

CALIFORNIA Apparel News

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ANDREW ASCH

FIRST LOOK AT DOWNTOWN LA'S ACE HOTEL: The Los Angeles Fashion District has a new haute spot. The Ace Hotel had a soft opening on Jan. 6, when visitors were invited inside to tour the newly renovated 1927 United Artists building. In addition to the hotel, the lobby shop is open for business, as is the L.A. Chapter Café and the Mezzanine bar. The adjoining theater will open on Feb. 15.

TRADE SHOW REPORT

Agenda Buzzes With Heavy Retail Traffic

By Andrew Asch *Retail Editor*

Agenda, the first trade show of the year, started on a robust note. More than 700 brands exhibited during the show's Jan. 7-8 run at the **Long Beach Convention Center** in Long Beach, Calif., where most vendors said that they were busy with appointments throughout the show. Across the sprawling convention center, established action sports and streetwear brands such as **Vans**, **Volcom**, **Billabong** and **Obey** vied for attention with new brands such as **Vissla**, recently launched by former Billabong chief Paul Naude, along with emerging brands such as **Publish**, **SLVDR**.
➔ **Agenda** page 3

Reed Buys Capsule

By Andrew Asch and Alison A. Nieder

The **Capsule** trade show has joined **Reed Exhibitions'** portfolio of more than 500 events around the world, including the **Agenda** trade show, in which Reed acquired a stake in 2012.

Capsule was founded in 2007 by **BPMW's** Edina Sultanik, Minya Quirk and Deirdre Maloney. The trade show expanded beyond its New York base to include shows in Las Vegas, Paris and Berlin, showcasing contemporary and young designer apparel, accessories and footwear collections.

The acquisition will give Capsule access to Reed's large
➔ **Capsule** page 8

Disappointing December Sales Reports Brings Mixed Reactions

By Andrew Asch *Retail Editor*

The 2013 holiday retail season was tough, but that's the only thing the industry can agree on.

Many Wall Street analysts have called the 2013 holiday retail season a disaster. Many prominent retailers have cut their fourth-quarter fiscal forecasts due to disappointing business during Christmas, the most important retail season of the year.

However, prominent shopping-center trade group **International Council of Shopping Centers** said that its index of sales from national retailers saw an increase during the two-month period of November and December, which make up the holiday retail season.

The combined sales for November and December of 2013

increased 3 percent compared with the same time in 2012, said Michael Niemira, ICSC's chief economist.

"While some retailers undoubtedly faced a tough holiday season with more promotional activity, bouts of adverse weather and a cautious consumer, overall industry sales met expectations and managed to outpace last year's growth rate," said Michael P. Niemira, chief economist and vice president of research for ICSC.

Respected market-research company **ShopperTrak** said that Christmas sales beat expectations. On Jan. 8, the Chicago-headquartered company said that the season's sales increased 2.7 percent, beating the 2.4 percent increase that ShopperTrak predicted before the holiday retail season started rolling.

➔ **Retail** page 2

All-Star Surf Execs Naude, Fry and Rapp to Helm New Brand

By Andrew Asch *Retail Editor*

The newest women's label in the surf industry will be run by an all-star team.

It was announced on Jan. 6 that top women's beach and surfwear designers Mandy Fry and Summer Rapp will partner with Paul Naude, former president of the Americas division of **Billabong International Ltd.**, to develop an as-yet-unnamed women's lifestyle brand.

Fry and Rapp will lead the new brand as co-presidents. Naude will serve as chief executive officer. The label will be managed by Naude's new company, **Stokehouse Unlimited**, which is headquartered in Costa Mesa, Calif. Naude will be introducing a men's surf brand, **Vissla**, and eyewear brand **D'Blanc** through Stokehouse.

Rapp said that Naude will provide the operational know-how to support their new brand. "Partnering up with Paul for financial and operational support is instrumental in making this dream a reality," Rapp said. "With his passion and vast experience in the California lifestyle business, we're equipped to design, market and deliver all-around quality product."

The new brand will focus on swimwear, coverups and sportswear. It will take a formal bow at the next run of the **Mercedes-Benz Fashion Week Swim** in Miami, Fla., in July. It then will exhibit shortly after at prominent trade shows **Surf Expo** and **Agenda**.

Rapp, Fry and Naude will stress a fresh perspective in their new company. "The brand's leadership will place a large emphasis on creativity and a healthy working culture that inspires
➔ **Surf Brand** page 2

INSIDE

Where fashion gets down to businessSM



New Lines and Showroom Profiles ... p. 4

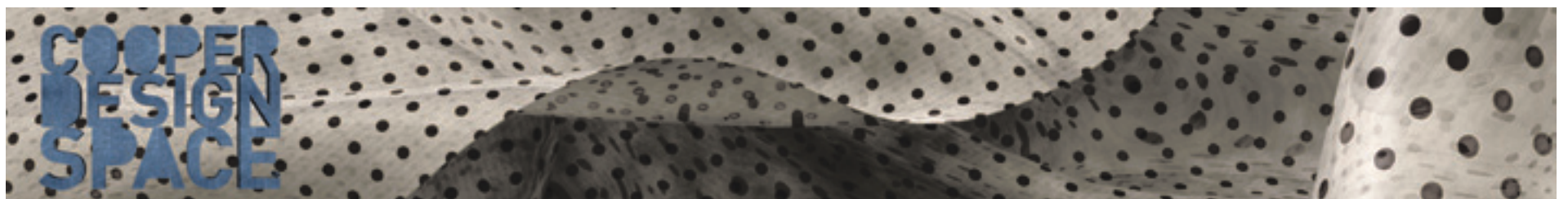
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... special pullout section

Made in America ... special pullout section

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Foot Traffic Down, but Xmas Business Beat E-Comm Forecasts, Survey Finds

While business headlines for the 2013 Christmas holiday season have been mostly downbeat, the 2013 holiday season beat forecasts, according to prominent market-research company **ShopperTrak**.

On Jan. 8, the Chicago-headquartered company stated that sales for the 2013 holiday season increased 2.7 percent, beating a 2.4 percent increase that ShopperTrak predicted before the holiday retail season started rolling.

"As we anticipated, retailers saw a gain in sales compared to last year as the economy continues to recover," said ShopperTrak Founder Bill Martin. However, Martin also noted that the details of the holiday season were complex.

Consumer foot traffic plummeted 14.6 percent, according to ShopperTrak, which has cultivated a specialty in measuring foot traffic. It quantifies foot traffic at more than 50,000 global locations and analyzes the data in a proprietary model.

Extreme weather during December in many parts of the U.S. forced people to stay home and away from shopping areas, Martin said. Yet he and other market researchers have noted that the mall's loss is the gain of e-commerce. The number of people who shopped e-commerce during the 2013 holiday is forecast to increase. Prominent e-commerce market-research company **comScore** reported that consumers spent \$1.2 billion on e-commerce during Nov. 29, or Black Friday, the tradition-

al start of the Christmas season, making it the first billion-dollar shopping day in the history of e-commerce.

Cardinal Commerce, a Cleveland-headquartered tech company that provides tools to help online retailers accept e-commerce and mobile devices, said that merchants using its system processed 46 percent more transactions during the holiday season compared with the same time in the previous year.

ShopperTrak's Martin forecast that consumer patterns are changing and more shoppers will increasingly use e-commerce and mobile channels. However, he expected that the overwhelming majority of all retail sales in America will take place in bricks-and-mortar stores.—*Andrew Asch*

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- **FactoryLA Incubator Closes Its Doors**
- **Loehmann's to Close All Stores**

Retail *Continued from page 1*

National Retail Federation, another prominent trade group, announces its report of holiday business on Jan. 14.

Retail analysts have used uncharacteristically tough language to describe holiday business. In a Jan. 8 note, Liz Pierce of **Ascendant Capital Markets LLC** wrote, "Overall, we would characterize the 2013 holiday season as a bust as week after week of storewide discounts and promotion did not seem to be enough to inspire consumers to shop like they have in previous seasons."

In research notes dated Jan. 8 and Jan. 9, Adrienne Tennant of **Janney Capital Markets** said that consumers were going through a "malaise." In her Jan. 9 note, Tennant

wrote, "Our checks show that the holiday 2013 season had some of the deepest promotions we have seen in the recent past, including 2008."

Based on same-store sales, many retailers—including **The Buckle Inc.**; **Zumiez Inc.**; **L Brands Inc.**, the parent company of **Victoria's Secret**; and **Pacific Sunwear of California Inc.**—either lowered or revised their fourth-quarter earnings forecasts. On Jan. 9, PacSun announced its same-store sales for its fourth quarter were flat when it excluded e-commerce. However, same-store sales were up 1 percent when e-commerce results were included for the quarter, said Gary H. Schoenfeld, the mall-based retailer's president and chief executive officer.

"Overall, it has been a choppy holiday season," Schoenfeld said in a statement.

Gap Inc., however, announced Jan. 9 that after examining most of holiday receipts, the company would not cut its guidance for its full-year earnings per share. The guidance range is currently \$2.57 to \$2.65 for fiscal 2013, said Glenn Murphy, chairman and chief executive officer of Gap Inc.

Murphy called his company's December performance "solid." Gap Inc.'s same-store sales broken down by division include a 1

December Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
The Buckle	\$180.09	-2.0%	-2.8%
Gap	\$2,050.00	-0.1%	0.0%
L Brands Inc.	\$2,098.00	+0.7%	+2.0%
Stein Mart	\$175.60	-1.6%	+4.5%
Zumiez	\$125.30	+4.2%	-2.4%

Information from company reports

percent increase for the **Gap Global** division, a flat performance for the **Banana Republic Global** division and a decline of 2 percent for **Old Navy Global**. ●



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Surf Brand *Continued from page 1*

new ideas and a fresh 'outside-of-the-industry' perspective," a company statement noted.

The trio of leaders for the new brand have been stars of the surf industry and have worked closely with each other in the past. In the 1990s, Rapp and Fry worked in design at **Quiksilver Inc.** in Huntington Beach, Calif. Fry later directed women's fashions at Billabong, where she worked with Naude.

During Fry's Billabong stint, the label's bikinis were featured in the high-profile 2012 and 2013 swimwear issues of *Sports Illustrated*. The label also was honored with the **Surf Industry Manufacturers Association's** Image Award for "Women's Apparel Brand of the Year" in 2010 and 2011.

In May 2013, Fry made headlines for leaving Billabong to helm women's design at **Volcom Inc.**, where she served as vice president of women's, which was a new position at the company. She left that job in December to start her new venture. ●



Summer Rapp and Mandy Fry (Courtesy of Stokehouse Unlimited)

Corrections and Clarifications

In the Jan. 3 article "The Store of the Future," it was incorrectly stated that **Alternative** runs a boutique in New York. Alternative runs boutiques in Los Angeles' Abbot Kinney Boulevard and Larchmont Village neighborhoods and Hayes Valley in San Francisco.

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Agenda *Continued from page 1***Cobra Lord and HippyTree.**

The menswear-dominated show also made room for women's fashions. After taking a bow at Agenda's Long Beach show last July, **AgendaWMNS** solidified its gains by having more women's fashion brands—over 50 exhibiting, compared with its debut of 30, said Vanessa Chiu, Agenda's director of women's sales and marketing.

The crowded show floor could have been a metaphor for a crowded trade show calendar. After Agenda closed on Jan. 7, many of the vendors flew to Orlando, Fla., to exhibit at the Jan. 9–11 run of **Surf Expo**.



Aaron Levant, above. Gee dela Cruz of Crooks & Castles, below, takes an Agenda meeting with retailers.



It was a challenge for companies showing at both shows. "It's a nightmare," Joel Cooper, chief executive officer of **Lost Enterprises**, said of preparing for the frenetic show calendar. Many vendors were forced to produce more samples to satisfy the needs of both shows and also build separate booths for each show. Still, Cooper was pleased with Agenda's attendance. With two big shows competing for a busy market's attention during the same week, he had expected fewer retailers and vendors. "If this show is this big so early in the year, it shows that Agenda is picking up great momentum," Cooper said.

Aaron Levant, the founder of Agenda, said that he realized that there was frustration with the show dates. He tried to negotiate with other trade shows at the Long Beach Convention Center to switch dates, but no one wanted to change their calendars. He said convention-center management schedules show dates three years in advance. January also happens to be one of the busiest months in the trade-show season, with popular events such as the **Consumer Electronics Show**, **Snow Sports Industries America** and **Outdoor Retailer** also vying for exhibitors' and buyers' attention. "No matter when you put on a show, you are stepping on someone else's toes," he said.

While the recent show's vendor base grew slightly compared with the July show, Levant did not want to pack more booths into the show or leave the Long Beach Convention Center because the show would lose a quality that makes it unique. "There is an intimacy and a personal connection at Agenda. If you put it on a larger scale, you can't make that personal connection," he said. Retailers from every state except South Dakota, as well as buyers from 48 for-

eign countries, shopped the show, Levant said. These included **Pacific Sunwear**, **Sun Diego**, **Jack's Surf**, **Kitson**, **Diane's Beachwear**, **Spyder Surf** and **DTLR**. Vendors working the show said business was good. Emil Soriano, design director of the **Crooks & Castles** brand, forecast a slight increase in his brand's business—5 percent over the January 2013 Agenda. He said he believes retailers' business has been improving and buyers wanted to see what was new in 2014.

Eme Mizioch of the **TeeInk** brand exhibited at Agenda and said most buyers were interested in taking notes. "You get follow-up—but only weeks later." Of those who were ordering, 60 percent requested immediates, or merchandise with delivery dates much earlier than the seven months out for the Fall fashions that many vendors were showing.

Greg Garrett, co-owner of **Z Supply Inc.**, producer of **Black Swan** and **Others Follow**, said many retailers prefer to order immediates, but business must be solid. "They're buying. They reorder all of the time," she said.

However, the Agenda show followed a Christmas retail season characterized by only modest business. In a Jan. 8 research note, Wall Street analyst Adrienne Tennant of **Jan-**



OPEN AGENDA: Heavy crowds walked Agenda's first day.

ney Capital Markets described the season's business as being marked by a malaise that would continue. "We believe the consumer malaise experienced in holiday will continue into [the first quarter,]" she wrote, forecasting that retailers will lower their earnings guidance the first quarter.

Core skate and surf shops were part of the mainstream of retailers during 2013, as they reported solid sales through most of 2013, said Cary Allington of market-research company **Action Watch**. Its index of private retailers posted sales increases of 1 percent from January to November of 2013 compared with the same period the previous year. However, apparel sales increased nearly 3 percent during that time, and the women's apparel category was responsible for much of the increase.

Fraser Ross of prominent boutique chain **Kitson** shopped Agenda and said Christmas sales were great although the season was marked by a big rush in the five days before Christmas. Streetwear is growing in importance, said Ross, whose merchandise mix is influenced by what celebrities wear. "Streetwear makes you look more current. All of the social-media celebrities are wearing it," he said.

Fall 2014 street fashion trends included continued interest in chino pants and workwear. For prominent companies such as **Vans**, it meant less denim on the trade show floor. "The denim business has plateaued," said Daniel Hernandez, Vans men's apparel merchandiser. "Chinos and workwear pants have been driving the business."

Showing off stylish socks and shoes is important to streetwear acolytes, so many vendors have offered jogger-style work pants, with ankles tapered off and cut like sweat pants, said Amy Beams, design director of the **Ambig** label.

Adam Derry of brand-development company **ADBD** said long-sleeve T-shirts seemed to be enjoying a revival and prints were getting brighter. "There is a distinct effort toward vibrant colors, collage patterns and color blocking, a nod toward the evolution away from the minimalist black-and-white looks of past seasons," he said. ●

50 & 6

In Los Angeles, a cup of coffee brings Michael and his wife together as they prepare for a day at the office.

In Chicago, a cup of coffee brings James and his coworker together as they take a break from work.

In New York, a cup of coffee brings Hyo-Ju and her best friend together as they finish their homework.

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NEW LINES

CALIFORNIA MARKET CENTER

NEW LOCATIONS

RECESS SHOWROOM

Suite A601
Butter Super Soft Kids' apparel
Dopper Kids' apparel
Fore!! Axel and Hudson Kids' golf-inspired apparel
Kana Kids' and Tweens' apparel
Lil JACHS Boys' apparel
Mini Vinca Kids' jewelry
Miss Me Girls Kids' apparel
Skylar Luna Kids' pajamas and plush
Sock It to Me Kids' socks and hosiery
Soofergirl Kids' apparel
Tattly Novelty temporary tattoos
Threadless Kids' tees and apparel
Tiny Whales Kids' tees and apparel
Twistband Kids' hair accessories
Wallcandy Arts Room decor

SCOOP SHOWROOM

Suite A603
100% Gumdrop Kids', jewelry
Beatrix New York Kids' bags and accessories
Dino Bebe Infants' and toddlers'
Dirtee Hollywood Kids' apparel
Fish Flops Kids' footwear
Imps & Elfs Kids' apparel
Iscream Kids' accessories
L'oved Baby Kids' apparel
Little Traveler Kids' apparel
Lucky Jade Kids' apparel
Max & Bean Tween apparel
Mini Shatsu Kids' apparel
Miss Behave Tween apparel
Nohi Kids' apparel
Pepper & Penny Tween apparel/Kids' yoga wear
Tractr Kids' premium jeans
Trumpette Kids' socks and accessories

JB ORIGINAL VINTAGE

Suite A662
JB Original Vintage Children's/boys'
PERLMAN REP
Suite B535
Closet Contemporary
Desigual Updated/Young contemporary
Darling Young contemporary
Dex Contemporary
Little Mistress Young contemporary
Louie et Lucie Young contemporary
See U Soon & Colorblock Contemporary
Sugarhill Boutique Contemporary/young contemporary
Supremebeing Contemporary/streetwear men's and women's

VALERIE HAMBAS
Suite B557

Angels Never Die European collections
Gold Leaf Young contemporary brand
Hanky Panky Contemporary intimates/loungewear
Kay Celine Updated/contemporary
Love+Grace Contemporary
Papillion Blanc Updated/contemporary
Sassy Bax Intimate apparel
Saxx Men's Underwear
Second Base Contemporary/intimates/loungewear
Trybe Contemporary
Twist Bands Accessories

NEW SHOWROOMS

SHOW-IN APPAREL

Suite A387
Show-in Apparel Updated misses

SHO SHO FASHION

Suite A389
Chandy Updated tops, plus-size leggings

BEES & DRAGONS

Suite A640
Monster Republic Children's

SML STYLE

Suite A1263
SML Style Updated juniors

LAVIOL

Suite B1185
Laviol Private label

NEW LINES

ACCESSORIES

KRISTINE CLEARY

LIFESTYLES
Suite A398
Edelweiss Jewelry Fashion jewelry

ROXSTAR

Suite A1004
Blossom Box Jewelry Fashion jewelry
What a Betty Hair accessories

LEA GOLDMAN

Suite A1087
Kali Basi Scarfs Scarves

UTE WEGMANN/JIM

ROWLEY
Suite A1089
Andrea Jovine Fashion accessories

Carlos By Carlos Santana Fashion accessories

BY DEBBIE OF

CALIFORNIA
Suite A1098
Maddie & Rachel Hats, scarves, gloves

MODERN/UPDATED

SUSAN D. BURNETT

SALES
Suite A282
Elvis Laskin Updated tops
Ragz Sweaters

REICHMAN

ASSOCIATES
Suite A287
Me'chant Updated—sweaters, tops, sportswear

MARY MINSER
Suite A298
Strapz Updated lingerie

MARGARET COX

Suite A311
Six Degrees Updated tops

MELODY FAST SALES

Suite A313
Kai Moon Updated—tops

SHEILA LOTT SALES

Suite A325
Kiyo Updated

JON KATZ & ASSOCIATES

Suite A335
Miko Updated

NATURAL ART

Updated
Tango Wango

JEFF SMALE

Suite A342
Mignon Updated—special occasion, plus-size dresses

DORIS JOHNSON

Suite A380
Del Rey Updated plus-size dresses

KAREN GEORGE & CO.

Suite A394
A.K.S. Updated—tops, dresses, plus sizes

BAGORAZ

Updated—tops, dresses, plus sizes

GIVEC

Updated—tops, dresses

KALISSON

Updated—tops, dresses

PROPOSAL BY SUE

Updated—tops, petite

SAGE LANE

Updated—tops, dresses

ROBERT FRIEDMAN

Suite B336
Velvet Stone Updated

CONTEMPORARY

AK SHOWROOM

Suite B585
Love & Love Contemporary

VOOM BY JOY HAN

Suite B1213
James & Joy Contemporary tops, dresses

CHILDREN'S

ROCHELLE SASSON

PERLMAN
Suite A604
Blink Children's, girls', infants', toddlers'

NICKY ROSE KIDS

Suite A605
Autumn Cashmere Children's—girls' 4/16/ preteen

BELLE & BEANZER

Children's—infants' and toddlers' accessories and gifts

BOOTIE BATOOTIE

Children's—infants' and toddlers' accessories and gifts

VINCE CHILDREN'S—GIRLS'

4/16/preteen

ELOISA & MIA

Suite A611
Baby Sums Children's—accessories and gifts

BEBE GABRIEL

Children's—accessories and gifts, infants' and toddlers'

WAKA MONO

Children's—

TERESA'S ROOM
Suite A653
Fresh Baked Children's—girls'/boys' infants' and toddlers'

REBECCA EBERSHOFF

Suite A656
Lucas Frank Children's—boys' 4/20

IN PLAY SHOWROOM

Suite A672
Frankie and Ava Children's

RHYLA

Children's

GROUPE ZANNIER USA

Suite A675
Kenzo Children's—boys'/girls' infants' and toddlers'

AB SPOON

SHOWROOM
Suite A677
Mini Rodini Children's—infants' and toddlers'

ZUZII

Children's—infants' and toddlers'

KIDS DU MONDE

Suite A678
The Bumble Collection Children's accessories and gifts

CREAMIE

Children's—infants' and toddlers'

OILILY

Children's—girls', infants' and toddlers'

BOW AND ARROW

SHOWROOM
Suite A682
Little Italy Kids Children's—infants' and toddlers'

SAPLING CHILD

Children's—infants' and toddlers' accessories

DON WELBORN AND ASSOCIATES

Suite A684
AM PM Kids Children's—infants' and toddlers' accessories

DKNY

Children's—boys'/girls' infants' and toddlers'

GOOD LAD

Children's—boys'/girls' infants' and toddlers'

HUDSON THREADS

Children's—girls' infants' and toddlers'

JOHNNIE -D

Children's—boys'/infants' and toddlers'

LUCKY BRAND

Children's—boys'/girls' infants' and toddlers'

NICOLE MILLER

Children's—infants' and toddlers'

PAUL FRANK

Children's—boys'/girls' infants' and toddlers'

PUMA KIDS

Children's—boys'/girls' infants' and toddlers'

JULIE SMITH KIDS

Suite A686
3 Girls Holistic Perfume Children's—girls' accessories and gifts

LILY NILY

Children's—accessories and gifts

OM HOME

Children's—infants' and toddlers'

TAMBLE N. DRY

Children's—boys'/girls' infants' and toddlers'

Calendar

Jan. 12

Los Angeles Fashion Market

California Market Center
Gerry Building
Los Angeles
Through Jan. 15

Select

Transit
California Market Center
Los Angeles
Through Jan. 14

LA Kids' Market

California Market Center
Los Angeles
Through Jan. 15

Retail's BIG Show, NRF Annual Convention & EXPO

Jacob K. Javits Convention Center
New York
Through Jan. 15

Jan. 13

Los Angeles Fashion Market

Cooper Design Space
The New Mart
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through Jan. 16

Designers and Agents

The New Mart
Los Angeles
Through Jan. 15

Brand Assembly

Cooper Design Space
Los Angeles
Through Jan. 15

Printsource

Penn Plaza Pavilion
New York
Through Jan. 14

Hong Kong Fashion Week

Hong Kong
Through Jan. 16

Jan. 14

Première Vision

Indigo
Metropolitan Pavilion and Altman Building
New York
Through Jan. 15

There's more
on ApparelNews.net.

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

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

NEW LINES

infants' and toddlers'

LINDSAY'S LOFT Suite A693

Jak+Peppar *Children's*
Pazitos *Children's*

GIFT & HOME

HAPTOR BARRETT Suite C999

HGTV Home *Furniture*

BRIDGEPORT GALLERY Suite C1211

Dale Tiffany *Gift and home*
Kalayaan Candles *Candles*

ZIZI SHOWROOM C1251

Honey & Me *Gift and Home*

MEN'S

ONE TEN SALES Suite C407

40 oz New York Men's—*street*
contemporary

Aura Gold Men's—*street contemporary*

Slow Bucks Men's—*street*
contemporary

THE NEW MART

NEW SHOWROOMS

BOB DITCHIK AND ASSOC./THE H.E.M. SHOWROOM Suite 508

Able
Blue Velvet
Brinla
Lapis
Lapis Kids
Kische
Kokomo Unlimited
Marseilles

LIBERTY GARDEN Suite 709

Liberty Garden

THE VILLAGE SHOWROOM Suite 809

Black Hearts Brigade
Chaser
Heyoka Leather
Nikki Rich
Private Arts
Stacy Sterling

DATSCAT Suite 910

Black Swan
Feather 4 Arrow
Havaianas
Luli Fama
Others Follow
Quintsoul
Raviya
Rose Gonzales
White Crow
Z Supply

NEW LOCATION

CHANTAL ACCESSORIES Suite 509

(formerly in Suite 410)
Christopher.Kon
Co-Lab
Janna Cooner
Karlita Designs
MILA Trends
Patrick Shannon
Pistil
Shira Melody

NEW LINES

STUDIO TWO CLOTHING Suite 401

Collective Frequency by
Tova Celine
Stacy Chang

REPRESENTING Suite 509

David Galan Handbags
Rae Vavre Jewelry

LEILA ROSS L.A. Suite 605

Covet

JOKEN STYLE SHOWROOM Suite 607

Beach Rays
Double Zero
Le Doux
Massana
Pro Skins
Rolla coster
Sigal
Smash
Steinhausen
Strikeleather
Surfer
Tee Ink
Vast
Vicious Venom
Wet
Wilma & Ethel

MARY JOYA SHOWROOM Suite 609

Artisan de Luxe
Trunk Ltd.

KLA/KAREN L. ANDERSON Suite 704

Baci Collection

A LA MODE SHOWROOM Suite 711

Hourglass Lilly
Lily

WORK IN PROGRESS Suite 901

Faberg Du Temple
Koral Activewear
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NEW SHOWROOM: Katelyn Hill, sales assistant, and Marion Metcalf, sales representative, work in the Vertigo showroom.

Vertigo Showroom

**Gerry Building
Suite 203
(714) 381-3329**

The **Vertigo** showroom has only been open in the **Gerry Building** for a few months, but the line has been around for decades.

The label launched in Paris in 1984 and soon traversed the Atlantic and opened a store on Madison Avenue in New York and other high-end retail thoroughfares.

About 15 years ago, Los Angeles apparel maker Shawn Far started licensing the Vertigo label for the United States. Eventually, he ended up owning the label to manufacture and sell in Canada, the United States and Latin America.

"We do really well all over Latin America," said Marion Metcalf, Vertigo's sales representative at the Gerry Building showroom. "It's a

classic, contemporary, modern sleek line that is affordable."

The Vertigo brand embraces a wide spectrum of clothing that could classify it as a lifestyle brand. There is eveningwear, sportswear, career wear, dresses, slacks, sweaters, blue jeans, activewear, outerwear, handbags, jewelry and accessories.

Goods are manufactured in China to keep wholesale prices at \$25 to \$150. The line is designed by Ashley Rios at the Vertigo headquarters near downtown Los Angeles.

When Far bought the Gerry Building in late August, it only seemed natural that he would open a showroom in the structure. Currently, the 1,263-foot space is filled with goods for Spring/Summer 2014.

Right now, the Vertigo showroom is in a temporary location on the second floor. But it will be moving to the sixth floor after remodeling is finished for a new showroom.

—Deborah Belgum



CHANGE OF VENUE: Bob Ditchik and Howard Meyers in their new showroom at The New Mart

Bob Ditchik and Associates/The H.E.M. Showroom

**The New Mart, Suite 508
(213) 623-6655**

The Jan. 13–16 run of **Los Angeles Fashion Market** will be the first market for Bob Ditchik and Howard Meyers in their space at **The New Mart** after the two spent decades—three for Ditchik and two for Meyers—in the **California Market Center**.

In November, the two moved to the new 1,500-square-foot showroom on The New Mart's fifth floor.

"We needed a change," Ditchik said. "Change is good."

The two are partners in the new space, which houses four collections: California-based **Lapis**, **Blue Velvet** and **Brinla** as well as Seattle-based **Kische**.

Catering to misses/contemporary buyers for major retailers such as **Macy's**, **Nordstrom**, **Dillard's** and **Steinmart**, the collections are wholesale priced between \$39 and \$89.

"We do a lot of business with majors, but we're happy to do business with specialty stores, as well," Ditchik said.

The showroom's lines do especially well for Spring and Summer, but Meyers said he and Ditchik did well with sweaters and sweater-knit skirts for Fall. "We had a good season," Meyers said. "Fall and Holiday were exceptional, but Spring and Summer is where we excel.—Alison A. Nieder

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Dear Creatures / T&A Showroom B588



T&A Showroom

California Market Center, Suite B486 and Suite B588
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www.tandashowroom.com

Tim Padilla and Alfred Davis opened their **T&A Showroom** more than five years ago in the **824 Building**, the wholesale building located just north of the intersection of Ninth and Los Angeles in the **Los Angeles Fashion District**. Over the years, the showroom at the 824 expanded from one 800-square-foot space to two showrooms, housing men's and women's collections, and the business expanded to include a New York showroom, as well.

This year, the West Coast showroom moved to a pair of showrooms on the fourth and fifth floors of the **California Market Center**. Both opened in time for the Jan. 12-15 run of **Los Angeles Fashion Market**. T&A's contemporary menswear

and premium streetwear collections are housed in a 3,500-square-foot space in suite B486 in the CMC's **Area 4** section. Women's contemporary and young contemporary lines are in a 1,400-square-foot space in suite B588.

"We were enticed with how competitive a package the building was able to put together for us," Padilla said. "We were really able to latch on the aspirations of what the shared dream is in terms of building the [Area 4] section."

Padilla also praised the CMC's amenities. "Who else can boast a sushi bar, Italian restaurant, four banks, a dentist [and a] dry cleaner?" he said.

T&A offers a broad mix of men's and women's merchandise carried by retailers ranging from **Nordstrom**, **Bloomingdale's**, **Neiman Marcus** and **Fred Segal** to **Hot Topic** and **Urban Outfitters**.

"If one segment of the market tapers off,

➔ **T&A Showroom** page 8



Look What's on the Horizon

Sometimes great partnerships begin in the most innocuous way. For apparel sales representative Frank Vendura, his connection to Pakistani fleece producer Abdul Sattar of Horizon Blanks started when Sattar wandered over to his booth at the Imprinted Sportswear Show in Las Vegas last year. "He needed my screwdriver," Vendura recalls, "and I lent it to him. That was it." But the pair continued to talk during the show and, by the end, Frank had introduced Abdul to his son, Rob Vendura, and a relationship was born—one that effectively bridges the apparel manufacturing gap between the U.S. and Pakistan, directly benefitting American consumers.

Horizon Blanks was founded some 30 years ago by Sattar, a Pakistani native educated at UC Berkeley. Working out of Atlanta, Sattar distributed quality apparel produced at family factories back home. When his American-born son Faisal graduated with an MBA from Columbia University, the family decided to return to Pakistan to oversee the company's completely vertical operation, which includes manufacturing and fabric divisions, multiple factories, a knitting facility, a cutting facility, and dye houses. They needed a representative here to sell their lines of men's and women's and youth zip and pullover hoodies, and that is where Frank and Rob came in.

Frank has spent nearly 30 years in the apparel business, repping others and running his own cut-and-sew operations. Rob used to accompany his father on sales trips from the time he was 12, and at 15 he took his first job, as a stitcher in an H.L. Miller factory. The two have partnered for nearly 20 years. Rob sees a nice parallel in the father/son pairings. "Frank and Abdul are similar in age, Faisal and I are similar in age. Faisal and I are both married and raising families. Frank and Abdul have been in the business for 30-plus years, I've been in it for the last 20, and Faisal has been hands-on with Horizon for more than 10. Reputation, customer satisfaction, and quality are important to all of us."

The product itself is what drew Frank's attention initially. "Fleece is made extremely well in Pakistan," he explains. Horizon produces four weights of fleece, from lightweight 7.00, 8.00, 9.30, and heavyweight 10.00. Horizon will produce prepared-for-dye but also works with a palette of 20 standard colors in its dye house and does an exceptional, and

quick, job of matching color samples when requested. "Abdul doesn't skimp on the quality, but it's not just the fabric, it's a better grade of zipper, of everything that goes into the product to provide the best value for the dollar," says Frank.

What sold him, however, was the Sattars' dedication to doing business the American way, a way the Sattars themselves were accustomed to. Every email the Venduras send at night is responded to by the next morning. The Sattars can produce a sample within a week. After an order is taken, they will send samples off the production

line for approval, at no extra charge. And, once an order is approved, Frank says, "they deliver it to your door for one price—everything is done for you."

The Venduras, who will be representing Horizon, along with Abdul Sattar, at ISS Long Beach Jan. 17-19, are looking to build up the company's business methodically

and carefully. Their immediate target is established companies such as mid- to large-size screen printers who would be comfortable buying container-loads—"somebody looking for a long-term relationship that wants good quality, on-time delivery and wants to have peace of mind," Frank says.

For now, the Venduras and Sattars will be happy to have the curious stop by Booth 651 "to touch and feel the garments" and experience the exceptional soft hand and difference in quality. And those already doing business overseas can find out what Horizon can do for them that their present manufacturer can't.

"It's difficult for people to go overseas," says Rob. "There's a new factory there every five minutes. People don't know who to deal with, who they can trust. People are getting burned. The message we want to get out is relatively simple: American ownership and American representation mean less lost in translation, little to no cultural differences, and excellent communication and response time. It's just like dealing with an American company with overseas pricing."



Horizon Blanks
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Core Showroom

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Nestled on the 10th floor of the Cooper Design Space, Core Showroom is stepping out on its own, moving to suite 1014 after sharing space in suite 1008 for a few years, said Jillian Kirk, Core's owner.

"After 23 years in The New Mart, we decided to move over to Cooper and ended up sharing a fabulous space with Sydney Evan [jewelry showroom]. We parted ways end of '13, and Core is excited to have its own home again," Kirk said, giving some history of her business.

Core currently represents two clients, Autumn Cashmere and Trouble at the Mill, which is designed by Stacey Tanham. Trouble at the Mill is a Los Angeles-area casual collection with a dressy edge. Its wholesale price points range from \$39 to \$180. Some of its looks include T-shirts with screen prints, jackets, dresses and jeans featuring prints such as Jackson Pollock-style paint splatter.

Autumn Cashmere is a New York-headquartered line that has been in business for more than two decades. It offers cotton and cashmere clothes, with wholesale price points ranging from \$120 to \$300. The Spring 2014 looks for the contemporary cashmere collection features stylish dresses, cardigan sweaters, and pullover sweaters featuring graphics such as the slogan "Peace, Love & Rock" and the U.K. flag.—Andrew Asch

T&A Showroom *Continued from page 7*

typically another segment of the market is experiencing growth," Padilla said. "Our diversity allows us to capture these revenue streams."

The showroom's women's lines include Dear Creatures, Eight to Four, Eve Gravel, FOMI, Paolo Hernandez Sombrio and Miho. Men's offerings include Alkemy, Alpha Industries, Barque NYC, Carapace, Color Siete, Control Selector, Eight to Four, Fontaine, Munguia, Paola Hernandez, Ravado, Rose Pistol, Sombrio, T.K. Garment Supply and Vlado footwear.

The international mix includes collections from Italy (Blomor), Japan (T.K. Garment Supply), Canada (Eve Gravel) and Colombia (Color Siete and Rose Pistol) as well as U.S. brands (Alpha Industries). Wholesale prices

range from \$20 to \$600 and up.

"Our intention in establishing such a diverse range of collections is so we can truly utilize all the different relationships we have been able to develop throughout the years," Padilla said.

Another draw for the Padilla and Davis to move was the opportunity to continue to host parties and events in their showrooms.

"The building seemed quite open and amiable in supporting our fashion [and] industry events, which is an aspect of our business we are happy to bring on board," Padilla said. "[We] really feel that it can be integral and instrumental in bringing that common dream [and] vision to fruition. We're here to help unstuff the building a bit and help people see the true potential."

—Alison A. Nieder

Capsule *Continued from page 1*

infrastructure.

"It will allow them to play on a bigger stage and make it more competitive," said Jason Bates, chief executive officer of the Derelict Class trade show. "With more marketing and branding, they can make it a lot more competitive and take it to the next level."

Since its launch, Capsule offered a curated mix of up-and-coming and established brands, often exhibiting in striking venues. Rob Jungman, founder and chief executive officer of Jungmaven, which exhibits at Capsule, praised Capsule's format.

"I hope it's going to be the same show," he said. "[Capsule] is a special family. They make it an intimate, non-aggressive experience. It's like hanging out with friends and family. I've never felt that way with any other show."

Maloney, Sultanik and Quirk will work with the Reed management team to continue to produce the event, according to a statement released by Capsule.

"We've watched the community of Capsule brands shape the fashion landscape, and we're proud to offer a boutique experience that provides the opportunity for industry relationships to flourish," Maloney said in a statement. "But as the market has grown, so have we, and the time is right for us to join forces with a world-class company like Reed that can help us do what we've always done, better. We are so impressed with Reed's global perspective and rich experience, and

we're looking forward to working together on what is, and will remain, a very personal project for us."

Reed Senior Vice President Greg Topalian described Capsule as "a great cultural fit" with the company's fashion portfolio. "The team's dedication to the feel, authenticity and respect



Capsule Las Vegas

for the market it serves has been, and will continue to be, the keys to Capsule's success," he said in a statement.

Sultanik said the time was right to partner with Reed. "Their support will allow us to spread our wings," she said in an email announcement about the acquisition. "Reed will provide Capsule with more outreach to retailers, smoother back-end processes, and the ability to secure amazing venues and a wealth of partnerships to benefit the Capsule experience. Most importantly, the folks at Reed believe in Capsule and see its beauty. We hope to maintain the integrity and vibes of our shows while creating a better experience overall for our exhibitors and visitors."

Terms of the deal, which closed in December, were not disclosed. ●

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Products and Services: Apparel sales representative Frank Vendura and his son, Rob, and Pakistani fleece producer Abdul Sattar of Horizon Blanks are bridging the apparel manufacturing gap between the U.S. and Pakistan, directly benefitting American consumers. Horizon Blanks was founded some 30 years ago by Sattar, a Pakistani native educated at UC Berkeley. When his American-born son Faisal graduated with an MBA from Columbia University, the family decided to return to Pakistan to oversee Horizon Blanks, an American company with fully vertical manufacturing capabilities overseas. This includes manufacturing and fabric divisions, multiple factories, a knitting facility, a cutting facility, and dye houses. When the Sattars needed a representative in the states to sell their lines of men's, women's and youth zip and pullover hoodies, they approached Frank and Rob Vendura. Horizon Blanks can produce a sample within a week. After an order is taken, they will send samples off the production line for approval, at no extra charge. And, once an

order is approved, they deliver it to your door for one price with everything done for you. The Venduras, are representing Horizon, along with Abdul Sattar, at ISS Long Beach Jan. 17-19 (booth #651). Visit them to learn about the latest promotional and premium jersey and fleece styles available as well as their private-label capabilities.

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Jobs Available



Maxstudio.com, a global corporation bringing leading-edge design to today's woman, is seeking experienced professionals.

APPAREL SPEC WRITER

Seeking a team player to be responsible for writing specification sheets in our fast-paced Pre-production department. Candidate must have 2 years experience as an Apparel Spec Writer. Must be detail-oriented and possess the ability to work well under pressure.

- Must have knowledge of garment construction for both wovens and knits.
- Must have the technical experience to create detailed sewing instructions for factories to follow
- Must have knowledge of grading
- Must be able to measure a garment accurately
- Must have knowledge of Excel, Illustrator and Powerpoint.
- Must be able to work on Tech Packs

ASSISTANT TECHNICAL DESIGNER

Develop Tech Packs for all styles to document all garment details including fit, fabric, construction, stitching and trims. Prepare sketches and diagrams with construction details.

- Maintain and update Tech Packs to effectively communicate all changes to vendors.
- Must be able to accurately measure all proto, pre-production, TOP samples to ensure accurate execution of all measurements, quality, construction and overall fit of garment.
- Take detailed notes in all fittings and clearly communicate all details to overseas contractors.
- Must have previous import and Technical Design exp.
- Must have extensive knowledge of garment construction for woven and knit garments (all categories).
- Must be proficient in Illustrator, Photoshop, and have strong Technical skills (garment construction, knowledge of yields, grading and costing)
- Must possess excellent communication and organizational skills.
- Must have a strong work ethic, eye for detail and be a team player.

Maxstudio.com offers both a competitive salary and benefits package.

Please fax resume to Human Resources @ (626) 797-3251 or email to careers@maxstudio.com.

Please include salary history.

EOE, M/F/V/D No phone calls please.

CONTEMPORARY DESIGNER

A well-established updated mature contemporary wear company is seeking an experienced Associate Designer with private label/volume business background. Organized, detail-oriented & can work well in a team setting. Send resumes by e-mail grace.lee@saymeekinc.com

ACCOUNT RECEIVABLE/ BOOKKEEPER FOR GARMENT OR TEXTILE INDUSTRY

Must have at least 5 years experience in Garment/Textile Accounting Including Factoring, Chargebacks and Collection.

Preference given to applicants with Accounting Degrees Offices in Downtown Los Angeles

Email Resume to joseph1520@gmail.com

Jobs Available

DESIGNER

Updated Missy Manufacturer is looking for a designer; Individual must have a min. of 5 years' experience in dress and sportswear; Experience in working with chains and/or dept. stores is a plus. Please email your resume to hrjob58@yahoo.com

CONTEMPORARY SPORTSWEAR DESIGNER

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

Send resumes to hrdesignopps2013@gmail.com



Growing Company, Great Team, Burbank location needs: SENIOR KNIT/SWEATER DESIGNER

Talented, prolific, current knit designer! Mixmaster! Take charge. Full knowledge, create, source, tech fit. Full process.

TECHICAL DESIGNER

Work with design team in creating. Must be fast efficient, excellent sketched, follow thru with makers All categories. Min 3 yrs experience.

Send resume with sample of work and salary requirement to : Debra @ sanctuarclothing.com

ASSISTANT TO MERCHANDISER

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-Fabric Converter- position consists of processing high volume knit & dye orders

For both positions, minimum 3 years experience in textile industry & experience in MOD2 is a plus.

Submit resume to: info@lagunafab.com

SAMPLE COORDINATOR

- Coordinate production of customer samples from design thru production

- Send out samples for approvals

All candidates send in resumes w/salary history to: job9167@gmail.com

Jobs Available



Full Charge Bookkeeper

Successful mid-sized L A Apparel Company seeks experienced full charge bookkeeper with potential to grow into a controller position. Candidate should have knowledge of Quickbooks, AIMS, Factor experience and the ability to supervise the accounting department. Must be organized with exceptional multi-tasking & communication skills. Salary and benefits commensurate with experience.

For immediate consideration, e-mail resumes to FRW@AOL.com

CAD OPERATOR

We have an immediate opening for an exp'd, highly creative Team Player to work with our fast paced Design teams. Exp. with Photoshop & Illustrator CS 3 a must. Duties include flat sketching, line sheets, Illustration boards, screen print graphics, all over print artwork, re-coloring & CADS. Min. 3 yrs. exp.

Email resumes to: caricua90@gmail.com

PRINT/GRAPHIC ARTIST

The position primarily focus is on Prints. The ideal candidate must have recent exp. with Print design & have knowledge of Screen & Sublimation Design. Prof. in Photoshop and Illustrator. Some presentation boards, including flat sketches. Preferably Junior and/or Contemporary exp.

Qualified candidates fax resumes to 626-934-5201 or email rvasquez@swatfame.com

RAW MATERIALS PLANNER

Plan and execute procurement of raw materials from global suppliers.

Maintain and monitor Master Data. Proactively report product and material availability issues. Maintain purchase order status and shipment tracking information in ERP system. Coordinate with contract manufacturers and suppliers the required international shipping and commercial documents.

Minimum 2-3 years of Supply Chain planning experience required. Bachelor degree in Business, Operations, Supply Chain or related field. Strong interpersonal and communications skills (oral & written). Self-starter with ability to work independently under pressure and react quickly to changing priorities.

Email resume to a4jobapps@gmail.com

Cust Service Assistant

Active wear brand seeking Cust Service Asst for all facets of office duties: answering phones, cust support, data entry, etc. Ideal candidate must have strong communication and multi-tasking skills with knowledge of EDI required. E-mail resume to monica@bordx.com

Prod Assistant

Active wear brand seeks Prod Asst to aid in issuing cut tickets and allocating cuts, purchase of trim, fabric, accessories. Individual must have prod experience, highly organized, detail orientated and a team player.

E-mail resume to joseph@bordx.com

Patternmaker & Production Assistant

Better Women's Contemporary manufacturer seeking fast & accurate first thru production PATTERNMAKER experienced with knits & wovens, able to drape & spec. Gerber knowledge a plus. PRODUCTION ASSISTANT with computer skills & at least 5 years experience, Photo Shop & AIMS knowledge a plus. Email resume to roshanne@erabrandusa.com

Jobs Available

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SPEC WRITER

Seeking team player to be responsible for writing specification sheets, and creating line sheets in our Pre-Production Denim dept. Candidates must have 2 yrs exp. and be proficient in PC applications. Must be detail-oriented, and possess the ability to work well under pressure. Garment construction knowledge a must. We offer a great working atmosphere, competitive benefit package. Qualified exp. candidates fax resumes to 626-934-5201 or email to HR@swatfame.com

WAREHOUSE CLERK

Textile/garment importer seeks a self-starter, motivated warehouse clerk. Must have good communication skills. Responsibilities include receiving inventory, cut/tag inventory, deliveries, and heat transfers. Please email resume to: resume@meridiantex.com

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FREELANCE PATTERNMAKER

Looking for a full time 1st through production patternmaker with a min. of 10 yrs exp in the better or contemporary market. Knowledge of quality construction & knits are a must. Ideal candidate would be a professional who appreciates the fit & finish of a beautiful product & can see it through all the design & production stages. Please e-mail resume to: info@bailey44.com

Raquel Allegra

PRODUCTION PATTERNMAKER

Must have min. 10 yrs exp. Expertise in Advanced Contemporary construction. Exp. with garment dye, washes, shrinkages a must. Must be Gerber proficient. Must be able to keep to schedule, communicate well and work well with others. Please send resumes w/work and salary history to: HR@RaquelAllegra.com

PRODUCTION COORDINATOR

Design oriented textile/garment importer seeks an aggressive, motivated individual for Production Coordinator position. Exp. in textile and garment industry helpful. Must be organized, detail oriented, a self starter, computer proficient & a team player with excellent communication skills. Please send resume to: resume@meridiantex.com

PRODUCTION COORDINATOR

* Issue and Maintain Production Orders.
* Manage vendors to ensure that prod'n meets quality standards, costs, delivery deadlines, & cust. requirements. All candidates send in resumes w/salary history to: job9167@gmail.com

PRODUCTION SAMPLE SEWER

Stretch Knits and some soft woven's for domestic production. Must read, speak and comprehend English. Call 323-260-7308 ext 243

PURCHASING COORDINATOR

Source, Develop and purchase fabric, trims and blanks. Issue and track PO's. Monitor inventory levels. All candidates send in resumes w/salary history to: job9167@gmail.com

Jobs Available

1st - Production Patternmaker

LA contemporary company seeking 1st - Production Patternmaker. Min 10 years exp. Must be proficient at Gerber system. Must specialize in garment dye knits, denim and woven garments. Attend fittings and assist in creation and execution of product. Expert at fit, construction, draping, textiles, shrinkage. Ability to work in fast paced environment. Competitive Salary & Benefits. Send resumes to: patternmakerforus@gmail.com

Production Manager - Apparel

Seeking Production Mgr for fast growing men's and kids wholesale apparel org. Responsible for the production of a set of accounts (major dept stores), from beginning to end. Must have 3-5 years exp in apparel prod, esp dealing China. Must understand sourcing, WIP schedules, pre-production, Apparel Magic. info@sovereigncode.com

Production Manager

Production Mgr for domestic women's apparel co. specializing in dresses, swimwear & separates. 3-5 years experience as Prod. Coordinator or Manager required. Must have exceptional multi-tasking & communication skills. Must be computer literate & report savvy. Company offers benefits. Bilingual English/Spanish a plus. Send resumes to laprodmg@gmail.com

Production Print Coordinator

Create Print POs. Prepare trims, etc. needed for print PO's. Coordinate with in house and international printers on status and deliveries. Email resumes to: resumes.info@gmail.com

NYDJ

OUTSIDE QC INSPECTOR

NYDJ is seeking an exp'd Quality Control Inspector with exp. in sewing. Independent, proactive, and comfortable working with outside vendors. Works well under pressure, is motivated, reliable, and organized. Must be bilingual English/Spanish and have exp. in women's denim. Excellent benefits & work environment.

No phone calls please.

Forward resumes to:

eric.ueno@nydj.com or rocio.ramirez@nydj.com

DENIM SALES REP

Junior / Young Contemporary Mfg. LA Based Denim Enterprise, Seeks motivated & experienced sales rep with current relationship & established accounts. Major, Specialty Stores, Lg Volume, Private label, Some road work, travel. Salary Plus Commission. Email: bonageusa@gmail.com

SALES REP & DESIGNER for PANTS

Vertical Fashion Company is looking for an experienced Sales Rep + Designer specializing in pants. Must have established following with Chain and Dept. stores.

Please send resume to: alan@chungwoocorp.com and annie@chungwoocorp.com

Celadon Corporation (dba Chung Woo)

Sales Manager

A L.A based Juniors line is looking for an experienced and motivated sales manager. This person must have experience selling the Junior's category with current buyer contacts. Only candidates with recent working history will be evaluated. Forward your resume to juniorsapparelLA@gmail.com

Sales Person

Better Sweater Co. is looking for in-house Sales Person with existing clients, majors and specialty stores, with at least 5 years experience.

Resume: info@lovetokenus.com

Jobs Wanted

Salesperson

LA based KIDS LINE looking for an experienced salesperson to join a growing team. Must have strong buyer relationships and successful experience selling to major regional and national retail accounts. Please email resume to: joe@3streetapparel.com

TEXTILE SALES MANAGER POSITION Sales for knits and novelties. Must have experience. Must be able to travel. Great position. Send resume to: Elotexinc@gmail.com

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CLOTHING

SENIOR TECHNICAL DESIGNER/BOTTOMS

5+ yrs. experience in the fashion industry and in the technical area responsible in creating complete technical packs from pre-development stage to end production in full cycle. Must have denim and non denim washed and fashion bottoms experience. Familiar with specs and fitting interpretations. Sit in fittings with designer. Communicate overall fit comments/approvals to oversea factories. Proficient with Illustrator, Photoshop, Word and Excel. Patternmaking knowledge a plus.

Email resume along with salary requirement to: rosemary@sanctuaryclothing.com

TECHNICAL DESIGNER

3-5 years exp in technical design in dresses, strong understanding of patterns & garment construction, original specs, grading & corrections. Will measure import samples from 1st fits to TOP's, check correct construction, fabric, trims & labels, attend fittings, work closely with designer & pattern makers to ensure correct fit & construction. Will communicate & release fit comments/corrections to overseas contractors including making necessary spec & grading changes. Will work with production manager to prioritize/manage work based on delivery deadlines. Attention to detail & proficiency in Excel a MUST.

Email resumes to: caricuo90@gmail.com

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