenix  
 Through April 1

**March 31**  
**Las Vegas International Lingerie Show**  
 Las Vegas  
 Through April 2

**APLF Materials, Manufacturing & Technology**  
 Hong Kong  
 Through April 2

**Fashion Access**  
 Hong Kong  
 Through April 2

**April 1**  
**Interfilierie**  
 Hong Kong  
 Through April 2

**Prime Source Forum**  
 Hong Kong  
 Through April 2

**April 3**  
**The ASI Show**  
 New York  
 Through April 4

**Atlanta Apparel**  
 Atlanta  
 Through April 6

**Imprinted Sportswear Show**  
 Orlando, Fla.  
 Through April 5

**April 5**  
**National Bridal Market**  
 Chicago  
 Through April 7

**Midwest Children's Apparel Group**  
 Deerfield, Ill.  
 Through April 8

**April 6**  
**Stylemax**  
 Chicago  
 Through April 9

**Kidz at Stylemax**  
 Chicago  
 Through April 9

## texprocess

Register now for **Texprocess Americas 2014**, at the Georgia World Congress Center in Atlanta, May 13-15, 2014. Texprocess Americas is the largest North American trade show displaying Equipment, Software and Technology for the Development, Sourcing and Production of Sewn Products. Meet with leading international manufacturers presenting their latest machines, processing, and services for the sewn-products and technical textiles industry. [www.texprocessamericas.com](http://www.texprocessamericas.com) or (770) 984-8016 x 428



**CURVExpo™** is the only show in North America solely dedicated to designer lingerie, swimwear, and men's underwear. CURVExpo™ will be presenting Fall/Winter 2014 collections of over 350 brands at CURVENV Las Vegas Feb. 17-18, 2014, at the Venetian Hotel & CURVENY New York on Feb. 23-25, 2014, at the Javits Center North. For more information, visit [www.curvexpo.com](http://www.curvexpo.com) or call us at (212) 993-8585.

**Chicago Gift Market**  
 Chicago  
 Through April 8

**NW Trend Show**  
 Seattle  
 Through April 8

**New England Apparel Club**  
 Marlboro, Mass.  
 Through April 9

**Motexha**  
 Dubai  
 Through April 8

**April 7**  
**LA Majors Market**  
 Los Angeles  
 Through April 9

**The Source/International Textiles Expo**  
 Atlanta  
 Through April 8

**April 8**  
**Indigo**  
 New York  
 Through April 9

**April 9**  
**Peru Moda**  
 Lima, Peru  
 Through April 11

**Made in France**  
 Paris  
 Through April 10

**April 11**  
**Fashion Market Northern California**  
 San Mateo, Calif.  
 Through April 13

**Denver Apparel & Accessory Market**  
 Denver  
 Through April 14

**Hawaii Market Merchandise Expo**  
 Honolulu  
 Through April 13

**April 13**  
**The Deerfield Show**  
 Deerfield, Ill.  
 Through April 14

**April 16**  
**Luxe Pack**  
 Shanghai  
 Through April 17

**April 22**  
**Indiana Women's Apparel Club**  
 Carmel, Ind.  
 Through April 24



Register now for North America's largest apparel fabrics show! **Texworld USA** is a key resource for fabric buyers, R&D, product development, designers, merchandisers, and sourcing executives. Your Texworld USA registration gives you access to the International Apparel Sourcing Show, featuring contract manufacturing, private label, and ODM resources Jan. 21-23, Jacob K. Javits Convention Center, New York, N.Y. [www.texworldusa.com](http://www.texworldusa.com)

**April 24**  
**Jewelry, Fashion & Accessories Show**  
 Rosemont, Ill.  
 Through April 27

**April 25**  
**Billings Market Association**  
 Billings, Montana  
 Through April 27

**April 27**  
**Metro-Michigan Women's Wear**  
 Livonia, Mich.  
 Through April 28

**China Sourcing Fair**  
 Hong Kong  
 Through April 30

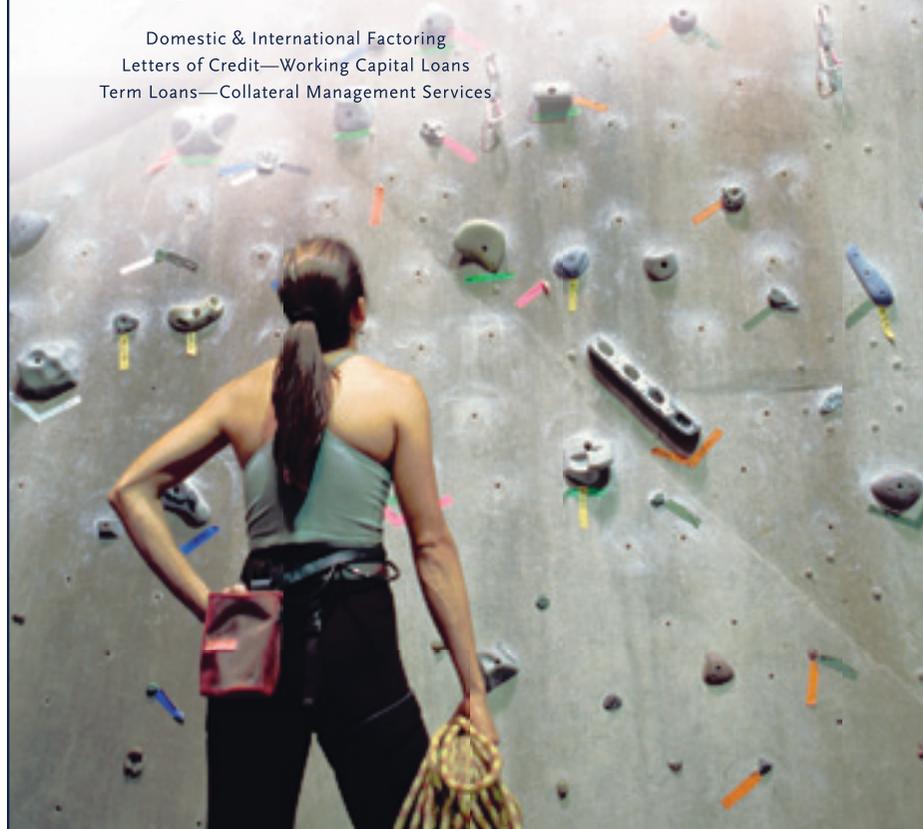
**Luggage, Leathergoods, Handbags & Accessories Show**  
 Toronto  
 Through April 29

**April 29**  
**Atlanta Spring Immediate Delivery Show**  
 Atlanta  
 Through May 1

## We See Opportunities Where Others See Issues

Successful companies take advantage of the opportunities that challenging times present. But growing companies often face financial issues in times of change. It takes a knowledgeable view to see beyond fixed formulas or capital ratios to fully comprehend the complex financial needs of businesses. For the past 75 years, mid-size and large businesses have relied on Rosenthal & Rosenthal to manage their accounts receivable and to provide timely financing for growth. Business owners and managers have access to the key decision makers, which enables them to obtain quick and informed responses to their most pressing business needs.

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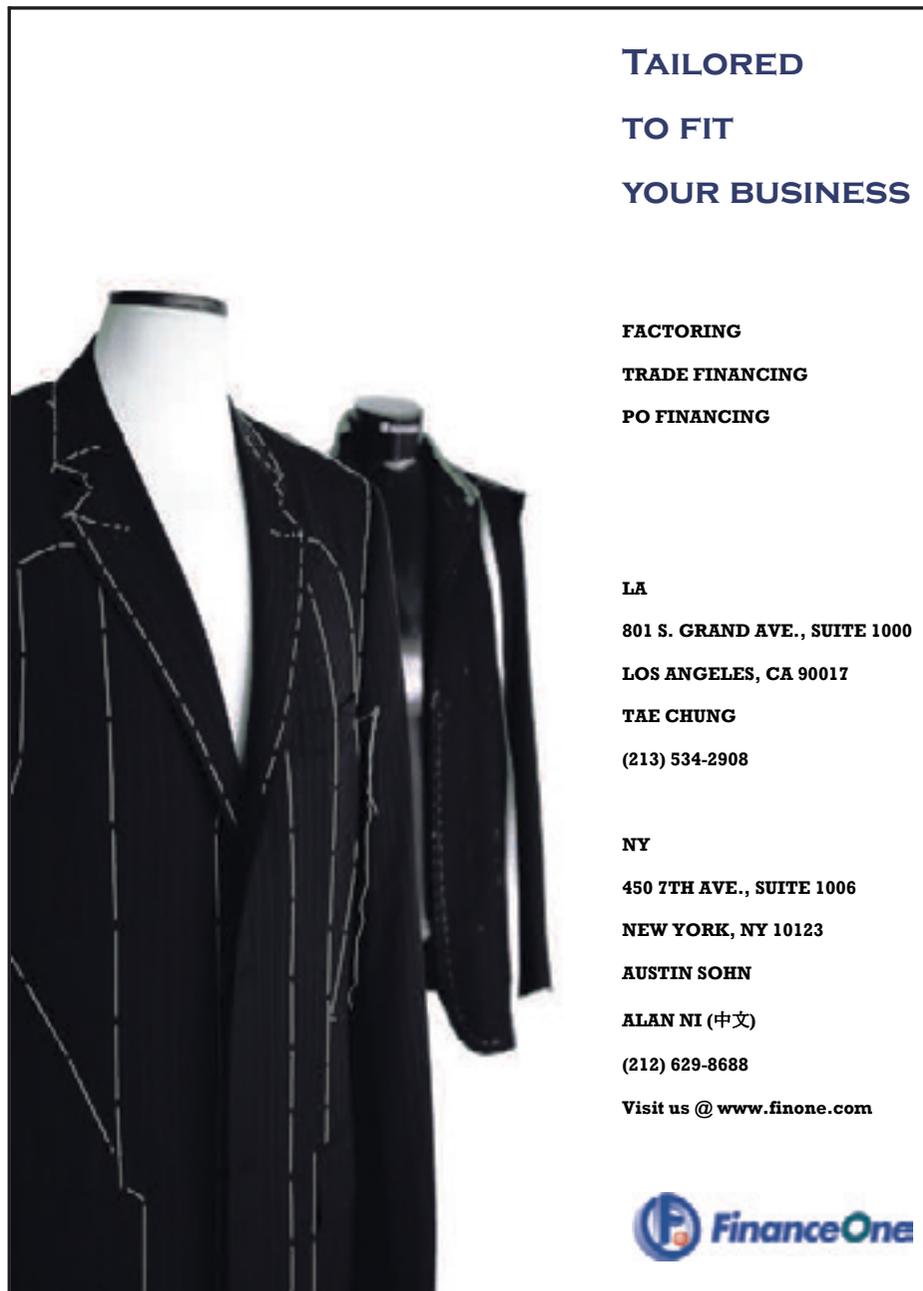
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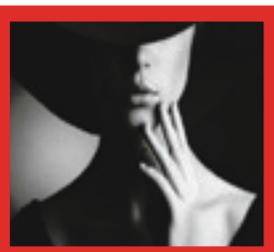
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- San Diego Show is located to cover San Diego, Orange, & Riverside Counties
- Vendors are attending from all around the United States
- Bring to you the freshest fashion for Arizona & California

ARIZONA APPAREL SHOW

NEXT SHOW:

January 5, 6, 7, 2014  
Mesa Convention Center  
Mesa, AZ

Future Shows:

March 30—April 1, 2014  
September 28-30, 2014

SAN DIEGO APPAREL SHOW

NEXT SHOW:

MARCH 10 & 11, 2014  
Town & Country Convention  
Future Shows:  
September 15 & 16, 2014

www.arizonaapparelshow.com & www.sandiegoapparelshow.com  
info@arizonaapparelshow.com & chinds@sandiegoapparelshow.com  
805.987.9928



**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 additional key rep groups/lines from California to further establish itself as a destination for the leading edge of fashion. For the latest news and upcoming market dates, visit our website. (214) 655-6100 or (214) 744-7444, www.dallasmarket-center.com

April TBA

Printsource (TBA)

New York

Lazr (TBA)

Los Angeles

Trendz (TBA)

Palm Beach, Fla.

Naffem (TBA)

Montreal

Couture, New York Bridal Week (TBA)

New York

May 3

GTS Jewelry & Accessories Expo

Greensboro, N.C.

Through May 5

May 4

OffPrice

New York

Through May 6

Accessories The Show

New York

Through May 6

Fame

New York

Through May 6

Moda Manhattan

New York

Through May 6

IFJAG

New York

Through May 7

May 5

Accessorie Circuit

New York

Through May 7

Intermezzo Collections

New York

Through May 7

Designers and Agents

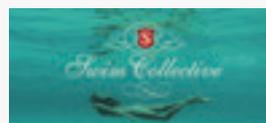
New York

Through May 7

Apparel Sourcing Show (TBA)

Guatemala City

Through May 8



The California Swimwear Association presents **The Swim Collective Trade Show**, Jan. 24-25, 2014, hosted at the Hyatt Regency Huntington Beach Resort & Spa. The Swim Collective is recognized as the biggest West Coast swimwear trade show, offering buyers more than 1,000 lines across all swim categories. For more information, visit www.swimcollective.com.

May 7

Kingpins

Amsterdam

Through May 8



**Finance One, Inc.** is a privately held factoring company now celebrating its 15th year. Located in the heart of downtown Los Angeles, they provide factoring, trade financing, and purchase-order financing to small- to medium-sized businesses. As the company's motto, "Win/Win Factoring," displays, Finance One places a top priority on its clients' growth and success. Finance One provides factoring service at the most competitive rates, with exceptional customer service and personalized financial solutions for unique business needs. (213) 430-4888 www.finone.com

May 9

Head to Toe Women's Expo

San Diego

Through May 10

Modama

Milan, Italy

Through May 12

Mid-South Jewelry and Accessories Fair

Memphis

Through May 11

May 13

Techtextil North America

Atlanta

Through May 15

Texprocess

Atlanta

Through May 15

Modama

Guadalajara, Mexico

Through May 15



**Proexport Colombia** provides you with reliable information about the industry and facilitates your business transactions with Colombian sourcing companies. We can help prepare information tailored to your needs, organize personalized agendas with potential suppliers in Colombia, and walk you through the entire process of connecting you with the country. We invite you to learn more about the Colombian textile and garment companies that showcase new trends. Learn more about trade opportunities featuring competitive advantages and benefit from the Free Trade Agreement: 0% duty on products imported from Colombia. Upcoming shows include Colombiatex (Jan. 21-23 in Medellin), IFLS (Feb. 4-7 in Bogota), Macrorrueda 50 (Feb. 19-20 in Bogota). Call (212) 922-9114 or visit www.proexport.com.co/en.

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**Riviera by CURVExpo™** is a regionally focused trade show dedicated to developing the swimwear and activewear Californian market, launched by CURVExpo™ in partnership with ISAM, the International Swimwear and Activewear Market™. Riviera by CURVExpo will be featuring the Spring/Summer 2015 collections of the top 100 swimwear and activewear brands and presenting them to 200 of the most wanted stores from California. The show will be held at the Hyatt Regency Beach Resort and Spa in Huntington Beach, California, on August 11th & 12th, 2014. www.curvexpo.com



On the cover: Johnny Was from Fashion Business Inc.'s All Aboard Fashion Fundraiser (Photo by Volker Corell)

All show dates are verified prior to publication but are subject to change. Highlights are provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the International Trade Show Calendar.

Apparel News Group



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# RIVIERA

By CURVExpo  
In Partnership with ISAM

**AUGUST 11<sup>TH</sup> & 12<sup>TH</sup> 2014**  
HYATT REGENCY HUNTINGTON BEACH



Inspired by the artwork of Daniele Bueti, with his kind authorization  
Photo : G. Detax BEING

# PREMIÈREVISION

New York - 14-15 January, 2014 - Metropolitan Pavillon & Altman Bldg - [premierevision-newyork.com](http://premierevision-newyork.com)

Paris - 18-20 February, 2014 - Parc d'Expositions Paris-Nord Villepinte France - [premierevision.com](http://premierevision.com)

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