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\$2.99 VOLUME 69, NUMBER 34 AUGUST 9-15, 2013



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## SWIM TRENDS MIAMI HEAT

Miami Beach was the perfect setting to showcase the hottest trends for Cruise '14. For the full report, see pages 10 and 11.

### TRADE SHOW REPORT

## Light Traffic at LA Fashion Market

By Andrew Asch, Deborah Belgum, Alison A. Nieder and Sarah Wolfson

The August edition of **Los Angeles Fashion Market** is traditionally the slowest market of the season, but this particular market, held Aug. 5-8 for Holiday/Resort 2013/14, was, for many, one of the slowest in memory.

With the Las Vegas trade shows only two weeks away and concurrent trade shows in New York, buyers trickled through the halls of the various showroom buildings that make up the heart of the **Los Angeles Fashion District**.

Buyers who did make an appearance were looking for Im-

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### DESIGNER PROFILE

## Traveling the Fashion Road: From Ghana to Urban Outfitters

By Deborah Belgum *Senior Editor*

Four years ago, Tina Tangelakis took some time off from her work in Los Angeles to volunteer in an orphanage in Ghana.

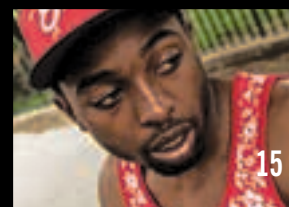
Little did she know that a few months later she would be bringing back an armful of brightly hued bags that would change her life and that of the U.S. fashion world.

"I was walking down the street in Hohoe [where she volunteered in Ghana] and saw all these cement shacks where they were selling panels of colorful fabrics. Next door to them was a woman with a sewing machine," said Tan-

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## Fifth & Pacific Pays Gores Group to Settle Mexx Dispute

Two years after selling its majority stake in the **Mexx** retail chain to **The Gores Group, Fifth & Pacific Cos.** has agreed to pay the Los Angeles private-equity firm \$22 million to settle a complaint filed earlier this year in connection with the sale.

Fifth & Pacific, which used to be called **Liz Claiborne Inc.**, said in regulatory documents filed Aug. 2 that it agreed to pay The Gores Group to reimburse it for alleged breaches of the merger agreement, including breaches of tax and tax-related covenants.

The Gores Group, which bought an 81.25 percent stake in Mexx for \$25 million in cash and \$60 million in debt in late 2011, also maintained there had been breaches of

interim operating covenants, breaches of reimbursement obligations related to employee bonuses and working-capital adjustments.

The complaint also included a demand for payment of previously disclosed dispute-resolution proceedings that were required to be made under the merger agreement, maintaining that Fifth & Pacific owed The Gores Group about \$5 million.

As part of the settlement, Fifth & Pacific sold Gores its non-controlling interest in **Mexx Lifestyle** for \$4 million.

Liz Claiborne acquired Mexx, which has stores primarily in Europe, in 2001 for \$234 million. The 2011 sale was part of Liz Claiborne's turnaround strategy a few years

ago, which included selling off a number of brands, such as **C&C California, Laundry by Shelli Segal** and **Enyce**.

Financial experts have said Fifth & Pacific is exploring the sale of two more labels in its dwindling collection—**Lucky Brand** and **Juicy Couture**. That would leave Fifth & Pacific with just one major brand, **Kate Spade**.

Fifth & Pacific has had a number of difficult years. Last year, it had a \$74.5 million loss on \$1.5 billion in revenues. In 2011, the red ink flowed even more with a net loss of \$172 million on \$1.52 billion in revenues. In 2010, the company saw a net loss of \$251 million on \$1.62 billion in revenues.

—Deborah Belgum

## Billabong's Naude Resigns

Paul Naude, **Billabong International Ltd.**'s longtime director and president of Billabong's Irvine, Calif.-based Americas division, resigned from the surfwear giant, it was announced Aug. 5.

Naude left the company to pursue other opportunities, according to a Billabong announcement. With **Sycamore Partners**, a private-equity firm, he had recently mounted a bid to take over the Australian-headquartered company.

On July 17, Billabong announced that it accepted a rival offer from **Altamont Capital Partners**, another private-equity firm. Altamont put together \$294 million in refinancing, which would allow Billabong to repay some of its large debt. Launa Inman, who served as Billabong's CEO

since May 2012, also stepped down. Scott Olivet, a former chairman and chief executive officer of the **Oakley** label, was named Billabong's new chief executive officer and managing director as part of the deal. However, he has yet to take the chief's chair, due to a complaint filed with The Takeovers Panel, an Australian government peer review body that handles corporate-takeover disputes.

The complaint was filed by late bidders who allege that the Altamont deal was unfair. A Billabong statement forecast that the dispute would be resolved shortly. Peter Myers, Billabong's chief financial officer, is currently helming the company. Olivet is working as a consultant.

The South African-born Naude has been a popular executive in the surf world. He started his career as a surfboard shaper. Many core surf retailers and analysts of the action-sports industry said Naude intimately understood the surf culture, which is a foundation for making product that will be respected in this sometimes hard-to-please community. Naude also serves on the senior advisory board of the **Surf Industry Manufacturers Association**, the Orange County, Calif.-based trade group for the surfwear business.—A.A.



Paul Naude, right, former Billabong president of the Americas, is pictured with International Surfing Association President Fernando Aguerre at last year's Surf Industry Manufacturers Association's Waterman's Ball.

## Jackie Levy Promoted, Chris Brandon Hired at Caruso

Jackie Levy was named executive vice president of operations at **Caruso Affiliated**—the developer, owner and manager of retail centers such as **The Grove** and **The Americana at Brand**—it was announced Aug. 6.

In his new job, Levy will expand his responsibility of managing all Caruso property operations, which include over 2 million square feet of residential and retail assets and more than \$2 billion in asset value, according to a Caruso Affiliated statement.

Levy will be responsible for the residential and retail assets management formerly



Jackie Levy



Chris Brandon

handled by Paul Kurzawa, who recently left Caruso to be the head of retail develop-

ment and entertainment at **DreamWorks Animation**.

Levy formerly served as senior vice president of operations at Caruso Affiliated. He has been with the company since 2006, when he served as assistant general manager of The Grove. In 2009, he was promoted to vice president of operations when he launched Caruso University, a company-wide employee-training program to enhance the

guest experience at Caruso assets.

Caruso hired another key executive recently. Chris Brandon joined the company as vice president of leasing. Brandon had previously worked as a leasing manager at shopping-center giant **Westfield** and as a director, leasing, for **CIM Group**, which owns the **Hollywood & Highland** retail center.

Caruso Affiliated founder Rick J. Caruso said that Brandon is a seasoned leasing strategist. "He will play a key role in leading our portfolio-wide leasing efforts as we seek to curate our properties to fit the needs of each community they serve."

Along with The Grove and The Americana at Brand, Caruso Affiliated runs residential properties such as **8500 Burton** in Los Angeles. Caruso is scheduled to manage, operate and lease **The Linq**, a retail, dining and entertainment district that is scheduled to open later this year on the Las Vegas Strip in a partnership with **Caesars Entertainment Group**.—Andrew Asch.



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## Sanctuary Clothing Rolls Out Shops-in-Shop at Macy's, Dillard's

**Sanctuary Clothing**, a women's collection based in Burbank, Calif., is preparing to roll out a fleet of shops-in-shop at **Macy's** and **Dillard's** department stores, said Ken Polanco, Sanctuary's chief executive officer.

On Sept. 1, Sanctuary will roll out 150 shops-in-shop at Macy's. The stores' sizes will range from 500 square feet to 1,000 square feet. It will primarily sell its Sanctuary label, which started out as a bottoms line but grew into an entire collection ranging from daytime to evening fashions. The shops-in-shop will be decorated with natural wood tables and gallery-like white walls, Polanco said.

Also on Sept. 1, the brand will roll out 90 shops-in-shop across the South at Dillard's

department stores.

Sanctuary is introducing a new website ([www.sanctuaryclothing.com](http://www.sanctuaryclothing.com)) by the end of the month. "We try to make it more interactive with consumers," Polanco said. Viewers can access video and pictures from Sanctuary's photo shoots; the brand's designers will write more blogs; and Debra Polanco, the brand's creative director, also Ken's wife and business partner, will highlight trends of the month on the company's website.

In 2012, the company started **Sanctuary Femme**, an intimates and a sleepwear line that is made by a licensee, **ESP Group**, based in Los Angeles.

Polanco forecast that Sanctuary Clothing will make \$60 million in 2013.—A.A.



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***Fame - New York***

September 17 - 19th

Booth - TBA

***Atlanta***

October 17 - 20th

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# July Sales Range From Soft to Solid

July retail sales missed estimates forecast by the **International Council of Shopping Centers**, a leading trade group for the shopping-center business.

ICSC's tally of retailers' comparable store sales showed an increase of 4.4 percent over the previous year. However, the trade group estimated that July retail sales would climb 5 percent to 6 percent.

Michael Niemira, ICSC's vice president of research and chief economist, called July's sales performance solid. He blamed the missed forecast on a slow start to the Back-to-School season. An **ICSC-Goldman Sachs** survey released in July noted that this year's Back-to-School would have a slow start.

July's slower sales were caused by higher gas prices, the payroll-tax increase and a lack of wage gains, according to an Aug. 8 research note from Ken Perkins, president of Boston-area market-research firm **Retail Metrics**. Perkins wondered if the slowdown bode well for the Back-to-School season.

"The question arises—are we in the midst of a spending slowdown or are consumers holding off and shopping closer to need? Or both?" he wrote.

Adrienne Tennant, a Wall Street analyst who works for **Janney Capital Markets**, also wrote that a soft July might forecast the pace of the market. "We believe choppy traffic trends during the month of July are indicative of a soft consumer environment for the

## July Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
<b>The Buckle</b>	\$77.20	+16.7%	+ 2.1%
<b>Gap</b>	\$1,120.00	+5.0%	+1.0%
<b>L Brands Inc.</b>	\$678.40	+4.0%	+3.0%
<b>Stein Mart</b>	\$74.60	+5.8%	+3.7%
<b>Zumiez</b>	\$56.10	+19.3%	+0.8%

Information from company reports

back half of the year," she wrote in an Aug. 8 retail note.

While most of the month was defined by slow mall traffic, it surged at the end of July because of a tax holiday in 18 states, mostly in the South, Tennant said.

Same-store sales for July included a 0.8 percent increase for an action-sports retailer **Zumiez Inc.**; a 3.7 percent increase by off-pricer **Stein Mart**; and a 3 percent increase by **L Brands Inc.**, the parent company of **Victoria's Secret**. On Aug. 8, L Brands increased its forecast for second-quarter earnings per share to 60 cents, compared with its previous guidance of 50 to 55 cents.

Foothill Ranch, Calif.-based **Wet Seal Inc.** reported results on Aug. 8 for its second quarter for its 2013 fiscal year. Same-store sales showed an increase of 3.7 percent, compared with a decline of 11.1 percent in the same quarter of the previous year. The company made \$137.2 in net sales in its second quarter, which was a 1.5 percent increase compared with the same quarter in the previous year.

—Andrew Asch

## Calendar

### Aug. 10

"EDI Bootcamp," a webinar presented by Fashion Business Inc.  
online

### Stylemax

The Merchandise Mart  
Chicago  
Through Aug. 12

### Aug. 12

**Swim Collective**  
Hyatt Regency  
Huntington Beach, Calif.  
Through Aug. 13

### Aug. 14

**Dallas Apparel & Accessories Market**  
Dallas Market Center  
Dallas  
Through Aug. 17

### Aug. 15

"EDI and Large Retailers," a webinar presented by Fashion Business Inc.  
online

### Aug. 17

**OffPrice**  
Sands Expo and Convention Center  
Las Vegas  
Through Aug. 20

### Aug. 18

**Sourcing at MAGIC**

Las Vegas and LVH Hotel  
Convention Centers  
Las Vegas  
Through Aug. 21

### WSA The Sourcing Show

Las Vegas and LVH Hotel  
Convention Centers  
Las Vegas  
Through Aug. 21

### Aug. 19

**Project**  
Mandalay Bay Convention Center  
Las Vegas  
Through Aug. 21

### ENK Vegas

Mandalay Bay Convention Center  
Las Vegas  
Through Aug. 21

### Pooltradeshows

Mandalay Bay Convention Center  
Las Vegas  
Through Aug. 21

### MAGIC Men's

Mandalay Bay Convention Center  
Las Vegas  
Through Aug. 21

### WWD MAGIC

Las Vegas Convention Center  
Las Vegas  
Through Aug. 21

### FN Platform

Las Vegas Convention Center  
Las Vegas  
Through Aug. 21

### ISAM

Las Vegas Convention Center  
Las Vegas

Through Aug. 21

### Liberty Fairs

Sands Expo and Convention Center  
Las Vegas  
Through Aug. 21

### Agenda

Sands Expo and Convention Center  
Las Vegas  
Through Aug. 20

### MRket

The Venetian  
Las Vegas  
Through Aug. 21

### Stitch

The Venetian  
Las Vegas  
Through Aug. 21

### Accessories The Show

The Venetian  
Las Vegas  
Through Aug. 21

### (capsule)

The Venetian  
Las Vegas  
Through Aug. 20

### CurveNV

The Venetian  
Las Vegas  
Through Aug. 20

### WWIN

Rio All-Suite Hotel & Casino  
Las Vegas  
Through Aug. 22

### KidShow

Bally's  
Las Vegas  
Through Aug. 21



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

**POSTMASTER:** Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by MnM PUBLISHING CORP. APPAREL NEWS GROUP Publishers of: **California Apparel News**, **Market Week Magazine**, **New Resources**, **Waterwear**, **New York Apparel News**, **Dallas Apparel News**, **Apparel News South**, **Chicago Apparel News**, **The Apparel News (National)**, **Bridal Apparel News**, **Southwest Images**, **Stylist** and **MAN (Men's Apparel News)**. Properties of MnM PUBLISHING CORP., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2013 MnM Publishing Corp. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and addition additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit [www.apparelnews.net](http://www.apparelnews.net). For customer service, call (866) 207-1448.



# The Future of Sustainable Denim Production Relies on Emerging Technologies

By Andrew Olah

CEO of Olah Inc. and Founder of Kingpins Show

Jeans can always be sold when they offer something special to the consumer. The style, the fabric, the latest wash, most innovative yarn or weave and garment finish will always drive the consumer to buy more and new product. But how it's all made and the impact on the environment will be monitored in more depth in the future.

The textile industry's dependence on water alone is astronomical. According to the TextileExchange's 2010 Global Market Report on Sustainable Textiles, 3 trillion gallons of fresh water were used in 2009 to produce 132 billion pounds of fabric. To dye two pounds of cotton fabric requires as many as 26 gallons of water. And 20 percent of industrial freshwater pollution comes from textile treatments and dyeing. Heavy metals and VOCs from dyeing garments render water undrinkable.

The theory of sustainability is that we don't use resources without replacing them. Christmas trees cut and used each year are replanted. We can use as many trees as we wish and never fear that we will run out. Industry does not operate the same way, but it should.

In the entire jean production chain, there is a serious need to look at how textiles are manufactured. This will require new assumptions, innovative engineering and new machinery. It will require a new set of thinkers and innovators to come in and pick up where the past generations of machinery and technology have stalled.

When you study a pair of jeans and think about what goes into the entire supply chain, you find a series of processes that are not in the least bit sustainable. Fiber is almost never sustainable; the spinning factory that converts the fiber to yarn uses an extraordinary amount of energy, as does the weaving of all denim. Dyeing indigo onto a yarn is a filthy and wasteful process.

But it doesn't have to be this way. There are manufacturers of machinery and technologies that are already working on solutions in different segments of the supply chain that can exponentially increase the sustainability of denim production.

There is an incredible company in Holland called DyeCoo, which has developed dyeing machines that dye synthetic fabrics using critical carbon dioxide and zero—repeat zero—water. While still expensive and not available for mass production, DyeCoo's use of critical carbon dioxide is an explosive and exciting potential technology for dyeing textiles.

In February 2012, Nike announced a strategic partnership with DyeCoo. In April of this year, Ikea's GreenTech venture capital unit announced that it is investing in DyeCoo to speed up the development of dyeing cotton without the use of water.

This is an amazing development that is beyond our current mass production needs but will ultimately contribute to turn our industry from being filthy to being sustainable. The idea obviously is not to raise fabric or jean costs and plead demand from the conscientious "sustainable" consumer. The idea is to simply "DO IT" right instead of the way we are doing it now—for all consumers.

Tencel is a sustainable fiber and receiving more and more traction from jeans customers. Sustainable cotton, especially in Europe, is hotly sought after, and BCI cotton and Bayer's new E3 cotton should be good opportunities for jean companies that wish to tie their brand to sus-



*LST Laser is one of several companies using lasers and ozone to "wash" denim without water. Saitex has embraced this technology, and up to 25 percent of its denim is washed entirely without water.*



*Smartex, a new exhibitor at Olah's Kingpins denim sourcing trade show, is a Turkish industrial laundry-equipment manufacturer that specializes in using innovative technology and design to make the washing and dyeing of garments more environmentally friendly. Its "Miracle" series of washing machines uses a patented drum system that helps save 70 percent of water, steam, waste water and chemicals; saves 20 percent of dye stuff; and reduces electrical costs by 40 percent.*

tainable progress.

Some forward-thinking laundries have already found sustainable solutions that are cost-neutral.

I have a friend, Sanjeev Bahl, who completed the building of his dream laundry, Saitex, in 2012 in Ho Chi Minh City. His old laundry was typical of the kinds of laundries that exist throughout the world. But the new laundry is not just new, it's also a showroom for the future not just in the laundry world but as an example for all textile production where a completely new approach to manufacturing is needed.

According to Bahl, his old laundry used 600,000 liters of water a day—about 160,000 gallons. That was historically what was needed to wash the 400,000 jeans he produced each month. The new laundry used 600,000 liters the first day but only 30,000 liters from then on. In other

words, the new laundry, through recycling, has cut its water consumption by 95 percent. Everything is recycled using reverse osmosis, desalinization and nano-filtration. This is a startling advancement—at least to me. I have not heard of this kind of savings in water usage.

The new laundry is full of lasers and has ozone production so that some washing of garments actually is waterless. This is more common, as many companies are doing this.

As for energy, Bahl said his Saitex laundry reduced its energy usage by 5.3 million Kilowatts per year, which is the equivalent of powering 400 homes or taking 600 cars off the road. Bahl added that his laundry was able to cut its energy consumption in half and reduce its CO<sub>2</sub> emissions by nearly 80 percent. Further, the company has planted mass amounts of trees to attain carbon neutrality as opposed to offsets. Sludge has been reduced by 80 percent and no longer goes to landfills but rather is recycled into bricks used for homes.

All this has been accomplished without compromising anything to the creative visual demand customers require, nor has cost been affected adversely.

Energy was reduced by using chemicals that allow room-temperature water for processing and dyeing, which, combined with solar energy, has had a dramatic effect. Seeing the laundry, one cannot help but admire the roof, which is tiled by solar panels.

Heat is generated by using reverse air engineering, which allows the laundry to recycle heat from machines to dry jeans. According to Bahl, this allows him to dry garments at virtually no cost.

Total savings in energy are \$376,000.

By implementing sustainable engineering, new types of machines, new thought processes in engineering and new industrial everything, the laundry has moved quickly forward on the sustainability track.

The only thing as exciting as a designer creating a new product that consumers can't live without is the creation of new technology that will produce things without impact to our environment. Our industry needs to be like Christmas tree suppliers and not sell stuff that can never be replenished.

Chief Executive Officer and majority partner of Olah Inc., Andrew Olah has worked in textile development and marketing in over 30 countries since 1976. Throughout the course of 25 years he has consulted for assorted textile mills and apparel manufacturers, including Bayer Crop Science. Andrew is the second generation in running Olah Inc., which started as a simple textile agency firm and has now grown to offer consultancy services in textiles and apparel. Using his specialties of textiles, marketing, development, sales, consulting and trade shows, he created the Kingpins Show in 2004, which runs biannually in New York, Los Angeles and Hong Kong.

For more information about Olah Inc., please visit [www.OlahInc.com](http://www.OlahInc.com)





## Market Continued from page 1

mediates and Spring 2014 items.

"Out of all the markets, this is probably the slowest one by far," said Michael Pieters of **Kill City**, an edgy brand that for the first time had a temporary showroom on the fourth floor of the **California Market Center**. "Everyone is getting ready for Vegas, and it is Back-to-School season. So it's a bit slow."

### Show shift at CMC

Normally, the CMC organizes two shows during market weeks: **Transit Footwear & Accessories Show** as well as **Select Contemporary Brands**. But with the **New York Shoe Expo**, **Intermezzo**, **Accessorie Circuit** and **Accessories The Show** in New York overlapping, the CMC events were postponed until the next Los Angeles Fashion Market, which starts Oct. 13.

Instead, the California Market Center organized a show called **Temporaries**, held inside the Fashion Theater off the main lobby, said the CMC's Oscar Ben Rodriguez, senior trade show manager. Exhibitors included **I Dream Style**, **Jennifer**



**CMC DENIM:** 3rd and Army denim on display at the Market Showroom

**Croll**, **Prêt-a-Porter** and **Olivari** accessories. "Feedback overall was positive, and some exhibitors, such as **Nomad Footwear** and **Naughty Monkey**, reported having a great show," Rodriguez said.

In the permanent CMC showrooms, Derek Mosher of **Market Showroom** felt the building was a good fit for his menswear



**NEW MART ACCESSORIZES:** Accessories, such as the bags by LA-based Mayumi-Gumi, did well at the Joken Style showroom in The New Mart.

brands, such as **Third & Army**, **Stitch's**, **J.A.C.H.S.** and **Ballast** accessories.

While wholesale price points for the showroom vary, Mosher offers a good range for buyers. **Stitch's** has wholesale price points between \$80 and \$90, selling to **Saks Fifth Avenue**, **H Lorenzo**, **Fred Segal** and **Kitson**. **Third & Army** is less expensive with wovens priced at \$30 to \$40 and knits at \$20 to \$30.

Mosher felt this market was relatively slow, but he received more orders than last year. He found that buyers at this market were interested in Spring 2014 items instead of **Immediates**. "It's kind of nice they are looking into the future," he said.

Julie Vandeventer, the owner of **JV Associates**, has had her CMC showroom for 19 years, carrying better women's linens and knits with brands such as **Cut-loose**, **Tulip Clothing** and **Asian Eye**.

She felt this market was slower than last year because of the competition with Las Vegas. "Last year, market fell one week before [Las Vegas], not two, so it was busier," Vandeventer said.

Last year, Los Angeles Fashion Market for Holiday/Resort 2012 took place Aug. 13-16.

However, she did receive orders from both walk-ins and appointment-based retailers looking for **Immediates** and Fall items.

One of the buyers who stopped by Vandeventer's showroom was Suzi Click, a Los Angeles-based designer who comes by regularly to purchase **Asian Eye** scarves for her designs. "I love visiting and buying these scarves," Click said. "I turn them into wearable art jackets and sell them at arts-and-crafts shows."

At the **Five21** showroom, which carries young contemporary brands as well as dressier evening apparel, Vishaka Lama felt the market was rather sluggish but still productive. "We did not focus a lot on this market because a lot of the big buyers come in at Vegas. But considering we didn't focus on this market, people still came in," Lama said, noting she received orders from four stores. Buyers from **Nordstrom** stopped by, too.

### Taking care of business at The New Mart

It was quiet in **The New Mart**, where showroom owners said they saw a handful of accounts but expected to do more business at the trade shows in Las Vegas or in their visits with retailers on the road.

The **Pulse Showroom's** Larry Balag credited a trade show-packed calendar for the slow market.

"The LA market has changed," he said. "August is New York; it's Las Vegas."

Balag said his business, in general, for his two lines, **Red Engine Jeans** and **Australia Luxe Collection**, is good. And the prior market was a good one for the showroom, he said.

Showroom owner Rande Blatt Cohen was blunt in her assessment: "It's the worst August market I've ever experienced. Most people aren't going to spend money to go to Las Vegas in 10 days and come here."

Still, as she spoke, buyers were walking into the showroom for appointments. The showroom carries a broad mix of contemporary lifestyle lines, including **PJ Salvage** and **PJ Luxe**, **Peace Love World**, **My Tribe**, **Oats Cashmere**, **Crown Jewel**, **Lori Jack**, **Old Gringo**, **Joed Belts**, **Mad Mac**, and **Fickle**.

"I have had business; it's probably the same as last year," Cohen

# GGAA FASHION MARKET Northern California



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## Market *Continued from page 6*

said. "[Market is] always a reason to get business."

Like her 11th-floor neighbors at Pulse, Cohen said the previous market was good. **The Rande Cohen Showroom** opened in The New Mart in May after 14 years on the fifth floor of the **California Market Center**.

"June was good," Cohen said. "I saw people here I hadn't seen in five years. I had a really positive response."

Ethan Eller, general manager of The New Mart, called market "slow but steady."

"August is always our slowest market of the year, but we had over 300 unique buyers come through the building conducting business," he said. "Primarily Western buyers—Denver, Seattle, Las Vegas, San Francisco—but also from Miami; Juarez, Mexico; and as far away as Indonesia."

At the **Joken Style** showroom, August market was an opportunity to introduce several new lines, including **Tee Ink**, a hat and accessories line inspired by the Virgin Islands; **Mayumi-Gumi**, a Southern California T-shirt and accessories line with Japanese-inspired graphics; **One Green Elephant**, a German collection that includes denim, knits and wovens in innovative washes; **Jared Lang**, a Canadian men's shirt line in cheerful brights; and **Sigal**, a men's jewelry line from Canada.

Showroom manager Kisha Hicks said jewelry, in particular, was doing well with buyers. "People are stopping by because they need jewelry," she said.

## Appointments at Cooper

Buyer traffic at the **Cooper Design Space** was similar to last year—light.

Brandi Lover, who works at the **Room** showroom, said sales reps had to make business come to them. "It was one of the most quiet markets I've seen," Lover said. "If I hadn't made appointments, it would have been a horrible show."

Lover exhibited **Noel**, a Spanish handbag line that offered leather clutches and bags wholesaling for \$50 to \$60.

For Tara Riddle, owner of the **T. Riddle** showroom, market was saved by good appointments. "It was a slow show, but we were grateful for what we got," she said.

Her showroom saw prominent online retailers such as **Zappos** and **Modcloth** as well boutiques such as **Ambiance San Francisco**; **Kelli** of Merced, Calif.; and **Sloan Boutique** of Portland, Ore.

Riddle had a good feeling about the show. "They're writing. They are positive, and we are getting reorders," she said.

Riddle said stores wrote orders for Resort and Spring goods from her lines, which include **Coconinno** of Los Angeles; **Kensie**, headquartered in Vancouver, Canada; **Oxmo**, a Danish line; and British labels **Yumi**, **Uttam Boutique** and **AngelEye**.

Boutique owner Alan Hall, who operates the **Eden** store in San Diego and the **Muse** boutique in Laguna Beach, Calif., said he placed bigger orders during the August edi-

tion at LA Fashion Market for Fall/Winter even though Summer is his top season. "We do our best business during the summer," he said. "It's hard not to be optimistic during the summer. Fall/Winter is usually tough for us, so I normally am conservative ordering for then."

He believes the economy is on a more solid footing, which was why he felt confident in making bigger orders for his off season this year. "I feel that things are getting better—slowly but steady, just the way I like it," he said.

## "Solid" buyers at Gerry Building

Showroom owners at the **Gerry Building** spent market week waiting for buyers to wander through their front doors. Comments about market week included "dead," "slow, slow, slow," and "don't ask."

Some wondered why anyone bothers to organize a Los Angeles Fashion Market just two weeks before the big apparel trade shows, dominated by **MAGIC** in Las Vegas. "It's all because of Vegas," said Nancy Kelly, a partner in the **Ellie Frank/Priorities** showroom on the seventh floor. "I don't know why they have to book this market on top of Las Vegas."

At the **Miriana Ojeda** showroom, the various sales representatives for some of the 10 lines carried in the space were taking advantage of the lull in business to sip wine and nibble on hors d'oeuvres, creating a mid-afternoon cocktail-party environment.

Buyers had been trickling into the showroom but very slowly. "We've seen our solid clientele," said Ojeda, referring to the 10 or 11 buyers she

had seen by the third day of market. They were from California, Utah and Colorado. "It's the stores I normally sell to."

But buyers from Washington, Oregon and northern California usually wait to do their shopping at **Fashion Market Northern California**, which takes place Aug. 25–27 in San Mateo, Calif. "The stores are still trying to cut back, so it is cheaper for them to go to San Mateo," Ojeda said.

For Lynne Andresevic, the market was a little more upbeat than for other showrooms. "It's been pretty steady," said the co-owner of the **Crayola Sisters** showroom, which carries both European and domestic lines such as **Look From London**, **Vanite Couture** and **Cordelia**. "There are people who don't like to go to Vegas and come here," she said.

Sales at her showroom were item driven, with skirts, jackets and sweaters being big hits.

At the **Salt & Pepper Sales** showroom, co-owned by Bea Gorman and Emmalena Bland, about 15 retailers had stopped by over a three-day period. "It was very quiet on Sunday," Gorman said, noting that in the past, Sunday has been the busiest day of the week in every market.

Other showrooms agreed that Sunday was dead. No one was sure whether people were still on vacation or busy finishing up back-to-school shopping for their children. ●



**COOPER REP:** Brandi Lover is a sales representative at Cooper's Room showroom and a brand coordinator for Spanish accessories line Noel. She is pictured above holding a few Noel bags.



**SIGN LANGUAGE:** During market, the various showrooms band together to advertise their lines to buyers.

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### APPAREL NEWS GROUP

Publishers of:

California Apparel News

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### EXECUTIVE OFFICE

California Market Center

110 E. Ninth St., Suite A777

Los Angeles, CA 90079-1777

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## Corset Effect



Mara Hoffman Swim

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## MIAMI HEAT

Swimwear was hotter than hot at this year's Miami Swim Week. And so were the newest trends, which designers presented on the runways and trade shows held in Miami Beach July 18–23. From scuba-inspired styles to ethnic chic, swimwear has turned into an art form. There were plenty of neoprene, intricate strapping, original artwork and high-tech construction. Surf-inspired looks and rashguards are the new must haves while mesh fabrications, crochet and black-and-white color palettes are key for the season. Look for sporty activewear, tropical island kitsch and sexy Bond Girl looks to heat up the beach this season.—*N. Jayne Seward*

## Rashguards



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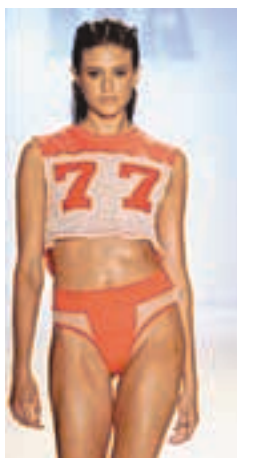


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Dolores Cortés



Suboo



Minimale Animale



Minimale Animale



Beach Bunny

## Ruffle Tops



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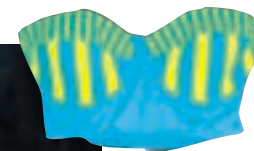


Beach Bunny

## Short Take



Maaji Swimwear



Hurley



Zimmermann



Pily Q



## Designer Profile *Continued from page 1*

galakis, who previously had worked as a wardrobe stylist on various TV commercials, movies and TV ads. “I wanted to bring back some hobo-style handbags I had designed as gifts. I commissioned the seamstress to sew a few of them. When she finished I thought, ‘These could sell in **Anthropolgie**.’”

Seeing the sales potential, Tangalakis asked the seamstress to whip up 50 bags for her return trip. Once back in Los Angeles, she pitched retailers located on fashion streets such as Montana Avenue in Santa Monica and Abbot Kinney Boulevard in the LA neighborhood of Venice, trying to sell the bags, which wholesaled for \$18 to \$24. “In two weeks, I had sold all the bags,” she recalled.

Soon she was wiring \$500 via **Western Union** to a business acquaintance she had made in Hohoe, Nii Addotey, now head of operations in Ghana for Tangalakis. He had 100 more bags constructed out of vibrant fabrics whose colors are reminiscent of exotic African landscapes.

With that, the Della label, named after the kind driver who picked up the volunteers working in Ghana, was born.

The next step was to figure out how to expand the brand.

“We started with totes, and then we expanded to wallets,” Tangalakis said. The wallets, about 50 of them, were sold at the new **Bloomingtondale’s** store that opened in 2010 at the remodeled **Santa Monica Place** shopping center.

From there, more products were developed. “We started thinking about what people needed. We thought everyone

needs computer cases. So we started doing **MacBook** and **iPad** case covers. That is what really got the company rolling.”

Tangalakis emailed the accessories buyer at **Apple**, but she wasn’t interested in the cases. Too colorful, she wrote. Not to be deterred, Tangalakis circled back via email six months later and discovered there was a new accessories buyer who was interested in injecting a dose of color into the merchandise scheme. Last year, Apple stocked the computer and iPad covers in 20 of its stores—10 in Los Angeles and 10 in New York.

With that stamp of approval behind the brand, Tangalakis decided her next step would be trying to get a foot in the revolving door of the contemporary lifestyle chain **Urban Outfitters**. Through a friend who worked at the retail chain, she got the name of Roshella Ricker, an Urban Outfitters buyer in New York.

Ricker gave Tangalakis an assignment: work on a small collection of apparel centered around two concepts, Keith Haring and Boho. Tangalakis had two weeks to come up with story boards, line sheets, samples and pricing.

The budding entrepreneur had samples made in Ghana, which were then sent overnight to her in Los Angeles, hours before she flew to New York. Once in New York, Los Angeles photographer Sequoia Ziff, who works with Della, took photos of the looks, using Brooklyn’s urban sprawl as background for the vivid clothing, whose colors and prints are eye opening.

The ideas were a hit. Next, Tangalakis was off to the Urban Outfitters headquarters in Philadelphia to present her collection of colorful shorts, bomber jackets, rompers and



**PRINT STORY:** Della’s contemporary designs in traditional fabrics landed the brand at Urban Outfitters.

bralettes to Brigid Andrews, the women’s branded-collections buyer.

The meeting was a success. On May 1, Della’s products appeared in 30 Urban Outfitters stores as well as on its e-commerce site. “It was very exciting and a great feeling after three-plus years of hard work,” Tangalakis said. “It had finally paid off. ... It’s like a courtship.”

Della is now working on future collaborations with the retailer.

### Fashion feet

Last year, Della received a free booth at **Project** in Las Vegas through **Project Love**, the trade show’s special program for fashion brands that integrate philanthropy into their business model.

It was at Project that **Vans** shoe company executives saw the creative and fun fabric designs incubated by Della’s workers in Ghana.

Vans has been working with Della to create and produce wildly colorful fabrics that will be used in six styles of Vans’ “Classic Shoe Collection” for its Spring/Summer 2014. Della is now working on a Fall 2014 collection for Vans.

➔ **Profile** page 14



**AFRICAN BEAT:** Tina Tangalakis displays a bomber jacket sold at Urban Outfitters.

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### Profile

Continued from page 12

“The fact she was able to develop product and then, suddenly, Urban Outfitters is buying it is amazing,” said Frances Harder, founder and president of **Fashion Business Inc.**, a Los Angeles fashion incubator. “Urban Outfitters is really good with new companies. If they find a product that is new, they will do test orders on it.”

Roseanne Morrison, the fashion director for **The Doner Group** in New York, said she has noticed more African labels being stocked in mainstream U.S. retail chains. “There is real interest in the fabric, the colors and interest in the continent as well,” she said. “All of a sudden, people are recognizing it.”

She pointed out the brand **Lemlem**, created by model Liya Kebede, who wanted to give jobs to the textile makers of her native Ethiopia, has been carried by **J. Crew**. And Nigerian lawyer turned designer Duro Olowu had an agreement with **JCPenney** to exclusively carry his self-named line.

This could help explain Della’s success with Urban Outfitters. Now that sales are picking up, Tangalakis feels more confident. In May she moved the label’s business operations from her apartment to a 200-square-foot office space in Culver City, Calif.

Tangalakis is working with a small team of people in the United States, which consists mostly of six interns and two full-time employees. The interns help with social networking, marketing, sending out products



**BRAND BUILDING:** Della founder Tina Tangalakis has grown her business from 50 bags sewn by a seamstress during a visit to Ghana to a business with a factory in the African nation where about 40 workers cut, sew and do some batik printing.

sold on Della’s website and sending out samples to stylists to match up with celebrities. A move into home products is being contemplated for the future.

Della has its own factory in Hohoe that employs about 40 people on a full-time basis for mostly cut and sew and some batik printing. The fashion brand pays for employees’ social security and healthcare and provides a weekly literacy class. Della works with a larger independent factory for things such as batik fabric.

The company’s revenues, which were in the five-figure category last year, are slated to grow 10 fold this year. Until now, the business has been funded by personal and family investments, but Tangalakis said she hopes to bring on outside investors by the end of the year.

“The goal is to have people buy the product because they like it,” Tangalakis said. “And then for the story behind the label.” ●

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# Shalom Cultural Peace Project: Peace, Fun and Streetwear

**Shalom Cultural Peace Project** plans on proving that peace can be promoted along with having fun.

The Santa Cruz, Calif.-based label makes streetwear-inspired clothing with a message, said designer Jacob Alexander Seedman.

"I want to give back to communities—communities that are struggling and areas of heavy violence," Seedman said. With graphics such as the dove of peace and the Hebrew word "shalom," which translates as "peace," Seedman hopes to spread a message of hope and love by printing them on shirts, caps, fleece and outerwear.

He gives his styles to people that he dubs as "shalom tribesmen," and they often wear them at hip-hop and reggae music events. He's given Shalom CPP clothes to DJ Toure, the DJ for the pioneering **Hieroglyphics** crew of Oakland, Calif., which was founded by popular hip-hop artist Del the Funky



**SHALOM TRIBESMAN:** Hip-hop artist Dee Goodz in Shalom CPP

Homo Sapien. Roots reggae artist Prezident Brown also served as a shalom tribesman.

After a period of working as a graphics designer, Seedman relaunched Shalom CPP at the **Agenda** Long Beach trade show July 25–26. He showed Spring/Summer 2014 at the prominent streetwear event. Seedman's looks included a camouflage print that uses dove motifs instead of the typical abstract camo shapes. The olive and green dove camouflage appears on tank tops, polo shirts and caps.

Other looks include an aloha-style hibiscus print with the word "shalom" and a dove pictured on the flowers. There's also a burlap print emblazoned on woven shirts, tank tops and headwear. Wholesale price points range from \$14 to \$38. For more information, contact [info@shalomcpp.com](mailto:info@shalomcpp.com).—Andrew Asch



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## Unique Vintage Swim: New Line/Vintage Styles

There's always another angle in the retro fashion biz, and Katie Echeverry turned her interest in early-to-mid-20th-century fashions into a new career.

A former pharmaceutical salesperson, she currently runs **Unique Vintage**, a Burbank, Calif.-based vertical retailer that maintains two physical stores. A Huntington Beach, Calif., location opened earlier this year. There's also a 5-year-old Burbank location, which grossed over \$1 million in sales last year. Items from the Unique Vintage line also were placed on **Fox** television show "Glee" and the current tour for pop musician Taylor Swift.

Unique Vintage will wade deeper into retro waters at the giant **MAGIC** trade show, which runs Aug. 19–21 in Las Vegas. The company will debut its new swimwear line, **Unique Vintage Swim**, at **WWD**MAGIC's Young Contemporary section.

This new swimwear line is entirely inspired by 1950s looks, including high-waist bottoms and 1950s-style prints. "We stay true to retro colors—red, black and navy and polka dots, stripes," Echeverry said.

Wholesale prices range from \$32 to \$45 for a suit. At **WWD**MAGIC, the company also will exhibit its other Spring/Summer 2014 categories, including pinup dresses, cardigans and Roaring 1920s-inspired beaded flapper dresses.

The Unique Vintage company is looking for other ways to gain a higher profile. Last week, it delivered its first shipment of Unique Vintage dresses to **Zappos**. The prominent e-commerce retailer featured

Unique Vintage under its Emerging Designers program, which showcases new lines and companies.



**EISENHOWER-ERA INSPIRATION:** Unique Vintage Swim is inspired by 1950s looks.

Echeverry's plans for her company include increasing its wholesale business without losing other things that make the company unique. "I'd like to maintain that cool, family culture we have here," she said. Her father, nephew, sister, two cousins and a neighbor are among her 35 employees. For more information, contact Heather Jacobsen at [heather@uniquevintage.com](mailto:heather@uniquevintage.com) or (818) 953-2877.—Andrew Asch

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**Services:** 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 Tradeshow, 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.

## Dallas Market Center

2100 Stemmons Freeway  
Dallas, TX 75207  
(214) 655-6100 or (214) 744-7444

www.dallasmarketcenter.com

**Services:** 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.

## Fashion Market Northern California

3701 Sacramento St. Suite 204  
San Francisco, CA 94118  
(415) 328-1221

info@fashionmarketnorcal.com

www.fashionmarketnorcal.com

**Services:** Fashion Market Northern California is celebrating its sixth year at the San Mateo Event Center with its upcoming Markets—Aug. 25–27 and Oct. 20–22. 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! Also, Tuesday offers retailers free early-bird parking before 10 a.m. 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. Visit our new website with expanded, easy-to-use show and exhibitor information.

## Jams World

1451 Kalani St.  
Honolulu, HI 96817  
(808) 847-5985

Contact: Pua Rochlen

pua@jamsworld.com

www.jamsworld.com

**Products and Services:** Jams World continues to explode with color, innovation, and handmade wearable art that inspires. Beautiful print imagery and flattering contemporary silhouettes on exclusive spun crushed rayon. Experience design and quality construction that stands the test of time since 1964 ... and, as always, Made in Hawaii, U.S.A.

## LAmade Clothing

1213 E. 14th St.  
Los Angeles, CA 90021  
(213) 688-9790  
Fax: (213) 688-8869

www.lamadeclimbing.com

info@lamadeclimbing.com

**Products and Services:** Founded in 2004, LAmade creates the classic, feminine items that can evolve with any wardrobe. Perfect basics and novelty pieces are designed with attention

to fit and details, emphasizing impeccable quality and modern sophistication. The LAmade brand includes women's, maternity, kids', and baby apparel. LAmade can be found in over 1,000 boutiques worldwide; select retailers such as Nordstrom and Lord & Taylor; and online retailers including Piperlime, Revolve Clothing, and Amazon. For the latest news and upcoming market dates, please email us.

## MAGIC

2501 Colorado Ave., Suite 280  
Santa Monica, CA 90404  
(310) 857-7558  
(877) 554-4834

cs@MAGIConline.com

www.magiconline.com

**Services:** MAGIC is where the international community of apparel, accessories, and footwear professionals trades information, previews trends, builds business, and shops fashion unlike anywhere else in the industry. Each February and August, tens of thousands of attendees from over 80 countries meet more than 5,000 emerging-to-established brands to spark the strategic connections that become the relationships of tomorrow. Held at the Las Vegas and Mandalay Bay Convention Centers, the upcoming show dates are Aug. 19–21, with SOURCING at MAGIC opening on the 18th. Visit our website or call for more information.

## The OFFPRICE Show

www.OffPriceShow.com

**Services:** 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 Aug. 17–20, 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 Conway, 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.

## Specialty Trade Shows

3939 Hardle Road  
Coconut Grove, FL 33133  
(702) 270-4651 (Exhibitors)  
(702) 436-4081 (Attendees)

www.spectrade.com

**Services:** Specialty Trade Shows is a small boutique-type company that specializes in trade shows for unique segments of the apparel industry. For 30 years, we have successfully satisfied the needs of buyers and vendors who were really not welcomed or could not properly work, specialty accounts, and special

sizes at mass-market events. It has been sold out for six years running. Buyers from around the world come to see over 2,000 vendors selling misses, plus, tall, and petite, plus accessories and more accessories. KIDShow at Bally's in Las Vegas Aug. 19–21 and WWIN (WomensWear in Nevada) at the Rio All-Suite Hotel and Casino Aug. 19–21. The Las Vegas International Lingerie Show runs Sept. 23–24 at the Rio Hotel.

## Ya Los Angeles

1100 S. San Pedro St., Suite B-2  
Los Angeles, CA 90015  
(323) 262-8001  
Fax: (323) 262-8002

www.yalosangeles.com

**Products and Services:** Located in the style capital of the world, Ya Los Angeles works with a professional and eclectic team of designers who create a wide variety of styles that complement every woman. Ya is a renowned and respected name on the market, specializing in current and cutting-edge trends. Our mission is to address the different needs, desires, and moods for every woman, so that not only the clothes, but the woman, shines. We strive to provide for the ever-changing styles we all need and want: casual, creative, playful, professional, sexy, sophisticated, trendy, and unique. Our extensive selection includes tops, pants, skirts, dresses, outerwear and other specialty items. Here at Ya, we make sure to only select the best and most stylish pieces from each of our collections to sell on our site. The extensive array of truly unique styles available here will be immediately apparent to our customers. We feature new, striking styles constantly. We are focused on establishing strong and long-lasting relationships with our clients. We look forward to serving you.

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Soft wovens, knits and dresses. Must have contemporary experience, On trend, excellent computer sketching and teching skills, ,detailed and organized.domestic and import experience required. Fast paced environment, must be team player and have good attitude. Burbank Location Guy.  
Email resume, sample of work and salary requirement to:debra@sanctuaryclothing.com

### DRESS DESIGNER

Established Los Angeles apparel company seeking designer with min. 5 years experience in dresses and a good eye for fit. Fashion degree a plus.  
Send resume to: 139505@internec.com

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- 3-5 years experience as a head merchandiser/designer and an in-depth knowledge of junior denim, along with extensive denim wash experience.
- Must possess strong management skills to oversee designers and be able to keep strict deadlines.
- Must have strong communication skills to convey trend forecasts to internal sales team and the retailers.
- Be willing to travel internationally as part of the job.
- Understanding of overseas and domestic manufacturing, garment construction, sample room, pre-production and costing.
- Good sketching ability with excellent design/color/fabric/trims sense. Must be able to oversee all phases of line development.
- Must have extensive knowledge of adobe illustrator and photoshop.
- Must be able to do graphic illustration.

Email to hrdept@ubm-intl.com  
or fax resume with salary history to: (323) 657-5344

### JR DESIGNER

Looking for FRESH NEW JR DESIGNER for established "Better" JR Company-Junior Tops and Soft Bottoms Minimum of at least 3-5 years experience JR and Young Contemporary, Strengths in Domestic FAST Fashion, Strengths in Domestic/Import Fabric Resources, Strengths in Knit Tops, able to identify customer base and overall good strong spirited work ethic.  
resume to: designerresume12@gmail.com

### Moderate OC Co. seeks Associate Designer

Ideal candidate for its Missy Blouse Div has 2+ yrs exp, can multi-task & meet deadlines. Must be detailed oriented, organized, w/ strong comm skills. Candidate will research trends, forecast, help put together monthly line, and assist sales & prod. Email resume to: OCApparelHR@gmail.com

## Jobs Available

### DESIGN ASSISTANT

Seeking exp'd person to assist our Design Director. Expert in Photoshop, Adobe illustrator, word and excel. Understanding of design, product development, fit, trims and denim wash. Must be a team player with great work ethic and be able to work in a fast paced design room environment. Must be aggressive in design development and research.  
Email resumes12313@yahoo.com

### DESIGN/MERCHANDISING ASSISTANT

Textile/garment importer needs an energetic and detail oriented individual with strong follow up skills. Some design background required. Duties includes issuance & follow up of purchase orders, lab dips, maintain fabric library and assists in sourcing and product development.  
Send Resume to : resume@meridiantex.com

### TRIM ASSISTANT

Min. 3 yrs experience working with trim purchasing; trim pulling and managing trim inventory; and miscellaneous production functions. Must have great computer skills and work well with others.  
Email resumes12313@yahoo.com

### GRAPHIC ARTIST for TOPS

Leading LA Brand Mfg. is seeking a fast paced, Talented Graphic Artist for Jr. Missy, Contemporary Categories.

Requirements are:  
7-10 yrs Experience.

Must Be -

- Highly Creative
- Technical
- Multi faceted
- Team Player

Proficient in :- Mac platform

- Adobe Suite - Illustrator, Photoshop, In Design. etc
- Thorough working knowledge of all garment print techniques and print applications
- Build all over repeats and Graphic frontal prints
- Expert Digital Color separation - Portfolio required

Email all resume and samples to  
human.resources@sunrisebrands.com

### Graphic Designer

Carson based manufacturer is looking for Shirt/Textile graphic designer. Designing for Jr, Men and Children. Must have 3-5 working experience, with experience in screen print, sublimation printing and textile prints. Strong Team player with technical skills are required including utilization of Illustrator and Photoshop. E-mail resume to unleaded\_92@yahoo.com or fax to 310-885-9841

### "Clothing Company in San Fernando Valley looking For a Plus Size Fit Model.

Must have fit model exp. & the following measurements:  
Chest @ Bust: 45 1/2, Waist: 39, L. Hip: 48  
Please send resume along with the following measurements to apparelresumes@hotmail.com  
Chest @ Bust, Upper Bust, Waist, High Hip, Low Hip, Thigh, Across Back Shoulder, Bicep, Wrist, Inseam to Ankle, Sleeve Length, Height."

## Jobs Available

### ACCOUNTS RECEIVABLE

Carson based company has an immediate opening for FT AR. 5 years of minimum working experience in AR and with major dept. Must be organized and strong collector. Please mail resume to unleaded\_92@yahoo.com

### KANDY KISS OF CALIFORNIA FABRIC IMPORT COORDINATOR

We are looking for an organized team player with an in depth knowledge of fabric. Responsibilities will range from fabric development to production. You will be responsible for the writing of orders and the follow up. Knowledge of Vantage Point, Target and Wal-Mart fabric protocols is a plus. You need to be willing to take and follow direction as well as communicate effectively. Mandarin speaking a plus. Valley location with benefits.  
Please email your resume to: tad@kandykiss.com

### MARKER/GRADER

Gerber experience a plus.  
Email resume to:  
careersca@kellwood.com

### 1st thru production patternmaker at BARBARA LESSER

Downtown domestic manufacturer seeks at least 5 years experience patternmaker on Gerber 8.0. Knowledge of garment dye, shrinkage, denim and some grading a must. Position is permanent but 5 hours per day/ 5 days a week.  
Email resume to smoore@barbaralessor.com

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### PATTERNMAKER

Must have a min. of 5 yrs exp. in soft fabric for dresses, pants, skirts & blouses. Must understand fit & pattern adjustment. Needs to be a team player that works well in a fast paced environment & be able to prioritize work. Must be a Self-starter. Proficient with Lectra a plus.

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### PATTERN MAKER PRODUCTION and 1ST

Looking for a Patternmaker with a min. of 5+ years experience in Contemporary ready-to-wear

- Able to work with woven's and knits
- Strong knowledge of construction
- Experience with shrinkage and garment dye
- Ability to create Tech Packs
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Please contact: rc02644@gmail.com

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or go to <http://classifieds.apparelnews.net/>



## Jobs Available

### CHAN LUU

#### Account Manager

Chan Luu, Inc. is looking for an Account Manager with a minimum 3 years wholesale sales exp. Candidates must be entrepreneurial, trade show savvy self starters with strong follow up skills. Travel required. NorCal and Western states experience a plus. Competitive compensation and benefits package. Please send resumes to: sphillips@chanluu.com or fax to 213-624-1816

#### Pattern Maker

Carson Area Manufacturer looking for Pattern Maker. Minimum 5 years of working experience, must be proficient on Tukatech system. Knowledge of Knit and Woven fabric. Duties include pattern, sample checking and marking. Spec and fit driven, detail oriented with ability to prioritize and meet deadlines.

E-mail resume to unleaded\_92@yahoo.com

#### DOMESTIC PRODUCTION

A well-established updated missy wear company is seeking exp'd Domestic Production with emphasis on knits. Knowledge of garment specs and construction, and high standards of quality. Well organized, attention to detail and full knowledge of logistical requirements of major stores, Team player, with positive attitude.

Send resumed by e-mail grace.lee@saymeekinc.com

#### PRODUCTION COORDINATOR

Large import textile company seeking energetic, detail oriented individual to handle overseas textile production. Responsibilities include: Placing overseas production orders. Daily email with mills and customers. Working with Customs broker and logistics companies to schedule transport and delivery. MOD 2 experience preferred. Must have knowledge of fabrics. Please email resumes to resume@alliancetextiles.net.

#### Junior Fashion Sales Representative

Junior fashion company in downtown LA. Private label and branded. Candidate needs to already have established client list. Competitive salary + commission. Please email resume to jma@rigointernational.com or call 213-746-1737. Ask for Jennifer or Bryson.

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## Jobs Available

#### Multi-line Shwrm seeks Sr. Sales Rep

LA based shwrm, representing reputable contemp. women's lines, seeking Sr sales Rep for WC, SW & EC regions to start ASAP. min of 2-3yrs of strong sales exp in a shwrm, road travel & shows, as well as estab. relationships w/specialty boutiques. send your resume to: heidi@wbcshowroom.com

#### Sales Rep

Leading full-service sublimation printer is seeking energetic, self-motivated Sales Reps in the LA area to build and maintain influential relationships with our current and prospective customers. Experience in the garment industry is a plus. Please email your resume to: sublimationjobs@gmail.com

#### Sales and Marketing Assistant

Women's High End Resort Apparel Manufacturer seeks Sales Assistant. Must have excellent phone manners and people skills, at least 1 yr sales experience in retail or wholesale, strong organizational skills, good work ethic. Knowledge of AIMS is a plus. Opportunity for growth. Please send resume and salary history to apparelsales0@gmail.com

#### Sample Makers & Sample Cutter

XCVI is looking for 2 sample makers and 1 sample cutter. \*Sample Makers\* must have 5 years experience, and must know how to use all machines. Spanish/English a must. \*Sample Cutter\* must have 5 years experience, knowledge of yields. Spanish/English a must. To apply, send resumes to arcadio@xcvi.com.

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#### SENIOR TECHNICAL DESIGNER

5+ YRS EXPERIENCE IN THE FASHION INDUSTRY AND IN TECHNICAL AREA RESPONSIBLE IN CREATING COMPLETE TECHNICAL PACKS FROM PRE-DEVELOPMENT STAGE TO END PRODUCTION IN FULL CYCLE. MUST HAVE EXP. ON SPECIALIZED WASHES AND GARMENT PROCESSES. FAMILIAR WITH CONTEMPORARY TOPS AND BOTTOMS, SPECS AND FITTING INTERPRETATIONS. SIT-IN FITTINGS WITH DESIGNER.COMMUNICATE OVERALL FIT COMMENTS/APPROVALS TO OVERSEA FACTORIES.PROFICIENT WITH ILLUSTRATOR, PHOTOSHOP, WORD AND EXCEL. EMAIL RESUME WITH SALARY REQUIREMENTS TO ROSEMARY@SANCTUARYCLOTHING.COM

#### FIRST THRU PRODUCTION PATTERN MAKER

Knowledge of Knit, Woven & Denim Fabrics for Men and Women. Knowledge of grading, fabric shrinkage for garment dye and fittings. Detailed & organized. Must have TUKATECH SYSTEM experience. Part time/Full Time. Please send your resume to: info@division-e.com or fax at 213-663-1213

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Marvin or Michael

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manufacturer of junior/ladies contemporary knitted sweaters with a large capacity for sampling/production is seeking a joint venture with an established showroom and/or wholesaler. Only serious inquiries please. Call (917) 922-4593

#### Target Approved Alvaform WANTED: Junior 9 Core Size Body Chart

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Chest/Bust	35.5
Waist	29.5
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Total Rise	26.5
Crotch Height	29.5
Thigh	22.5
Shoulder Width	15
CB Neck to Waist	15.5
CB Neck to Wrist	31
Neck Base	14.5
Upper Arm	11
Email: wbell@jayallc.com	

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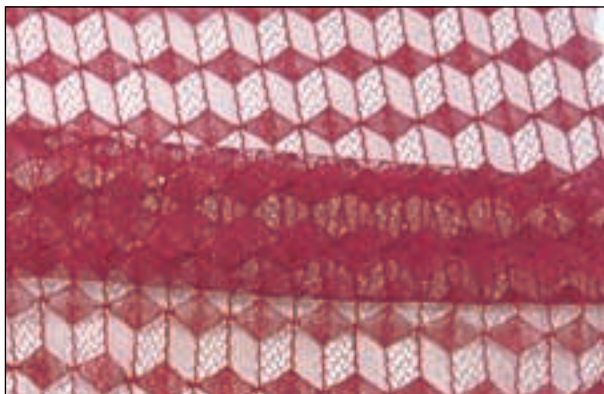
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# Got the Pinks

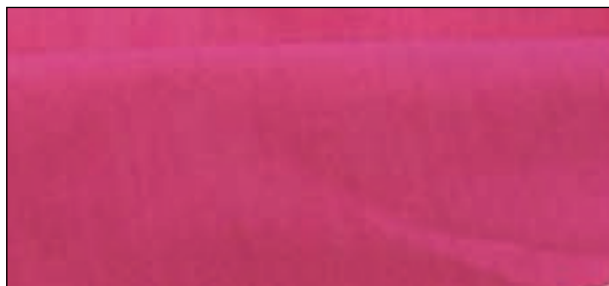
Textile designers think pink when it comes to patterns that range from strawberry brights to sophisticated rose shades.



Darquer Dentelles de Calais #15629



Estrema "Sparrow"



Designer Fabric Warehouse "Slub YD Color Denim"



Bel Maille Creations #D186 DAM09

# Art Nouveau



Solid Stone Fabrics #JU-MCR8469

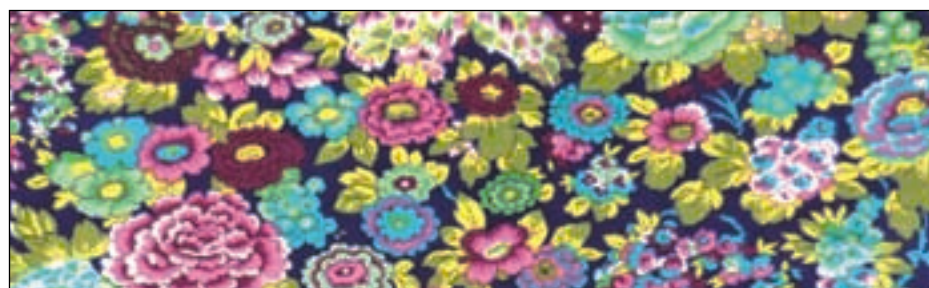
The turn of the 20th century is rich history for textile designers. Look for the curvilinear lines of Art Nouveau, the dense floral motifs of William Morris prints, and geometric patterns in soft, feminine colors.



Liberty Art Fabrics #05503104A "Ilanthe"



Robert Kaufman Fabrics #AHIBF-13940-110 Laguna jersey prints



Liberty Art Fabrics #05503107A "Elysian"



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## TEXTILE TRENDS

# Check It Out

From preppy madras patterns to glamorous sequined argyles and plaids, there's a near-endless variety of checked patterns for every segment of the market.



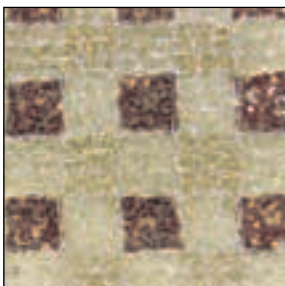
Robert Kaufman Fabrics  
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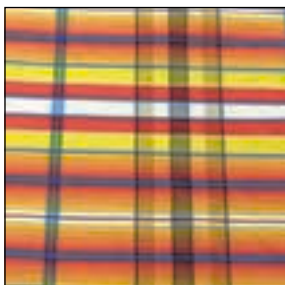
Confetti Fabrics #11927S  
"Aries"



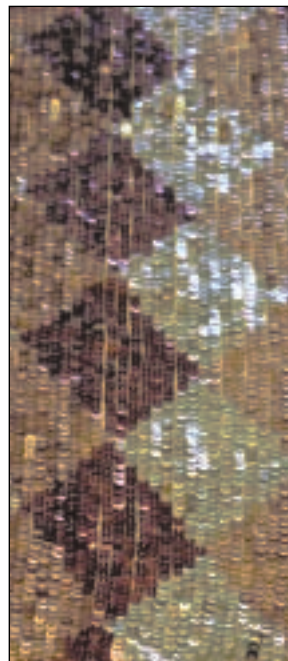
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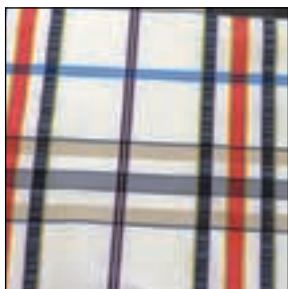
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Taiana Virgilio #L920004  
"Alinghi"



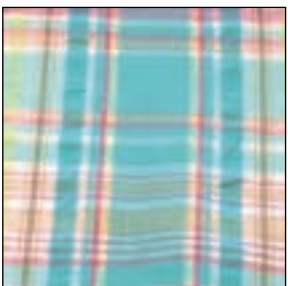
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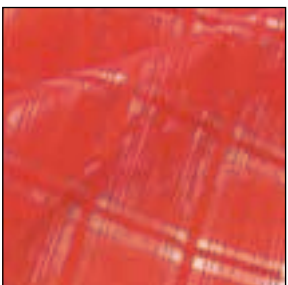
Taiana Virgilio #L920003  
"Alinghi"



Lanificio Corti Marchello s.r.l.  
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Designer Fabric Warehouse  
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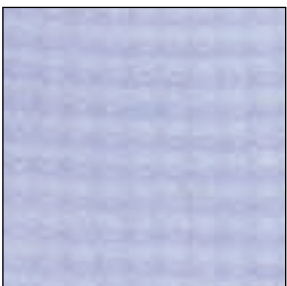
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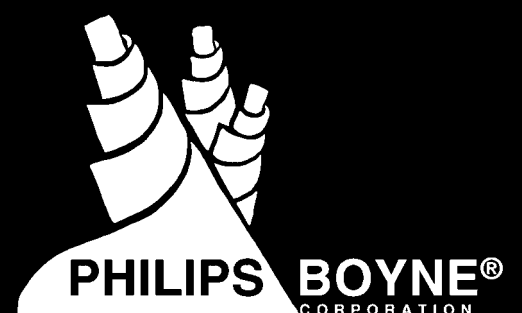
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# Nike Products for an Innovative Run

Designers and engineers in the **Nike Sport Research Lab** as well as members of Nike's Advanced Innovation Team recently took a look at how a runner's body responds to motion, weight and thermal properties. As a result, the Beaverton, Ore.-based sports apparel and footwear giant introduced several new running technologies and "nature-amplified" innovations designed to be natural extensions of the athlete's body.

"Nature Amplified means designing for bodies in motion and creating incredible new products that work intuitively with the human body," said Trevor Edwards, Nike brand president. "The footwear and apparel we've unveiled ... is based on insights from athletes and runners at every level, combined with extensive research in our Sport Research Lab. These innovations are data-driven but body-led."

For apparel, **Nike Aero loft** and **Dri-FIT** fabrics are de-



**RUN WITH IT:** Nike's Dri-FIT Knit fabrics are engineered to keep runners cool. The company's Free Fly-knit sneakers feature a knitted one-piece upper for a secure fit and natural flex.

signed to assimilate to the body's adaption to temperature change in a variety of weather conditions. Nike Aero loft is featured in the Nike Aero loft 800 Vest, an outerlayer, perforated down garment designed to keep runners warm and insulated. The runner's movement stimulates ventilation in

including **Nike Dri-FIT Knit**, a soft, lightweight fabric that incorporates different knit patterns for stretch and cooling; **Nike Dri-FIT Touch**, a featherweight fabric that provides a breezy coolness for hot conditions; and **Nike Dri-FIT Wool**, a lambswool/polyester blend that provides warmth but, unlike pure wool, does not absorb sweat and dries much faster, according to the company.

the vest, allowing heat to escape the body and ensuring that the athlete stays dry. Retail priced at \$180, the Nike Aero loft 800 Vest will be available beginning Sept. 1.

Nike Dri-FIT fabrics are also designed to help keep athletes dry in a variety of temperatures. The company introduced three new fabrications,

like pure wool, does not absorb sweat and dries much faster, according to the company.



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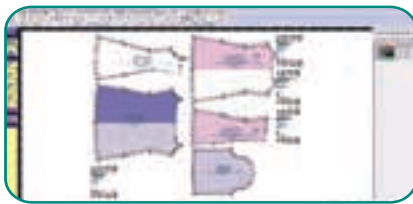
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### Focus on feet

For footwear, Nike's **Free Fly-knit** features a combination of the Nike Flyknit upper and Nike Free outsole to create what the company describes as a barefoot-like flexibility and a support that holds the foot in place. The shoe was designed to flex while the foot is in motion while the upper features a second-skin fit for foot support.

Nike Sport Research Lab scientists used pressure-mapping technology to identify stress areas, which designers applied to create the sock-like upper. The upper has extra stretch over the top of the foot to ensure a natural flex and a more-constricted construction at the perimeter to stabilize the forefoot and heel. The shoe is elasticized around the ankle for a comfortable, secure fit. Additionally, the company said the knitted one-piece construction reduces fabric waste over a typical upper by an average of 88 percent.

The Flyknit upper rests on a Nike Free + 5.0 midsole, which featured "strategically engineered flex grooves" placed at the arch to ensure natural motion for the runner.

Nike Free Flyknit retails for \$160 and is currently available globally.

The newly designed **Free Hyperfeel** was made to feel like an extension of the foot with fewer shoe parts. Coined the "low-profile" shoe, the Free Hyperfeel provides lining and protection in only essential areas. The insole contains **Lunarlon** cushioning, which provides a connective layer between foot and outsole. An ultra-thin protective outsole uses waffle pistons for grip to hone in on key pressure points.

The Nike Free Hyperfeel will retail for \$175 at Nike stores in the U.S., U.K. and Japan beginning Sept. 5.

"Nike Free Hyperfeel has fewer total shoe parts and places the foot directly on top of responsive Lunarlon foam," said Tony Bignell, vice president of Nike footwear innovation. "The shoe acts as extension of the foot and delivers a natural motion sensation for the runner."

Find more information visit [www.nike.com](http://www.nike.com).



# Colorway: A Diamond in the Rough

Stepping off gritty Boyle Street in East Los Angeles and into the white-washed interior of Colorway, Inc., you immediately realize you have not entered the workplace of your typical textile print converter. Crystal chandeliers in iron birdcages light up the pale linen upholstered chairs, antique tables, and natural wood-plank floors. Lovely floral pieces abound. “Welcome to our home,” says the doyenne descending the stairs in a layered millefiori blouse. You may think you have made a mistake in the address.

You haven’t. Nasrin Atashkari, president and CEO of Colorway, Inc., does things in a very particular way—one that has garnered her a devoted following of clients as well as her staff, who appreciate her impeccable taste and inventive aesthetic, not to mention her insistence on first-class service. “Twenty-four seven, you see a light on in here,” she says. “Someone here is always watching. That’s how we service our people.” Her people include many high-end contemporary designers fashioning apparel inspired by her textiles, which ends up in Neiman-Marcus, Saks Fifth Avenue, Bloomingdale’s, Anthropologie, and other premium retailers.

Up the stairs and into the light-filled studio showroom designed by Nasrin—“clean, neutral, homey, inspiring,” with an eye-catching display of antique Singer sewing machines, a passion of hers—you find fourteen long metal rods jutting straight from

the back wall, brimming with fabric samples arranged by color. “We have more than 2,000 styles of fabric,” she explains. “Believe me, no one leaves empty-handed.”

Colorway works with designers the way a muse animates an artist, inspiring them with novel fabrications, titillating them with unusual concepts and prints of Nasrin’s creation, and clever fabric treatments. “Everything starts with white,” she explains. “Then we start playing with it.” The samples—crafted from wovens, knits, silk, cotton, wool, Modal, rayon, Tencel and “lots of blends”—are the launching pad for a morning or afternoon of brain-storming, a truly collaborative effort between Nasrin and the client. “I get excited when the designers come,” she says. “I create a fabric and ignite the ideas in the designers’ heads. They really have a ball.”

And designers experience something as close to instant gratification as it comes when working with Colorway.

Nasrin was the first to bring the wonders of digital into production-quality wet printing, on premise, on demand. “If a client wants to see a mock-up body, we can do a few yards for them—it’s as easy as that,” she says. “They are in heaven.”

Colorway has been, for its 15 years of existence, something of a best-kept secret in an industry not known for secrets. Nasrin built her business largely on referrals and is wary of those who come to her only for sample production, intending to print the actual fabric cheaply overseas. “I am choosy,” she says. “I am not a sample-making machine. We work too hard not to be credited with what we do.”

Nasrin, who was born in Iran, has indeed worked hard. Sitting at the long wooden table in the linen chair, as cups of fresh brewed espresso and a platter of bauble-size cream puffs appear, she recounts her circuitous road to success. “I always loved clothing and fabrics,” she begins, “but there was not much available in my little town growing up. I would make clothes for my dolls using dishcloths.”

Leaving Iran for England at 19 to study interior design, she married and, with her husband, opened several restaurants in Bournemouth.

A holiday trip to Iran in 1981 changed their lives forever, as the couple was caught up in the fallout from the Iranian hostage crisis. Unable to procure visas to return to England, they fled to Spain and waited for two months for permission to travel to the United States. They landed in La Jolla, but the marriage ended.

With a daughter to raise, Nasrin walked into a local dry cleaner and offered her services to do alterations. Borrowing \$900 from the bank, she bought a sewing machine and never looked back. After

***“It is as if the digital printer is shouting out the endless possibilities of capturing the colorways of nature on cloth.”***

**—Nasrin Atashkari  
President and CEO  
Colorway, Inc.**



moving to Los Angeles, she worked for Giorgio’s in Beverly Hills, fitting celebrities, beading by hand. After a stint in retail, managing stores for Max Azria and Daniel Hechter, she began pursuing her true love—fabric production—from a contact who offered her only minimum pay to start. “I would go at 6 a.m. to the factory and would leave at 2 or 3 in the morning,” Nasrin recalls. “I learned and learned.”

Nasrin opened Colorway in 1998, along with her CFO, Reza Farmehr, and a devoted and talented team of managers—Terry, Marissa, Raquel, and Troy. “It started very easily,” she says. “I came up with a beautiful line of prints.”

In 2007, she bought the 18,000-square-foot building because it had six bathrooms, deciding “we’re going to turn it into something better than other places.” She spends more time in her tranquil showplace than at home, often seeing more of her staff than her daughter, who works two doors down.

With so much textile work heading overseas, Nasrin is determined to keep her work here. “What keeps me here is the fact that I create,” she says simply. “I am constantly thinking, what can I do next that keeps me ahead of the race and keeps my production in America? We basically sell a concept.”

Walking into the downstairs production facility—as neat and clean and bright as the showroom—a beautiful swatch of Velvet print, composed of thousands of shades of blue and gray, gracefully hums out of the digital printer. “It is as if the printer is shouting out the endless possibilities of capturing the colorways of nature on cloth,” says Nasrin.



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# Strategies for Reducing the Impact of EU Duties on Denim

By Tom Gould

When the European Union added an additional 26 percent duty on the import of women's denim jeans from the U.S., the action caught many of the high-end denim manufacturers in the Los Angeles area off-guard.

As an optimist, I like to look for the silver lining in any situation. The silver lining in the EU denim duty is that several savvy companies are realizing that they can gain an advantage over competitors by understanding the rules of the game.

Duties are a significant portion of the landed cost of any apparel import. Having an understanding of the rules surrounding the duties will allow an importer to minimize duty costs and avoid surprises. With a 38 percent duty rate (the standard 12 percent duty was raised by 26 percent on May 1), denim manufacturers are scrambling to learn these rules.

The three main factors that impact the amount of duty an importer pays are value, classification and origin.

Value is normally based on the price paid by the importer to the manufacturer. Classification is determined by the design, fabric and other characteristics of a garment. Origin for most wearing apparel is determined by the country where the garment is sewn. Jeans sewn in the U.S., for example, are U.S. origin, regardless of where the fabric is woven or where the jeans are finished.

Understanding each of these factors will not only allow an importer to minimize the impact of the additional denim duties, it can also allow the importer to minimize the duties paid on any imported apparel product.

Below are a few strategies used by apparel importers to save on duties by lowering the value or changing the classification or origin of a garment.

\*"First Sale" is a long-established, yet little used, technique allowing companies to report a lower value on imports. The basic concept is for the manufacturer to set up a sales company as a middleman for its European transactions. The manufacturer sells to the middleman in the first sale, and the middleman sells to the distributor in the second sale. If set up properly, the distributor may be able to pay duty only on the first sale, although they will still pay the full price to the manufacturer.

\*Understanding the technical details of classification may al-

low an importer to avoid paying the additional denim duties. The pants subject to the additional denim duty are defined as women's or girls' trousers made from denim fabric. The trick to avoiding the additional duties is understanding the definition of denim fabric. Denim is defined in a note to the tariff as:

*Fabrics of yarns of different colors, of three-thread or four-thread twill, including broken twill, warp-faced, the warp yarns of which are of one and the same color and the weft yarns of which are unbleached, bleached, dyed grey or colored a lighter shade of the color of the warp yarns.*

If the fabric used to make the pants does not meet this specific denim definition, then the pants are not subject to the additional denim duties. Many of the current styles of denim pants are using fabrics that are referred to as denim but don't fit into this specific definition.

If a manufacturer describes, on the invoice, the pants as denim, chances are that customs will impose the additional duties without looking at the fabric to verify that the fabric is truly denim.

\*One strategy used by at least one major Los Angeles denim brand was to change the country of origin to avoid paying the additional denim duties. By shifting the sewing from the U.S. to Mexico or another country, the origin of the jeans changes even if the jeans are returned to Los Angeles for finishing.

\*Another origin strategy involves the use of EU fabric. Jeans made from fabric woven in the EU can benefit from a partial duty exemption for the cost of the EU fabric.

As Sir Francis Bacon said, "Knowledge is power." Understanding how duties are determined can give you the power to control your duty expense. ●

*Tom Gould is the president of Tom Gould Customs, a global compliance and trade consultancy in Los Angeles. His clients include retailers and importers and exporters of textiles, wearing apparel, footwear and consumer products. Tom's new book, "Apparel Classification," is a comprehensive guide that serves as a companion to his workshops and resource for apparel professionals.*

*For information about Tom's workshops on importing and duty-saving strategies, visit [www.tomgouldcustoms.com](http://www.tomgouldcustoms.com) or contact Tom at (213) 453-0897 or [tom@tomgouldcustoms.com](mailto:tom@tomgouldcustoms.com).*

# Andean Trade Pact Update

More than 20 years after it was instituted, the Andean Trade Preference Act may be headed for the bone yard.

The ATPA, which expired on July 31, needs to be renewed by Congress. But the leaders of key committees in the House and Senate said they have no intention of moving any legislation along that would extend the 22-year-old accord.

Originally, the duty-free pact was between the United States and Bolivia, Peru, Ecuador and Colombia. But Peru has had a free-trade agreement with the United States since 2009, and a free-trade deal between Colombia and the United States took effect in 2012.

Bolivia was excluded from the ATPA after June 30, 2009, because it did not meet the requirements to curtail drug trafficking in the area with the United States.

And Ecuador recently said it wanted out of the agreement after it was criticized by the U.S. for offering asylum to former U.S. National Security Agency contractor Edward Snowden.

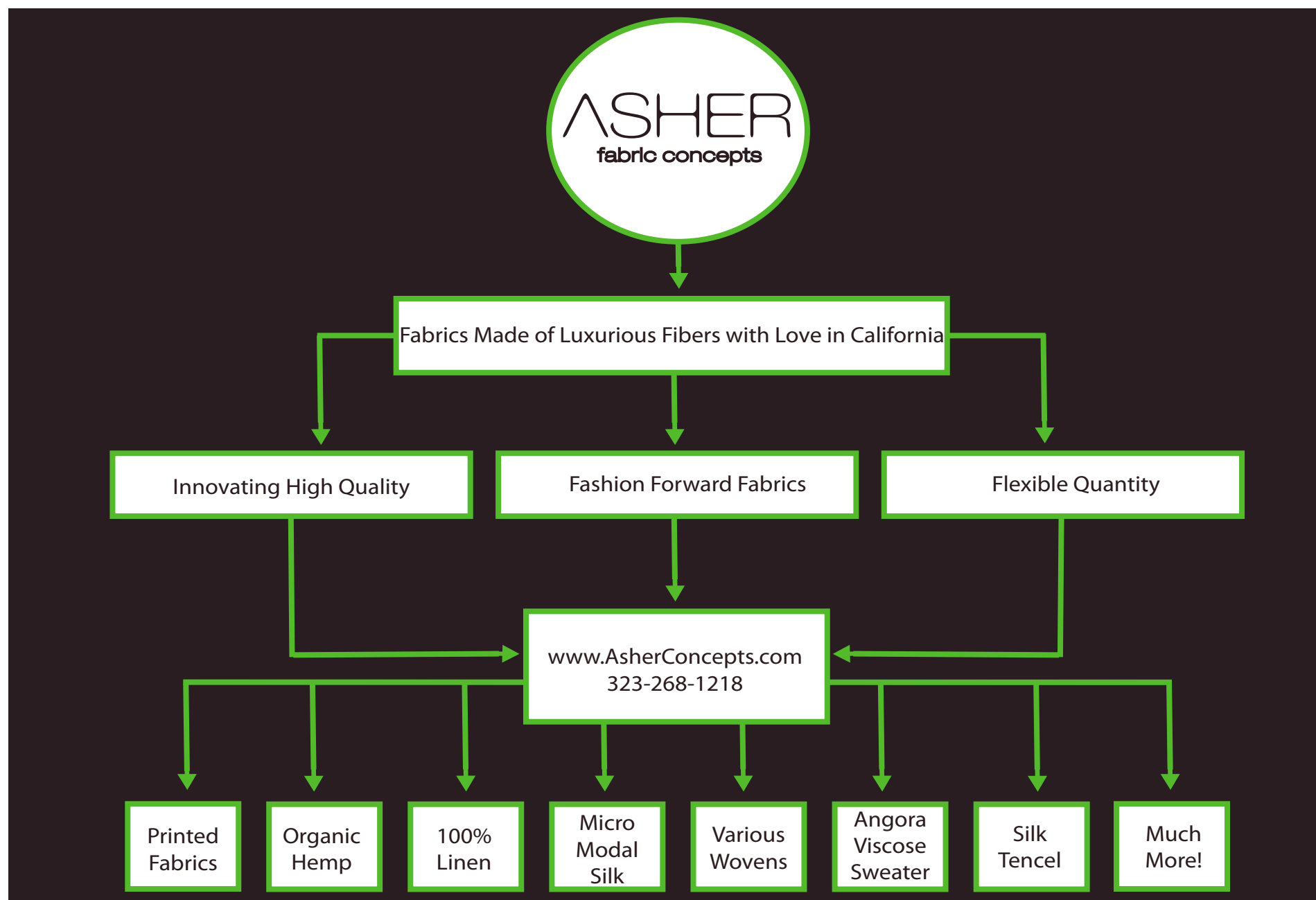
However, Ecuador can export some goods to the United States under the Generalized System of Preferences.

Ecuador's biggest exports to the United States last year were \$5.4 billion in oil, \$166 million in cut flowers, and \$122 million in fruits and vegetables.

The United States imported \$7 million in apparel and textiles from Ecuador in 2012, down from \$8 million in 2011.

In the region, Peru has the largest apparel exports to the United States, totaling \$642.5 million last year, while Colombia exported \$248.5 million to the United States.

—Deborah Belgium





# U.S. Program Failing to Help Certain Apparel Production in the Dominican Republic

A U.S. government program designed to boost apparel production in the Dominican Republic and bolster U.S. fabric exports to that Latin American country fell short of expectations last year.

The Earned Import Allowance Program, or EIAP, whose goal is to help the Dominican Republic make apparel that is competitive with Asian-sourced goods, saw a more than 50 percent drop for U.S. imports made under the program last year. In turn, U.S. bottom-weight fabric exports under the program plummeted by half during the same period.

This was the first time there was a decline in the program, which was well used between 2009 and 2011. That was the conclusion of the **International Trade Commission** in Washington, D.C., which has evaluated the program every year since it went into effect on Dec. 1, 2008.

The Earned Import Allowance Program (EIAP) provides duty-free entry into the United States for certain apparel made in the Dominican Republic using U.S. bottom-weight fabrics. For every 2 square-meters equivalent (SME) of apparel assembled in the Dominican Republic using U.S. yarn and fabric, the program allows one SME of third-party yarn and fabric from countries such as China to enter the U.S. duty-free. This is called the 2-for-1 ratio.

U.S. fabric that qualifies for the program is basically woven cotton fabric that includes twill but excludes denim. The cotton fabric is used to produce pants, shorts, overalls and skirts.

The purpose of the program, when it was passed by Congress in 2008, was to keep the Dominican Republic's apparel industry viable as it faced more competition from apparel made in China and other Asian nations. The Dominican Republic is also part of the **Dominican Republic-Central American Free Trade Agreement**, which allows most apparel made of regional materials to enter the U.S. duty free. The EIAP program extends duty-free treatment to specific apparel made with fabric from outside the region.

Twelve apparel companies in the Dominican Republic have signed up for the program, but only seven of them participated last year.

Many see gaps in the program. One recommendation is that the 2-for-1 ratio be changed to a 1-for-1 ratio, which allows garment makers to use more third-country fabrics. Many of the apparel producers said the program's effectiveness would decline as their retroactive credits for third-country fabric were depleted.

Another criticism is that all dyeing, finishing and printing must be done in the United States. Apparel producers in the Dominican Republic would like to be able to finish their goods in Central America, where prices are cheaper.

**Fishman & Tobin Inc.**, a Pennsylvania boys' apparel manufacturer that employs 2,000 workers in the Dominican Republic, said the costs to use the program far outweigh the benefits. "We have long advocated for changes to the program, including expanding the scope of products and fabrics eligible under the EIAP, reducing the 2-for-1 ratio to 1-for-1, and modifying the dyeing and finishing restriction," wrote Mark Fishman, the company's president, in a letter to the International Trade Commission. "Unless such changes are made, the EIAP will continue to have no relevance to our business."

Fishman also wanted to be able to import U.S. greige goods to be finished outside the United States, perhaps in Central America. Right now, more than 95 percent of the fabric his company buys comes from outside the United States, primarily China and Pakistan. "If nothing is done, more than likely we will continue to utilize Asian raw materials to cut and sew in our Dominican Republic facility and continue to move garment production out of the region," he noted.

**School Apparel Inc.**, which has offices in Star City, Ark., and Burlingame, Calif., manufactures 120,000 units every month in the Dominican Republic. It uses the program to obtain several styles of fabric that have become problematic, but it could use more help when producing its school uniforms. Gerry McKee, School Apparel's head of manufacturing operations, lobbied for a 1-for-1 ratio in the program that allows the company to use more third-country fabric that is cheaper and gets duty-free entry.—*Deborah Belgium*

# New NCTO President Takes Over

The **National Council of Textile Organizations**, a Washington, D.C., trade group that merged with two other textile organizations in March, has a new president.

Auggie Tantillo, who for many years was the head of the **American Manufacturing Trade Action Coalition**, was named the new NCTO president on Aug. 5, said Eliza Levy, a NCTO spokesperson.

He replaces Cass Johnson, a **University of California, Los Angeles** alum who had been NCTO president since the organization was formed in 2004.

"We wish Cass well in his future endeavors, and we look forward to working with Auggie in his new role," said Scott Elmore, spokesperson for the **American Apparel & Footwear Association**, a trade organization headquartered in Arlington, Va.

AMTAC and the **National Textile Association** merged with NCTO earlier this year to give the three trade groups more lobbying power and a stronger voice when addressing textile and manufacturing issues before Congress and the Obama administration.

In an emailed letter sent to NCTO members, Bill Jasper, NCTO's chairman and chief executive and chairman of **Unifi Inc.**, a North Carolina yarn maker, said that Johnson had decided to leave his position as president of the organization.

ident of the organization.

Tantillo had been a NCTO consultant after AMTAC was dissolved.

Prior to AMTAC, Tantillo worked under the George W. Bush administration as deputy assistant secretary for textiles and apparel in the Commerce Department. He was also chief of staff for former U.S. Sen. Strom Thurmond of South Carolina.

One of NCTO's tasks has been to ensure that any new U.S. free-trade agreements negotiated with other countries or regions carry a yarn-forward provision, stipulating that any duty-free apparel must be made with yarns from the free-trade region.

NCTO has been very active in pushing a yarn-forward provision being discussed in various negotiations setting up the **Trans-Pacific Partnership**, a free-trade agreement between the United States and 10 other countries.

"We are incredibly pleased to welcome Auggie's leadership and many years of experience to NCTO at such an important juncture of the Trans-Pacific Partnership negotiations," Jasper said in a statement. "In his new role as president, Auggie will continue NCTO's unparalleled commitment to fighting on behalf of American textile manufacturing and jobs at home and abroad."—*D.B.*

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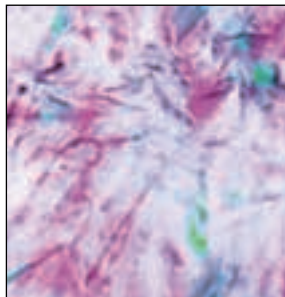
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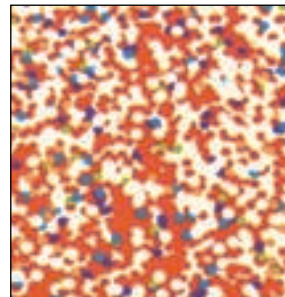
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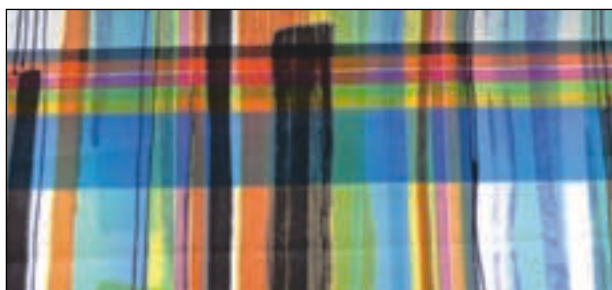
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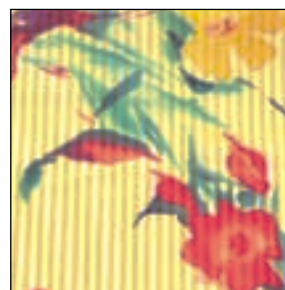
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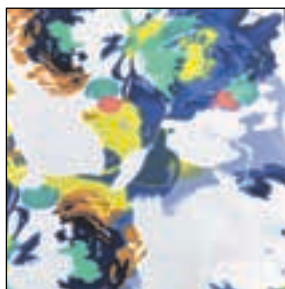
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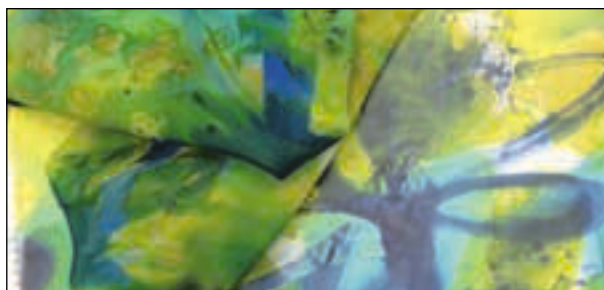
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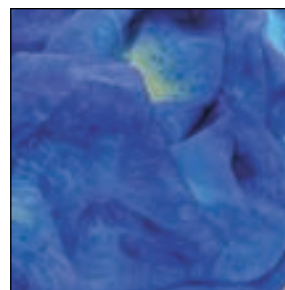
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 Liberty Art Fabrics (562) 556-5037, [gina@ginavaldez.com](mailto:gina@ginavaldez.com)  
 MJ Textile Inc., (213) 627-0034, [www.mjtextile.com](http://www.mjtextile.com)  
 Pinx International, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Robert Kaufman Fabrics, (800) 877-2066, [www.robertkaufman.com](http://www.robertkaufman.com)  
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# SOURCING & LA TEXTILE RESOURCE GUIDE



## Alvanon, Inc.

145 W 30th St., Suite 1000  
New York, NY 10001  
(212) 868-4318  
Fax: (212) 868-4319  
[www.alvanon.com](http://www.alvanon.com)

**Products and Services:** Alvanon is the global leader in providing full-service, integrated fit solutions for the apparel industry. From its head office in New York, operations center in Hong Kong, and operating offices in the U.K. and Germany, Alvanon provides customized fit strategies and product-development tools to the world's leading fashion brands, retailers, lingerie, swimwear, sportswear, mail order, and corporate clothing suppliers. Alvanon's fit offer combines the world's largest database of over 300,000 body scans with the unparalleled expertise, products, and services provided by a team of over 70 dedicated sizing and body-shape professionals.



## Asher Fabric Concepts

2301 E. Seventh St., #F107  
Los Angeles, CA 90023  
(323) 268-1218  
Fax: (323) 268-2737  
[www.asherconcepts.com](http://www.asherconcepts.com)  
[sales@asherconcepts.com](mailto:sales@asherconcepts.com)

**Products and Services:** Asher Fabric Concepts stands alone as the innovative trend-driven domestic textile supplier to the contemporary apparel market. Producing high end, luxurious fabrics in the USA and offering a fully searchable online inventory with easy swatch ordering and sampling, they are a designer's dream. With an extensive library and constant new line development in basic PFD, novelties, stripes, and prints, they are always on trend. By supporting customized product development they facilitate the manufacturer's ability to achieve a unique look and brand identity. Set up to produce large and small orders with equal consideration and care, they are your trusted partner in building and growing your business from the ground up.



## Buhler Quality Yarns Corp.

1881 Athens Highway  
Jefferson, GA 30549  
(706) 367-9834  
[www.buhleryarns.com](http://www.buhleryarns.com)  
[sales@buhleryarns.com](mailto:sales@buhleryarns.com)  
Contact: David Sasso

**Products and Services:** Buhler Quality Yarns Corp. – *Get more than just yarn.* In addition to the industry's best yarn, we provide unsurpassed technical support, transparency, and 20+ years of supply-chain partnerships. Our U.S.-based facilities allow for quicker delivery and agile responsiveness to market trends. Known throughout the industry for consistency, our products are certified safe by Oeko-Tex® Standard 100, which include Supima Cotton, MicroModal® Edelweiss, Micro TENCEL®, and various blends.



## California Label Products

13255 S. Broadway  
Los Angeles, CA 90061  
(310) 523-5800  
Fax: (310) 523-5858  
Contact: Tasha  
[www.californialabel.com](http://www.californialabel.com)  
[info@californialabel.com](mailto:info@californialabel.com)

**Products and Services:** California Label Products has been servicing the apparel industry for 20 years. The design team at our In-House Art Department can help you create a new look for your tags and labels or just get you pricing for your current items! Our product list not only consists of woven labels, printed labels and custom hang tags, but we also have care labels, size tabs, integrated hangtags, and many other novelty items, including leather patches, heat transfers, buttons and snaps. Shipping from Los Angeles or China, we've got the world covered. We are available from design to delivery.



## Cinergy Textiles

1422 Griffith Ave.  
Los Angeles, CA 90021  
(213) 748-4400  
Fax: (213) 748-3400  
[www.cinergytextiles.com](http://www.cinergytextiles.com)

**Products and Services:** Cinergy Textiles specializes in stock and order-based programs on over 500 fabrics, consisting of knits, wovens, basics, novelties, and linings. We have been servicing our clients throughout the United States and around the world for over 15 years. We cater to domestic manufacturers and provide drop shipments for off-shore production. Our product line provides piece goods for all markets, including childrenswear, women's, juniors, contemporary, misses, maternity, men's sportswear, uniforms, and special-occasion items. The majority of our product line is imported from Asia and stocked in Los Angeles. One roll stock minimum (approx 100–125 yds). Orders are generally processed on the same business day and ship out within one or two days, depending on the size of the order and availability of the particular style ordered.



## Designer Fabric Warehouse

5015 District Blvd.  
Los Angeles, CA 90058  
(323) 277-2777  
[info@dfwla.com](mailto:info@dfwla.com)

**Products and Services:** Warehouse-style 60,000-square-foot store with thousands of styles and millions of yards of fashion and decorator fabrics in stock including leather, silk, denim, technical, swim, stretch, prints, knits, linen, cotton, high-end couture, tapestry, chenille, and more. A wholesale and to-the-trade source with great prices and low minimums for garment manufacturers, fashion designers, decorative designers, event planners, set decorators, and students. Easy to shop with friendly attentive staff and located minutes outside of downtown LA. Just look for the big red door. Open Monday to Friday 9 a.m.–5 p.m. No appointment necessary.

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## SOURCING & LA TEXTILE RESOURCE GUIDE

Continued from page 11



### GModa Textiles/Gina Valdez

8530 Ocean View Ave.  
Whittier, CA. 90605  
Contact: Gina Valdez  
Cell: (562) 556-5037  
Fax: (562) 372-3329  
gina@ginavaldez.com

**Products and Services:** Since 2008, GModa has provided quality textiles and fabrics to designers and manufacturers. Founder Gina Valdez has been in the fashion industry for over 20 years and has expertise in international fabric R&D, fabric and factory sourcing, product development, production process, sales, and merchandising. Gina is bilingual in English and Spanish and has worked with Guess, Lucky Brand, James Perse Warnaco, BCBG, Perry Ellis, Esprit, and Catalina swimwear (among others). Gina and her associates have intimate familiarity with the methods and requirements of clothing designers and manufacturers of all types.



### Geltman Industries

1914 Bay St.  
Los Angeles, CA 90021  
(213) 622-2015  
Fax: (213) 622-4572  
www.geltman.com  
geltmanind@aol.com  
Contact: Shari Rezai, President; Ron Cueto, Operations Manager  
**Products and Services:** Since 1931, Geltman has provided a full range of services to textile

mills, apparel manufacturers, and the home-furnishing industry. With our highly skilled personnel and efficient production methods, we guarantee the finest-quality work and the most reputable service. In continuing to keep abreast of the latest technological developments, Geltman has been able to cultivate exclusive processes to meet the specific needs of the textile industry. Our years of renowned experience and customer relationships have been the product of our honorable policy—to provide clients with the highest-quality service.



### Keylin Inc.

312 E. Jefferson Blvd.  
Los Angeles, CA 90011  
(323) 232-6700  
Fax: (323) 232-6858  
Support@KeylinInc.com  
www.KeylinInc.com

**Products and Services:** Keylin, Inc. is a company organized to design, manufacture, and market fasteners for the aviation, construction, garment, leather, medical, and oceanic industries. This Los Angeles-based company serves as a distribution center that provides immediate delivery of goods to customers. Keylin offers a vast variety of hardware to the global market. The company specializes in custom-built, made-to-order product lines that satisfy the customers' needs. Keylin is proud to become the Mid- and Western Regional Distributor of the world's leading premium fashion zipper manufacturer, Riri Zippers of Switzerland. To date, Keylin has a stock collection of #4, #6, and #8 metal zippers available in 5-metal teeth colors and 7 tape colors. This provides a vast array of 105 different combinations of items to satisfy the customer's creative demand. To enhance Keylin's operation as Riri's Regional

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Overview of Taiwan Textile Select  
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### Registration

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- For more information, please contact  
Rick Schneider (336-255 3047 RickSchneider.TIE@gmail.com)  
Karen Sun (312-285 8585 karen.sun@gmail.com)



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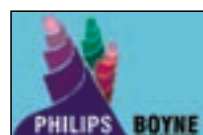
Distribution Center, Keylin has an on-site Riri machine from Switzerland to allow on-site custom jobs enabling zipper customization that closely matches the original factory specification. Keylin may also accept orders for production from Riri's Swiss plant that can be shipped anywhere in the world where customers may desire. The success of Keylin, Inc. as a leader in its line of trade is indicative of the effectiveness of the company's philosophy and goal.



### King America/Kamtex Textile Group

2845 W. 48th Place  
Chicago, IL 60632  
www.kamtexgroup.com  
Contact: Bob Mazur  
bmazur@kamtexgroup.com  
(773) 523-8361, Ext. 158  
Fax: (773) 579-4616  
www.kamtexgroup.com

**Products and Services:** King America Textile Group is the premier manufacturer of made in the USA cotton and poly-cotton fabrics. To learn more about the domestic fabrics manufacturer, check us out on the web.



### Philips-Boyne Corp.

135 Rome St.  
Farmingdale, NY 11735  
(631) 755-1230  
Fax: (631) 755-1259  
www.philipsboyne.com  
sales@philipsboyne.com

**Products and Services:** Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton

that is woven and finished in Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo®, Corona®, and Superba®. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.



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www.progressivelabel.com

**Products and Services:** Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers. Another important part of our business is FLASHTRAK, our online ordering system for price tickets. It's a great tool for placing and tracking price ticket orders and will soon be expanded to include custom products and care labels.

➔ Resource Guide page 14

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Continued from page 13



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Los Angeles, CA 90011

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Fax: (323) 231-3820

snjusa@snjusa.com

**Products and Services:** S & J USA, Inc. has been a major, authorized distributor of YKK zippers for over 25 years. We carry a vast array of zippers, and we have an in-house factory that allows us to complete orders quicker than our competitors. S & J USA, Inc. also specializes in snaps, tack buttons, eyelets, and elastics, among other trims. Our customers range from the U.S. to Asia, and we hope to expand even further in the future. We are known for great customer service and quality materials.

the changing needs of industry, expanding its functions to market promotion, product design, fashion information analysis, online information, technology training, collection and analysis of market information, certification of functional textiles, publications of textile information, issuance of Certificate of Origin, and other textile-related services. TTF has acquired ISO 9001 certification from the British Standards Institution (BSI) for quality-control systems, thus substantiating its competence to provide the best services for Taiwan's textile industry. TTF organizes Taiwan textile businesses to participate in important international textile exhibitions and trade shows each year, held throughout Europe, America, Asia, and the Pacific region in order to assist Taiwan's textile exporters promoting to global textile markets.



## Trim Networks Inc.

910 S. Los Angeles St., Suite 405

Los Angeles, CA 90015

(213) 688-8550

Fax: (213) 688-8551

info@trimnetworks.com

www.trimnetworks.com

ae@trimnetworks.com

**Products and Services:** TNI is not just a button company; it's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in Asia has been the foundation of our system and our networks. We are in touch with over 2,000 garment and denim factories in southern China. The good water quality of Canton has also enabled us to create some of the most exciting colors in electro plating. Over 300 wash-houses are scattered in this rich province, which in return can provide some of the newest colors in fashion today. In addition, our strategic location south of the delta river gives us plenty of resources to all types of raw-material suppliers. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you.



## Tukatech

5527 E. Slauson Ave.

Los Angeles, CA 90040

(323) 726-3836

Fax: (323) 726-3866

http://tukatech.com

tukateam@tukatech.com

**Products and Services:** Tukatech is the garment and apparel industry's leading provider of fashion technology solutions. Founded in 1997 by garment industry veteran Ram Sareen, Tukatech's advanced software and hardware gives designers, manufacturers, and distributors the tools needed to streamline operations, increase efficiency, and expand profits. Tukatech offers award-winning 2-D and 3-D pattern making, design, and manufacturing software designed specifically for garment makers of all sizes and skill levels, as well as advanced dress forms and garment plotters. The capabilities of Tukatech's technology remains unparalleled in the fashion industry, and all of our products are offered at affordable prices.

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Contact: Shane Rabineau or Oleg Zatsepin

shane@sholtextiles.com

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## Taiwan Textile Federation

http://tff.textiles.org.tw

**Services:** The Taiwan Textile Federation's (TTF) primary function is to promote Taiwan's textile industry in world markets, helping it maintain its global leadership position. Founded in 1975, the TTF has adapted over the years to meet

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