

CALIFORNIA Apparel News

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ANDREW ASCH

TO SHOP: Judy Wexler of Mystree/J. Wexler Sales, left, at Fashion Market Northern California with buyers from Napa Valley Casual boutique

TRADE SHOW REPORT

Texworld USA Draws a Crowd Amid Snowy Weather

By Alison A. Nieder Executive Editor

NEW YORK—New York saw more than a foot of snowfall on opening day of the Jan. 20–23 run of **Texworld USA**, held in the North Hall of the **Jacob K. Javits Convention Center**.

Despite the inclement weather, clusters of designers and piece-goods buyers navigated the aisles of the show looking for new textile, trim and sourcing resources amid the 260 exhibitors showing at **Texworld USA** and the **International Apparel Sourcing Show**.

“It’s quite busy—it was a bit of a surprise,” said Riccardo Ferrari, chief executive officer of Hong Kong trim supplier **Ulisse China Ltd.**, on opening day of the show. “The people we’ve been talking to are quite positive—even though the weather outside is so bad.”

Ulisse was showing several new groups, including a Steampunk-inspired collection and several items designed for denim collections. Some of the new items include natural fiber trim made with cork and embossed leather in the shape of pyramid studs.

At the **Buhler Quality Yarns** booth, David Sasso, vice president of international sales, and Victor Almeida, technical, sale and product development, met with smaller companies on the first day of the show.

“We use that to do more education, talking about using the network to help people source,” Sasso said.

Based in Jefferson, Ga., Buhler manufactures higher-end yarns using **Supima** cotton, **Tencel** and **MicroModal**.

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TRADE SHOW REPORT

Retailers, Brands Brave Snow to Scout Denim Trends at Kingpins

By Alison A. Nieder Executive Editor

NEW YORK—Despite large snow drifts and icy roads, retailers and brands turned out to hunt for new denim resources at the recent Jan. 21–22 run of the **Kingpins** boutique denim trade show, held at **The Tunnel** in New York’s Chelsea district.

Adriano Goldschmied, designer of **Goldsign** denim, and his daughter, Marta Goldschmied, co-founder of the **Emm Gold** streetwear brand, were among the designers shopping the show. Other companies in attendance were **Target**, **Lucky Brand Jeans**, **Bella Dahl**, **Lane Bryant**, **Ralph Lauren**, **Chico’s**, **Madewell**, **Express**, **LF Stores** and **Quiksilver**.

“I was surprised how busy we were. We definitely had the key

retailers and brands,” said Jean Hegedus, global segment leader for denim for **Invista**, makers of **Lycra**.

Invista was showing the latest developments in performance denim using Invista’s **Toughmax**, **Coolmax** and **Thermolite** fibers, as well as denim with improved stretch and recovery properties made with **Lycra DualFX**, a blend of Lycra and Invista’s **T400** fiber.

Kingpins founder Andrew Olah was pleased with the turnout.

“We had a typhoon at the Hong Kong show and had to lose half a day. Now we have a snowstorm, and we stayed open,” he said.

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TRADE SHOW REPORT

Swim Collective Has a Solid Show With Plans to Move in August

By Deborah Belgum Senior Editor

HUNTINGTON BEACH, Calif.—Business was brisk at **Swim Collective**, where retailers hunted for anything that hinted of newness at one of the year’s first swimwear shows.

In a packed ballroom at the **Hyatt Regency Huntington Beach Resort & Spa**, 70 exhibitors showed coverups and swimwear for the Summer 2014 season.

About 20 percent of them were new to the event, held Jan. 24–25, while 80 percent were repeat attendees, said Shannon Leggett, executive show director.

Several new exhibitors trying to expand their territorial reach decided a smaller swimwear show was the place to grab new business.

That was true for **Elan International**’s first appearance at **Swim Collective**. The show went well for the

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TRADE SHOW REPORT

Fashion Market Northern California Starts 2014 With a Big Buzz

By Andrew Asch Retail Editor

SAN MATEO, Calif.—The first **Fashion Market Northern California** trade show of 2014 buzzed with business during its Jan. 26–28 run at the **San Mateo Event Center** in San Mateo, Calif., which is a 20-minute drive south of San Francisco.

“It’s bigger, better and has more enthusiasm,” said Suzanne De Groot, executive director of **Fashion Market Northern California**, of the show, which is held five times annually.

Show management estimated that buyer-attendance records were broken for the first day of the show, when more than 300 buyers worked with 200 vendors, who represented 2,000 collections of sweaters, sportswear, activewear, coats, dresses, eco fashion, lingerie, maternity,

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NRF Says No to Obama's Call for Minimum-Wage Increase

In the 2014 State of the Union address, which was given Jan. 28, President Barack Obama issued a call to business leaders and politicians at the state and local level to boost the minimum wage in order to strengthen the economy.

Earlier in the day, the retail trade group **National Retail Federation** issued a statement that a minimum-wage hike was the wrong idea.

"Raising the minimum wage would place a new burden on employers at a time when

national policy should be focused on removing barriers to job creation, not creating new regulations or mandates. It's simple math—if the cost of hiring goes up, hiring goes down," NRF Chief Executive Officer Michael Shay said.

In the State of the Union speech, Obama said he would issue an executive order that would require federal contractors to pay federally funded employees a wage of at least \$10.10 an hour. "Because if you cook our troops' meals or wash their dishes, you should not have to

live in poverty," the president said.

The federal minimum wage is currently \$7.25 per hour. At \$8 per hour, California is one of 21 U.S. states with a minimum wage higher than the federal wage. The state's minimum wage is scheduled to increase to \$9 per hour in July and to \$10 per hour on Jan. 1, 2016. San Francisco and San Jose have even higher minimum-wage requirements. In San Jose, the minimum wage is \$10.15 per hour, and, in San Francisco, it is \$10.74 per hour.—*Andrew Asch*

Customs Expert Tom Gould Joins ST&R Law Firm

After more than a decade running his own customs consulting business in Los Angeles, Tom Gould is joining **Sandler, Travis & Rosenberg**, a law firm that regularly advises apparel and textile companies in California.

"We're exceptionally pleased that Tom has joined the firm," said ST&R's founding partner Lee Sandler. "Tom is a noted authority in textile and apparel industry matters, but he's also very highly regarded for his knowledge on the full range of import/export issues affecting all industries. Los Angeles is a major player in international trade, with the nation's biggest port and a resurgent fashion manufacturing sector."

Sandler said both his Miami-based law firm and Gould have worked closely with Los Angeles-area apparel companies for years.

Gould is a licensed broker and certified customs specialist who has written several articles on customs issues for the *California Apparel News*.

He regularly advises clients on customs and international trade compliance matters, classification, origin determination, qualification for free-trade agreements, special duty-reduction programs, product safety, and supply-chain security. He will remain based in Los Angeles.—*D.B.*

Obituary

P.J. Salvage Founder and Creative Apparel Director Mickey Sills, 55

Seven months after being diagnosed with cancer, Mickey Sills, a Los Angeles apparel veteran who had been in the industry for more than 30 years, passed away on Jan. 28. He was 55.

Sills was one of those energetic individuals brimming with ideas and enthusiasm. He is best known as the founder of **P.J. Salvage**, a contemporary line of loungewear and sleepwear he later sold to Peter Burke in 1997.

In 2004, Sills created another loungewear line, **Scanty Clothing Co.**, which showed at **New York Fashion Week** and had its own boutique in the seaside Los Angeles suburb of Venice. He sold that line to **The Moret Group** in 2008.



Mickey Sills

For several years, he worked in a number of jobs at denim company **True Religion** with his wife, Kimberly Long.

He left True Religion and early last year founded **Cock-a-Doodle Creative**, an apparel and design studio housed in his garage, crammed with a hodgepodge of kooky items and bric-a-brac. At the same time, he launched a line of men's contemporary underwear and casual sportswear, called **Mickey's Self Storage**, which was just getting off the ground.

The label's motto was "You Pack It, We Store It." During **Los Angeles Fashion Market** in October, it was featured in the display window of the **Tiara Café** in **The**

New Mart as a show of solidarity with Sills' fight against cancer.

Besides his wife, Sills' survivors include his two sons, Zachary, 26, and Jack, 15; his daughter, Bennette, 20; and his brother, Steve Sills.

A memorial is planned for March 15, with details to follow. A fund-raising page for Sills' family has been created by Misty Zollars at <http://gfwd.at/1nkg8rJ>.

—*Deborah Belgium*

TECHNOLOGY

Tukatech Launches 'Tip of the Week' Contest With Prizes Up to \$5,000

Los Angeles-based technology solution provider **Tukatech** has introduced a new contest to encourage Tukatech users to visit the company's Tip of the Week page.

Part of Tukatech's education initiative, the Tip of the Week page on the company's website (<http://tukatech.com/content/tip-week>) and YouTube page (www.youtube.com/channel/UC4cEpXDsJWMKUeZeiDR2XJw) provides easy-to-follow instructions for performing functions in Tukacad and Tuka3D. The tips are provided by Tukatech customers, and the company hopes to encourage more users to post tips on the site. New tips go live every Monday and are sent to all Tukacad and Tuka3D users through the company's automatic updates. Tips are also promoted through Tukatech's social-media channels.

The contest is open to all current Tukatech customers around the world who use Tukacad for pattern-making, grading and marker-making and Tuka3D for virtual design.

There will be weekly and monthly winners chosen, who will receive \$100 and \$500, respectively, as well as an annual grand-prize winner, who will receive \$5,000.

To enter, users are asked to describe—in words, photos, charts, diagrams or video—"a tool, a function, a command, a process, or a series of tools, functions and commands that you have used in Tukacad that helped you or your company accomplish something that was difficult to do manually or something that helped you save time and increase efficiency."

These tips and shortcuts can relate to any pre-production or production process of any sewn product "as long as it is related to using Tukacad software and that it proved to be of benefit to yourself or your company."

Additional details about submissions, including file-attachment size requirements and more details about the contest, can be found at <http://tukatech.com/content/tukacad-tuka3d-contest>.—*Alison A. Nieder*

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New AAFA App Provides Industry Insight and Avenue to Share Industry Issues

Members of the apparel industry are on the front line of many industry issues, such as proposed trade agreements and pending legislation, but often they have limited access to elected officials to voice concerns or share their insight. Now there's an app for that.

The **American Apparel & Footwear Association** is hoping to "drive broader member engagement in grassroots advocacy" through its recently released mobile app for **iPhone** and **Android** devices.

According to the AAFA, the app allows AAFA members to "directly connect with members of Congress on issues such as renewing Trade Promotion Authority and passing the Affordable Footwear Act" through

the organization's Legislative Action Center. The app will also provide information on current and ongoing industry issues such as the Restricted Substances List, a database of regulated substances and chemicals. The app will also allow users to access the AAFA's Webinar Learning Center and watch archived webinars on industry issues.

The launch of the app was announced at AAFA's recent **Product Safety West Conference**, held Jan. 29 in Marina del Rey, Calif.

The app is available through **Apple's App Store** and on **Google Play**. For more information, visit www.wewear.org/app.

—*A.A.N.*

COLOMBIA'S BEST TO THE WORLD

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Gigo Underwear	Mens	4161
Unico Interior	Mens	3161
Gino Gabucci	Mens	13137
Mistura	POOL	1526
VARBO	WWD	62316
Sport World	WWD	62112
Proexport	Sourcing	90816

Colombia's sourcing industry is also being featured at the Sourcing@Magic Booth # 90816 (LVCC South Hall).

The textile and apparel industry is one of Colombia's leading forces that is currently benefiting from the 0% duty on all imports as a result of the Free Trade Agreement with the United States.

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About Proexport:

Proexport is the Colombian Government Trade Bureau in charge of promoting Foreign Investment, International Tourism and Non-Traditional Exports.

King Trade Capital: King of the Hill in Alternative Financing for the Apparel Industry

When businesspeople inquire of Paul D. Schuldiner, Partner and Managing Director of Business Development for King Trade Capital (KTC), what his company does, he tells them that his company provides purchase order financing for the apparel and accessories industries. He knows what is coming next. "When they hear that," he notes, "they tend to say, 'Oh, you're a factor.'"

"No," he patiently responds, "we're not a factor." Moving to his favored analogy—the cart and the horse—he goes on to explain that factoring, the lending of money against accounts receivable on goods already sold, is the cart. "We're the horse," he says.

This "horse" provides the capital, or "horsepower"—in many cases, 100 percent of the capital—a manufacturer needs to respond to high-volume orders and create the goods to sell. From fabric to production costs to logistics costs, KTC's financing enables a company to fulfill a critical order or orders that might take it to the next level of growth—an order it might otherwise have to turn down due to lack of capital and the inability to find other financing from banks or factors. "If a client has \$5 million in orders, and it will cost \$3 million to pay for the goods, we finance the whole \$3 million," Schuldiner says, "and we can put the financing in place in as short a time as two weeks." The bonus: "We think like investors, but we don't take any equity or stake in the company. We are," he concludes succinctly, "a short-term funding solution to a short-term funding problem."

For small to large companies who have faced this situation, KTC, the largest and oldest provider in this specialty niche of purchase order financing, may be less of a horse and more a knight in shining armor. What all of KTC's clients have in common is a golden opportunity to grow their business significantly through important sales opportunities—and the lack of capital to take advantage of those opportunities. When banks and factors cannot or will not provide the capital, they and CPAs and industry attorneys often will direct the manufacturers to KTC.

"We're a good partner to the bank or factor or trusted adviser," Schuldiner notes. "They recognize their client has a problem, and we may have a solution to that problem because we do specific transactional funding." While KTC's services are not inexpensive, they make it possible for entrepreneurial companies to vault their businesses to a new level, maybe even break into the big leagues, without giving up equity. "You can rent our capital and expertise, then wean yourself off from what you need from us," Schuldiner says. "That way, you accomplish your growth objective without bringing in an equity partner before you really want to."

KTC has worked with companies

that have \$2 million in annual sales to \$200 million, with needs as little as \$250,000 up to \$20 million. "We can support an entrepreneur in a fast-growth mode as well as a more mature company that, for example, may be a licensee of a brand with \$100 million in sales who then picks up another license that could generate an additional \$100 million in sales," Schuldiner says. "You have an entrepreneur with a vision and a plan who has an opportunity for growth and just needs this final piece to make it work."

About 75 percent of KTC's purchase order financing involves imported goods; the other 25 percent is domestic production. In either case, KTC steps in directly to monitor the transaction and shepherd the goods through to its clients for sale. Many businesses

that are unable to obtain bank financing can still take advantage of KTC's financing due to the fact that it is not the client company's balance sheet or credit-worthiness that is the deciding factor. Before approving financing, KTC evaluates the credit-worthiness of its client's customer and more importantly the ability of the potential client to execute the type of transaction they are seeking to finance.

When KTC provides financing, it pays for imported goods directly, either by opening letters of credit or issuing payments against documents, the goods having been inspected before they hit the water. With domestic production situations, where the goods are not finished, KTC monitors the quality of the fabric and ensures that the cut, make, and trim contractor "has the experience to make the garment in conformity with the client's needs," Schuldiner says. As the extra-cautious, extra pair of eyes, "we want to empower our customers with good orders from good customers with good suppliers. We're helping to mitigate production and delivery risk and make the transaction more sound for everyone in the chain."

Schuldiner, a native New Yorker who runs KTC's New York office, started as a CPA in asset-based lending, but an experience with a purchase order finance deal long ago opened his eyes to its benefits. "I've been doing this for 17 years," Schuldiner says. "What I love about it is there's nothing better than dealing with an entrepreneur who believes in his business, has gotten market acceptance, and now is ready to explode. Or assist financially a mature company ready to grow two-, three-, or four-fold. I love seeing success—it's why I have been doing this as long as I have."



Paul D. Schuldiner

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Kingpins Puts LA Show on Hiatus Until July

Kingpins—the boutique denim trade show with editions in New York, Los Angeles and Hong Kong—is putting its Los Angeles show on hiatus until July while it concentrates on launching its newest show in Amsterdam.

"We put LA on a pause," said Kingpins founder Andrew Olah, who added that the show will return to the **Cooper Design Space** for its July 29–30 run.

Kingpins' Amsterdam show will debut May 7–8 at the **Westergasfabriek Amsterdam's Gashouder**, a former industrial site that now hosts cultural events. The show is working with Dutch foundation **House of Denim**, which will, at the same time, host a four-day celebration of denim called **Denim Days**. The first two days will be focused on the business-to-business side of denim with the Kingpins trade show. The following two days will include consumers with business-to-consumer events such as pop-up shops, laser-finishing workshops, a vintage market,

and parties and events for "denim lovers, addicts and pros," said House of Denim's Mariette Hoitink.

"It would be my dream to have something similar in 2015 in LA," Olah said.

Hoitink was recently at the Kingpins New York show, where she hosted Indigo Embassy, an outreach program designed to highlight House of Denim's mission to promote denim innovation and sustainability. House of Denim recently launched **Jeanschool**, a three-year educational program in denim development. "We are super-connected to the industry. We work with the mills, the laundries—[the students are given] training with real skills in the industry," Hoitink said.

The group also plans to open a research-and-development lab in the future.

"[In The Netherlands,] the density of denim brands is the biggest in the world," Hoitink said. "We're not the biggest [brands], but we have so many companies."

—Alison A. Nieder

D&A to Open LA Show on Sunday, Beginning in March

For the upcoming **Los Angeles Fashion Week Fall '14** season, **Designers and Agents** will open its show on Sunday, March 16.

The show, which will run through March 18, will return to **The New Mart's** third-floor Fashion Theater.

Now in its 15th season in Los Angeles, D&A features a mix of contemporary and designer apparel and accessories.

For more information, visit www.designersandagents.com.

Calendar

Jan. 31

California Gift Show
LA Convention Center
Los Angeles
Through Feb. 3

Feb. 1

Stylemax
Merchandise Mart
Chicago
Through Feb. 3

"Factory Tour/Workshop: Denim Bootcamp," presented by **Fashion Business Inc.**
Vernon, Calif.

Feb. 4

DG Textile Expo Fabric & Trim Show
Hotel Pennsylvania
New York
Through Feb. 5

Feb. 5

"Fashion Accessories Using Adobe Illustrator CS6," a workshop by **Fashion Business Inc.**
online

Feb. 6

"Preparing to Exhibit Your Line at MAGIC" webinar by **Fashion Business Inc.**
online

Feb. 8

Westcoast Trend Show
Embassy Suites, LAX North
Los Angeles
Through Feb. 10

Vintage Fashion Expo
LA Convention Center
Los Angeles
Through Feb. 9

Feb. 11

Milano Unica
Fieramilanocity
Milan, Italy
Through Feb. 10

Feb. 12

FCI's fashion design orientation
Fashion Careers International
Los Angeles
"Think Like a Buyer" webinar by **Fashion Business Inc.**
online

"Oeko-Tex Standard 100 Updates for 2014" webinar
online

Feb. 13

SIMA Image Awards
The Grove of Anaheim
Anaheim, Calif.

"E-commerce Fashion for Omnichannel Retailers," presented by **Infor**
California Market Center, Suite A727
Los Angeles

There's more
on ApparelNews.net.

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

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

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POOL TRADESHOW

Texworld *Continued from page 1*

By the second day of the show, business had picked up further.

“It’s been really busy,” said Tom McCall, director of business development for **Tuscarora**, a spinning mill in Mt. Pleasant, N.C.

“We have a lot of retailers here. We had **Belk** [department store]. We have got vertical people like **Fruit of the Loom**, which is exciting for us. We’re seeing a lot of enthusiasm for reshoring or ‘Made in America.’”

Warren Zaretsky, vice president of sales for the **Mansfield** knitting mill in Los Angeles, agreed.

“Production is definitely coming back,” he said. “When people can rely on a domestic company that ships on time, they can get reorders in three to four weeks’ time. [Even] if their orders are getting smaller, it’s big for me. Instead of 100,000 [units produced offshore], they cut 30,000 [domestically].”

What’s new now?

Zaretsky was at the show with several new developments, including new French terry, new textured fabrics, new Tencel and **Modal** fabrics for yogawear, and new stripes.

“Everybody is coming to me with stripes,” he said. “Our pricing is really sharp, really competitive.”

Mansfield had a good year in 2013, Zaretsky said. “Brands are saying their business is getting better,” he said. “Accounts are doubling orders.”

The company recently purchased three new jacquard machines, he added.

At the **Mozartex** booth, Mozart Teng, president of the Jiangu, China-based company, was showing several new products, including super-lightweight 3.2-ounce Tencel denim and foil-printed Tencel denim. Mozartex works with brands such as **Bebe, Guess, Tommy Bahama, Levi’s, Ella Moss, Gap and Bella Dahl**.

Teng has also developed a line of digitally printed Tencel fabrics and high-density Tencel-blend fabrics for outerwear. “You can pass the rain test,” he said.

Portuguese knit mill **Crispim Abreu** was showing ultra-lightweight linens and Modal and Tencel blends.

Buhler’s Sasso said interest in air jet spinning is growing, as

is interest in cationic yarns such as Buhler’s **Rainbow**.

“It’s not new, but it provides the speed the supply chain needs,” he said.

Tuscarora was showing a number of samples made from its **Protura** cationic yarns, including a purple denim made with Protura in the warp. “In the dye bath, all the dye goes to the warp yarn,” McCall said.

The benefit is a company can invest in one base fabric and dye in small batches as orders come in.

“Rather than dye 20,000 yards, you can do as little as 2 yards,” McCall said.

McCall was also showing a cotton duck with Protura warp yarn.

“It works in any dye process,” he said. “We dyed these in about 30 minutes.”

Another development at Tuscarora included a soft knit made with polyester blended with **Crailar** flax and then enzyme treated to remove the surface fiber.

“Everybody thinks of flax as scratchy,” McCall said. “You would never wear flax next to the skin. With this [Crailar flax] fiber, the hand takes it to the next level.”

The spinner recently worked with department-store chain **Belk** on its **Red Camel** private brand, which uses Tuscarora’s **Gnarly** cotton yarn.

“Being able to reach out to retailers helps us understand what their customers want,” McCall said.

Buhler, Mansfield, Mozartex and Tuscarora all showed in the **Lenzing Innovation Pavilion**, which included 23 mills from around the world, including four from the United States.

On the horizon

Among the education offerings at Texworld was a seminar on new sustainable developments for denim with a panel of experts from **Lenzing, Cotton Inc.** and **DyStar**.

Two years ago, Cotton Inc. formed a partnership with Spanish technology company **Jeanologia**, which manufactures laser finish machines that reproduce the look of a washing without water.

The partnership was formed as part of an initiative to find more environmentally friendly processes for denim finishing, said Mark Messura, Cotton Inc.’s senior vice president, global



LET IT SNOW: While snow fell outside, fabric buyers, designers and sourcing executives scouted for new textile, trim and sourcing resources at Texworld USA and the International Apparel Sourcing Show in the North Hall of the Jacob K. Javits Convention Center in New York.

supply chain.

Cotton Inc. is also one of the founding organizations in **Cotton Leads**, a program formed with industry organizations in the U.S. and Australia that promotes sustainability and traceability throughout the cotton supply chain.

Michael Kininmonth, Lenzing denim project manager, noted that more and more denim brands are creating sustainability departments.

Lenzing’s Tencel and Modal fibers are made with cellulose from sustainably harvested eucalyptus and beechwood trees.

“With Tencel, we’re just a baby. It’s only been 20 years in the market,” Kininmonth said, noting that polyester and **Lycra** have both been in the market since the 1950s.

Howard Malpass, a tech rep for DyStar, discussed the challenges of dyeing with indigo, which gives denim a “unique,” long-lasting, “purer shade of blue” than other dyes.

“The key issue is the discharge of water,” he said. “With indigo, the salt cannot be removed without great expense. [But DyStar’s **Indigo Solution**, a pre-reduced indigo] cuts the salt in half.” ●

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Lauren Moshi Marks 10 Years of Fashion

The **Lauren Moshi** brand of T-shirts was touched by a beginner's luck that never faded.

The brand was founded by arts-school graduate Lauren Moshi and her brother, Michael Moshi. Among its first deals was with the star-making boutique **Kitson** on Robertson Boulevard in Los Angeles. Lauren Moshi's T-shirts were later seen on the backs of headline-making celebrities such as Paris Hilton, Sarah Jessica Parker, Beyoncé, Mila Kunis and Charlize Theron.

Now marking 10 years in the clothing business, the Lauren Moshi company today runs a 2,300-square-foot flagship and art gallery at 107-109 Robertson Blvd. and sells its brand at more than 1,000 boutiques around the world.

Michael, a high-school dropout and now chief executive of Lauren Moshi, said future plans for the brand include increasing its wholesale business for its graphic clothing line. The company also hopes to increase the wholesaling of its graphics-free basics brand **Michael Lauren**,

launch a menswear brand, open more branded boutiques around the United States and introduce his sister's art to more galleries.

The brand launched at the end of 2003 when Allen Moshi, their father and a jeweler, agreed to loan the siblings \$50,000. The money came from Michael's college fund and a savings fund set aside for Lauren, who graduated from the **Otis College of Art + Design**.

Michael said that he was one of those kids with no inter-

est in high school and saw the business as an avenue to leave school. "You have to work hard at what you are good at and focus on it," he said of his forte, entrepreneurship.

Lauren and Michael started their venture with a handbag line called **Moshi Moshi**, which failed. They later transferred their efforts into clothing, all of which featured Lauren's giant streetwear-style drawings of skulls, lipstick marks, animals and flowers.

"Lauren Moshi's take on streetwear was a hit. Unlike some now-defunct brands of a decade ago, its popularity has not flagged because Lauren Moshi's images are easy to connect to," said Lauren Yerkes, divisional merchandise manager for e-commerce emporium **Revolve Clothing**. "Between animals, peace signs, kissy faces, jewels and more, it is all relatable to every girl."

Even during tough economic times, the line showed strength. During 2008, many clothing companies were suffering due to the implosion of the housing market and the ensuing recession. But Michael said the brand's sales more than doubled that year. He and his sister kept demand high by keeping inventory low.

Lauren spends her time developing hand-drawn graphics for the brand. Michael is in charge of making the clothes—specifically, basics such as tanks, pants, sweaters and dresses, many with long sleeves made out of materials such as cashmere and **MicroModal**.

The brother-and-sister duo say the key is to make clothes that will drape well on the wearer's body. The brand's cloth-



ing, which wholesales for \$40 to \$130, is made at the company's headquarters in Commerce, Calif.

For the Spring/Summer '14 collection, the line will expand on Lauren Moshi's graphics with all-over prints or by taking her graphics and spreading them all over the garment.

For more information, call (323) 888-8838 or email michael@laurenmoshi.com.—Andrew Asch

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Together we'll go far



Venue Finds New Home at the Cooper Design Space

There was a new venue and high energy for the second edition of the **Venue** trade show, which ran Jan. 29–30 on the 11th floor of the **Cooper Design Space** in downtown Los Angeles.

The independent, biannual trade show produced its debut event at the **Los Angeles Convention Center** in July, but founder Miles Canares said that moving to the Cooper paved the way for higher retail traffic. Along with appointments, there was walk-in traffic from retailers who happened to be shopping the building, he said.

Fifty streetwear and lifestyle brands, primarily for men, exhibited at the trade show. These were primarily independent California retailers such as **Crown Roots** in Pasadena; **Identity Boardshop**, with locations in Buena Park and Garden Grove; **The Hangout** of Glendale; and **Attic**, with locations in Buena Park, San Diego and Alhambra.

Los Angeles–headquartered lifestyle brand **Wolf & Man** made more than three sales at the event, said Brian Chan, director of operations. He came into the show with no expectations. “This is the next big thing,”

Chan said of Venue. “We got a lot of exposure.”

The second Venue show also featured the debut of a footwear category at the show, where vendors such as **Radii Footwear** and **Bear Paw Republic** exhibited. Retail consultant Mercedes Gonzalez of **Global Purchasing Companies**, based in New York, spoke on a retail panel at the trade show. The next show is scheduled to run in July.—*Andrew Asch*



Venue founder Miles Canares

Swim Collective *Continued from page 1*

Miami-based company, which sells primarily coverups, tops, sweaters, dresses and jumpsuits for the resort crowd. “All the retail stores who showed up seemed thrilled with the show and its sort of quaint, small atmosphere,” said Jeremie Brunschwig, chief operating officer for Elan International.

The second day turned out to be slower than the first day, but there was plenty of opportunity to write new business. “Overall, it was a very productive show for us,” Brunschwig said. “We opened up new accounts and got to see customers we might not have seen at other shows. Customers seemed happy that it wasn’t the chaotic hustle and bustle of other shows.”

About 99 percent of the stores Brunschwig and his sales team saw were from California, but they did open one account in North Carolina and had a Texas retailer take extensive notes. “We got about 15 to 25 leads, so hopefully that will take off,” Brunschwig said.

This is the sixth show for Swim Collective,

a boutique swimwear event where buyers are pampered with free morning coffee, a gourmet luncheon that includes vegetarian fare, afternoon servings of gelato (the line was very long), more coffee in the afternoon, a gourmet-cheese-tasting table and a champagne toast at 4:30 p.m., followed by networking.

Retailers were definitely enjoying the swank ballroom with recessed lighting and plush carpeting. They were also pleased with the size of the show and selection of vendors. “This show is fun, easy and small,” said Kori Gomez, owner of **Beach West** in Pismo Beach, Calif.

Orna Lewis, owner of **Body & Sol** in Tarzana, Calif., said the show was easy to maneuver, and she was able to see everybody she wanted.

Both retailers were shopping for merchandise that would freshen up their store shelves.

Trend spotting

Bright pastels and bold prints were popu-

lar for the Summer 2014 season as well as fringe and flounce tops that started hitting their stride two years ago.

Manufacturers said teenaged customers who practically live at the beach during the summer were interested in mixing and matching swimwear tops and bottoms, whether two different prints or a solid with a print piece.

That way, budget-conscious consumers get more looks out of fewer pieces, said Gerry Salberg, a sales representative for **Raisins**, a juniorswear label manufactured by **Breaking Waves Inc.** in New York. The company’s other lines also at the show were **Raisins Girls**, **Leilani** and **Radio Fiji**.

Salberg has been showing at Swim Collective since the show debuted on Aug. 2, 2011, at the **Balboa Bay Resort** in Newport Beach, Calif. “We love the show,” he said. “The buyers love coming here. It is a great environment, whether it is the hotel or the good service. As long as the buyers are happy, then more buyers come.”

Salberg was busy showing off new, softer colors, including aquas and pinks, and brighter colors, including flamingo, that had been added to the Summer collection to update the silhouettes and give retailers different merchandise. “The juniors girl always needs a second suit, and this gives her a reason to buy,” he said. “Fringe is still selling and flounce tops are still selling. And we have a lot of color prints because we are California-inspired.”

Odilia Therriault, a sales representative for **A. Ché Swimwear**, based in Northridge, Calif., said retailers were looking for soft fabrics, new silhouettes and a product with excellent fit. “Underwire is really, really big,” she said. “Before, it was just free-form tops.”

The most recent collection of A. Ché Swimwear was strong in bright pastels, textured solids and fabric with a gold shimmer.

The contemporary swimwear line designed by Amanda Ché is an off-shoot of **Parisa**, a lingerie company that caters to the curvaceous woman. With that in mind, the swimwear collection specializes in tops that range in size from 32A to 36F.

Therriault had seen a lot of buyers from

e-commerce sites and specialty stores. “The show has been fantastic,” she said. “We have been busy all day long.”

Some new show participants came from out of state to get more traction in California. Designer Patricia Tombini, whose Hawaii-based line is called **Khush by Patricia Tombini**, recently expanded her coverups line to include swimwear. She and her sales representative, Trista McWilliams, were test-

ing out the show. “We are growing on the road, and we wanted to get our feet wet in other avenues,” McWilliams said.

Even though she made no appointments and only sent out an email blast to retailers, McWilliams said there was a steady trickle of interested customers.

Coming from Melbourne, Australia, was Emily Doig, creative director for **Bombshell Bay**, a new swimwear company in its third season. Doig was testing the U.S. waters, fresh off the end

of Australia’s summer season. She wanted to see how her styles and prints perform on the West Coast.

Bombshell Bay’s collection—geared to the 25- to 45-year-old woman—has more fabric and coverage than most U.S. swimwear lines. “Our motto is ‘Sexy Without the Skin,’” she said.

Her bottoms are higher, riding on the hips, and tops come with wide straps and flounces, bandeau tops and rash guards. One two-piece swimsuit has a detachable peplum made with reversible fabric.

Some online retailers as well as a retailer from San Diego had stopped by the Bombshell Bay booth. But Doig was finding that Americans are more interested in tinier suits while Australians gravitate toward swimwear that is more functional and comfortable.

For the next Swim Collective in August, a new venue has been booked. The Aug. 12–13 edition of the show will be held at the **St. Regis Monarch Beach Resort** in Dana Point, Calif., where 140 exhibitors are expected to be on hand, Leggett said.

A new swimwear and activewear show, called **Riviera by CurvExpo**, will be taking over the Hyatt Regency for its debut Aug. 11–12. It is being organized by **CurvExpo** in partnership with the **International Swimwear and Activewear Market**. ●



NEWBIES: Jeremie Brunschwig and Taylor Young of Elan International were making their first appearance at Swim Collective.

Mediation or Arbitration: What's The Difference?

By Benjamin S. Seigel, Esq.

When people disagree, they have choices on how to resolve their dispute. They can lawyer-up, file a lawsuit, and let a judge or jury decide who wins. They can also try to resolve the matter between themselves, they can engage in arbitration or they can go through mediation.

Litigation

Litigation is the process of filing a lawsuit and engaging in discovery proceedings and never-ending legal pleadings and attending lengthy court hearings. Eventually, the matter comes to trial after the expenditure of huge sums of money, not to mention the wear and tear on the litigants and their families. A judge or a jury will decide who wins, and the losing party may appeal the decision to a higher court.

As a result of cutbacks in funds available for court administration, courtroom staffs are overworked, and often one set of staff members serves the needs of several judges. Court-houses have closed due to lack of funding. The result is delay, delay and more delay. It is not unusual for a case to take five years to get to trial. An appeal may take several more years.

Arbitration

One alternative is arbitration. This is a process that is initiated because of an arbitration clause in a contract, by an agreement between the parties or by a court order. An arbitrator, or, in some cases, a three-member panel of arbitrators, is appointed by the entity conducting the arbitration. Arbitrators can be retired judges, practicing or retired lawyers, or in some cases industry-specific laymen. The decision of the arbitrator is final and cannot be appealed except in rare instances. The arbitration decision is presented to a court, and an official court order is entered on the court record. It is enforceable the same as any other court judgment.

Arbitration procedures vary from arbitrator to arbitrator. Some are very informal while others allow the parties to conduct discovery in the same fashion as in a litigated court case. Hearings are conducted informally or, depending on the arbitrator, in a very formal, court-style fashion. Rules of evidence are generally not strictly followed. Following the presentation of the case by the parties through their counsel, the arbitrator renders a decision. Arbitration decisions are in writing and can consist of anything from a one-sentence statement to

a lengthy, detailed opinion. Considering the possibility of lengthy and expensive discovery proceedings, arbitration can take several months to reach the point of decision.

Mediation



Benjamin S. Seigel

Mediation is a relatively inexpensive and fast way to resolve disputes. It is a process conducted by a trained and experienced mediator, who may be a retired judge or a practicing or retired attorney. The parties, generally through their attorneys, prepare a mediation statement describing their statement of the dispute, prior settlement efforts, legal authorities of precedential value, and a description and interpretation of documentary support for their position. The statements are often exchanged prior to the mediation.

Mediation is a confidential procedure. What is discussed during the mediation and any documents prepared specifically for the mediation remain confidential. If an agreement is reached, it is put into writing and that agreement is not confidential. It is normally embodied in a motion for approval of the settlement and presented to the court in which the case is pending. Sometimes there is no court proceeding, so the parties hold onto the agreement in case enforcement down the road is required.

Every mediator has his or her own procedure to be followed. A joint discussion of the issues may be helpful in setting the tone for negotiations. Following the joint meeting, the parties are provided with breakout rooms, and the mediator engages in mediation-style shuttle diplomacy—narrowing the issues, conveying offers and counter offers, and often pointing out the value of settling as opposed to continuing with court-supervised litigation.

A mediation is generally completed in one day, sometimes less. If there are many issues to be resolved, the mediation can last until the late evening hours or be continued to another day. Resolutions can be as imaginative as the parties can think of, often with the assistance of the mediator. Examples are a formal apology printed in a newspaper a donation to a favorite charity or supplying merchandise at a reduced price. No court nor arbitrator can order such imaginative resolutions.

Benjamin S. Seigel, Esq., is a shareholder with Los Angeles law firm Buchalter Nemer and mediator for Fashion Dispute Resolution. He can be reached at bseigel@buchalter.com or at (213) 891-5006.

LINGERIE

Chico's Soma Intimates Enlists Customers in Charitable Bra-Donation Effort

Soma Intimates, the intimate-apparel retailer owned by Fort Myers, Fla.-based **Chico's FAS**, is collecting new and "gently worn" bras for the latest edition of its "Giving Is Beautiful" campaign, which will benefit the **National Network to End Domestic Violence (NNEDV)**.

NNEDV will distribute the donated garments to women through its more than 2,000 shelter programs in 56 states.

"Soma Intimates is making a real difference in the lives of domestic-violence victims, who often arrive at a shelter with their children and nothing more than the clothes they are wearing," said NNEDV President Kim Gandy in a Soma statement. "Undergarments are often difficult items to obtain for survivors, and the shelters really appreciate donations of new bras to help women who are

trying to start over. The fact that Soma Intimates is partnering their boutiques with local domestic-violence shelters will help raise awareness in local communities, raise badly needed funds, and help victims find safety and rebuild their lives."

The retail chains will collect the donated bras until Feb. 17 at the company's 250 boutiques nationwide.

Since the Giving Is Beautiful campaign launched in July 2010, Soma has collected more than 600,000 bras, which were donated to more than 4 million women who stay in domestic-violence shelters each year in the United States. Some of those women's stories can be found at the Giving Is Beautiful website (www.soma.com/givebras), which also features information about NNEDV and how to contribute to the initiative.

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Kingpins *Continued from page 1*

Olah pointed to several exhibitors who were busy landing orders throughout the two-day show.

“Fen had 55 sample orders in two days,” Olah said.

Alan Wong, vice president of marketing for the Hong Kong-based denim mill, confirmed the tally, adding that he had 70 orders after the Kingpins show in July.

At the **Union Knopf** booth, Managing Director Eberhard Ganns said the snow affected traffic, but the mood among the designers at the show was good.

“The people who found their way here, they are in a good mood,” he said.

Designers and brands are starting to look for higher-end product, Ganns said. “Some are ‘upgrading’—the quality is getting better. The price war has slowed down. It’s more about quality.”

Having plenty of fresh merchandise helped. The 103-year-old German trim manufacturer releases new products each season. “That’s the way we do business,” Ganns said.

Jack Mathews, vice president, marketing and sales, for **American Denimatrix**, a vertical jeans manufacturer with operations in Texas and Guatemala, agreed that the mood at the show was good, despite a less-than-stellar holiday sales season.

“It’s been pretty positive,” he said. “A lot of them came off a holiday season that wasn’t great—particularly in the teen section. [But] there’s a return and resurgence in people looking in this part of the world. It’s about speed-to-market.”

Trends and new developments

Among one of the busiest booths at the show was **Cone Denim**, which was showing new developments from its U.S., Mexico and China facilities.

Kara Nicholas, vice president, product development and marketing, said the company has been looking at adding additional benefits and properties to denim. For example, a collection of performance denim blends fashion and function to incorporate strength into a more refined denim look.

The company is also continuing to develop new product using its recycled fiber yarns, including “Foodtray” black and

“Water Cooler” blue, which take their colors from the recycled materials they are made from—plastic food trays and water coolers.

Although sustainability is an “important story across all platforms and at all facilities,” Nicholas said, “we knew we have to create beautiful fabrics on their own.”

At customers’ request, Cone has also added a 16.5-ounce heavyweight selva denim and more shirting-weight fabrics made in Cone’s **White Oak** facility in Greensboro, N.C.

efforts, Tharpe said. “It’s the right thing to do,” he said.

American Denimatrix is also using **DyStar**’s pre-reduced indigo, which requires less salt.

“It’s a more sustainable chemistry,” Tharpe said.

At the **Santanderina** booth, Heather Maldonado, co-owner of **Studio Bert Forma**, which represents the Spanish mill, was showing super-lightweight Tencel denims in 2.5 ounces and 4 ounces and a coated indigo fabric she called “Blue Blue.”

Taiwan mill **Hans Global** was showing an anti-static ther-



WINTER BLUES: A sudden snowstorm in New York kept designers, fabric buyers and sourcing executives inside shopping the Kingpins trade show, held at The Tunnel on New York’s West Side.



GOLD STANDARD: Adriano Goldschmied, designer of Goldsign denim, was among the designers shopping the Kingpins trade show.

Other new products include denim made with recycled indigo that give the fabric a gray cast, closed configurations “where you don’t have a lot of weft yarns coming through” and increased use of Cone’s **S-Genie** dual core yarn technology, which improves the fabric’s snap-back quality.

New developments at American Denimatrix included coated, laser-printed and screen-printed fabrications.

“The laser is all about getting the whiskers to look real,” said Ralph Tharpe, ACG product development for American Denimatrix.

Laser finishing is also part of the company’s sustainability

mal fabric called **Seawool**, made from recycled polyester with an oyster additive.

Hans Global Vice President Yo-Jung Chang said this was the company’s second time showing at Kingpins. The company specializes in fabrics that work well with denim.

Hans Global was part of a group of Taiwanese mills organized by the **Taiwan Textile Federation**. Wayne Chiang, founder of **469 Fabric Lab**, was at the show for his second time, showing his collection of denim jacquards and digital prints on jacquard. The latest collection features a mix of Eastern and Western influences, such as kimono patterns and Andy



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Warhol-inspired pop-art motifs.

Chiang is a second-generation textile maker whose father owned a spinning mill. After studying textile design and luxury-brand management, Chiang was looking for a new business opportunity. "I wanted to do something for the Taiwan textile industry," he said.

469 Fabric Lab has worked with labels such as **J Brand**, **7 For All Mankind**, **AG Jean**, **Calvin Klein** and **Evisu**.

Several exhibitors were showing denim made with Tencel or **Modal**. Designers liked the soft hand and good drape of Tencel and Modal blends, but their mills were having difficulty working with the fabrics.

Invista's Hegudus co-hosted a seminar at Kingpins with **Lenzing**, the Austrian fiber maker that produces Tencel and **Lenzing Modal**. The two fiber companies recently started working together to find a solution to several issues, including growth and seam slippage.

"Lycra and Lenzing saw a lot of our fiber ending up in the same product," said Michael Kininmonth, Lenzing denim project manager. Designers wanted fabrics with "super stretch, super soft and super comfort," he said.

The problem, Kininmonth explained, is in the fiber properties of Lycra, Tencel and Modal.

"Compared with cotton, you have a very smooth surface on the fibers," he said. "That brings next-to-skin comfort and natural absorption, but it also brings a challenge when you need some friction on the yarn." Invista researchers in Wilmington, Del., began looking at the issue, and "we found **Lycra DualFX** could really make a difference," Hegudus said.

DualFX combines Lycra for stretch and Invista T400 for recovering and then wraps the two in cotton.

"The greatest challenge with stretch is to get the recovery," Mathews said. "DualFX is really a breakthrough." ●

FMNC *Continued from page 1*

eveningwear, denim, footwear, jewelry and gifts.

The show's bustling energy was a shift for the typically easy-going event, said Holly Hill, owner of her self-named **Holly Hill** boutique in San Carlos, Calif. "You have to make appointments or you don't see vendors," she said. "This market is really busy!"

The show fell at a time when consumer confidence is on the rise. On Jan. 28, it was announced that the influential **The Conference Board's Consumer Confidence Index** increased, said Lynn Franco, director of economic indicators at The Conference Board. "Consumer confidence advanced in January for the second consecutive month," she said. "Looking ahead six months, consumers expect the economy and their earnings to improve but were somewhat mixed regarding the outlook for jobs. All in all, confidence appears to be back on track, and rising expecta-



ORDERS! ORDERS!: Retailers placed orders for merchandise at The Crayola Sisters booth at Fashion Market Northern California.



NEW LOOK: A top from new Los Angeles-based company Kokomo

tions suggest the economy may pick up some momentum in the months ahead."

Many exhibitors showing at Fashion Market Northern California sell apparel designed for women aged 45 and up. Apparel sales for that demographic have been climbing, according to market-research company **The NPD Group Inc.** In the 11-month period from December 2012 to November 2013, apparel sales for women 45 and up increased 1 percent to \$49.8 billion, compared with \$49.3 billion spent by this group in the same time the previ-

ous year.

Many retailers were shopping to fill empty stores, said Lynne Andresevic of **The Crayola Sisters** showroom. Retailers sold their last bit of Christmas-season inventory and needed to fill their stores again. "They want merchandise as fast as they can get it," Andresevic said.

For Don Reichman, co-owner of the Los Angeles-headquartered showroom **Reichman Associates** and treasurer for the board that runs Fashion Market Northern California, buyers were placing orders for later deliveries rather than requesting immediate goods. "They're ordering for summer," Reichman said. "April, May and a little June."

Sisters Holly Hill and Shelley Hill, owners of the **Holly Hill** boutique, were ordering winter fashions, anticipating some cool weather in the next few months along with summer. For winter looks, they were searching for red and citrus colors to be interspersed with the season's grays and blacks. For summer looks, the Hills forecasted that women will be wearing neutral colors and some pinks.

Currently, women shopping at their stores were buying tunics and skirts. "People are not so pant-oriented unless it is leggings and skinny jeans," said Shelley Hill, the store's manager.

Despite the busy atmosphere at the show, retailers still considered the show an easygoing alternative to the unrelenting pace of the biggest trade shows on the calendar, such as **MAGIC**, which will run Feb. 18-20 in Las Vegas. "This has been a very important market for me," said Barbara Wiggins,

who is scheduled to reopen her **The Mustard Seed Clothing** store in Napa, Calif., in April. "A lot of my Los Angeles reps come here. I won't be able to see them in Vegas," she said.

The overwhelming majority of retailers attending the event were independent boutiques headquartered in Northern California. They included retailers such as **Phyllis** in Palo Alto, **The Great Acorn Co.** of San Anselmo, **Napa Valley Casual** of Napa, **Girlfriends** of Pleasanton, **Gitane** of Menlo Park, **Madison** of Tiburon and **Pacific Trading Co.** of Santa Cruz. ●

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Products and Services: For over two decades, family-owned and operated Asher Fabric Concepts (AFC) has been offering an impressive selection of knitted fabrics produced in Southern California. Notwithstanding the (mis)conception that “everyone is manufacturing overseas,” AFC has a 22-year track record proving otherwise. Based in Los Angeles, AFC is committed to becoming the dominant domestic knit supplier for the swim, active, and contemporary markets. In addition to its unequalled selection of knits [and some luxurious wovens] AFC’s eco-friendly textiles include jerseys, French terries, ribs, sweater knits, etc., comprised of organic cotton, organic hemp, bamboo, and other recycled and natural fibers. “Our customers are often surprised at how competitive our pricing is on the Organic and other specialty lines,” declares AFC Sales Vice President Yael Ohana.

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FCI/Fashion Careers International

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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! We are constantly changing our designs, as we follow the fashion trends. Come to our showroom and see the latest tags and labels for every season. Our product list not only consists of woven labels, printed labels, and custom hangtags, but we also have care labels, size tabs, integrated hangtags, and many other novelty items, including leather patches, heat transfers, buttons, and snaps. Check our website for a full product list or call or email us.

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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, Amazon, and Zappos. For the latest news and upcoming market dates, please email us.

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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 Feb. 18-20, with SOURCING at MAGIC opening on the 17th. Visit our website or call for more information.

Pacific Coast Knitting Inc.

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Huntington Park, CA 90255
(323) 584-6888

Fax: (323) 582-8880
Contact: Mike Tolouee
www.pacificknitting.com
info@pacificknitting.com

Products and Services: We are an American mill, located in Huntington Park, California. Our passion and creativity produce high-quality fabric for the fashion industry with low minimums, fast delivery, and over 2,400 styles of knits.

What's New: We have developed over 3,000 new styles of novelty knits, including high twist, recycled cotton, recycled poly, 100 percent linen, MicroTencel, Supima, and many other novelty yarns. We also have added to our eco-friendly collections.

Competitive Edge: We are always investing in new products to be on the competitive edge with European mills. We produce high-quality fabrics for women's, contemporary, men's, and children's with competitive pricing.

Proexport Colombia

Contact: Sylvia Reyes, Apparel and Textiles Sourcing Director
(212) 922-9114
sreyes@proexport.com.co
www.proexport.com.co

Services: Proexport Colombia provides you with reliable information about the industry and facilitates your business transactions with Colombian sourcing companies. We can help prepare information tailored to your needs, organize personalized agendas with potential suppliers in Colombia, and walk you through the entire process of connecting you with the country. We invite you to learn more about the Colombian textile and garment companies that showcase new trends. Learn more about trade opportunities featuring competitive advantages and benefit from the Free Trade Agreement: 0% duty on products imported from Colombia. Upcoming shows include Macrorrueda 50 (Feb. 19-20 in Bogota). Come see us at Sourcing at MAGIC Feb. 17-20 in Las Vegas (Booth #90816, LVCC South Hall).

Progressive Label

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Fax: (323) 415-9771
Info@progressivelabel.com
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 carelabels.

Texollini

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Products and Services: We use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 20 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand.

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Contact: Wes Takeuchi
(213) 443-6030
Wes.Takeuchi@wellsfargo.com
www.wellsfargocapitalfinance.com

Products and Services: Wells Fargo Capital Finance has a large and diversified portfolio of more than 2,300 clients with loans outstanding in excess of \$27 billion. We offer traditional asset-based financing, specialized senior secured financing, accounts-receivable financing, purchase-order financing, and supply-chain financing to companies throughout the United States. Our Retail Finance, Trade Capital, and Purchase Order Finance teams have years of experience working with apparel companies. We are part of Wells Fargo & Co., a diversified financial-services company with \$1.3 trillion in assets, 9,000 stores, and 12,211 ATMs and the Internet across North America and internationally.

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LA junior sportswear company seeking designer for sportswear & dresses. Min. 5 yrs' experience. Know how to work with overseas suppliers for product development. Must have good communication skills, be well organized, know the essential computer programs & be a team player. Please send resume to: mpaguio@velvetheart.com

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Commerce based manufacturer looking for an Experienced Dress Designer in wovens & knits. Salary commensurate with experience. Pls send your resume to: samilee@nycalinc.com

F/T DESIGNER ASSISTANT

Apparel manufacturing company seeking full time designer assistant. 1-3 yrs exp. in the fashion industry required. Email resume to: esther@rollacosterinc.com

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

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Import textile Company In Los Angeles
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Fax 213-749-6034
email nidia@ekbtextile.com

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3 years experience, team player, experience in routing schedules, coordinate with customers, assist in other shipping related matters. EXCEL, AIMS a plus.
Please send resume to unquestylehr@gmail.com

Executive Sales Assistant - Wholesale Apparel

Seeking an Executive Assistant for growing wholesale apparel company; Sovereign Code. Key duties include line sheet prep (Brandboom), orders management (Apparel Magic), appointment prep and follow. Opportunities for travel. Email resumes: info@sovereigncode.com

PRODUCTION ASSISTANT

Apparel importer in Commerce is seeking an assistant with 1-2 years experience, handling daily communication with China factory re. quality standard, delivery deadlines, customer requirements. Detail oriented, highly organized, proficient in Excel, a team player. Please send resume to UNQUESTYLEHR@GMAIL.COM

FULL-TIME DRIVER

Textile company needs a full time driver with class C license & clean driving record. Company will provide truck. Please call 323-582-9100 for appointment

Jobs Available

GuruKnits Inc.

Well established apparel company working specifically with Juniors Knit tops is currently looking for applicants to the following available positions:

Applicants must be able to work in a fast environment and be very detail oriented.

Product Development Assistant:

Applicant must have great computer skills, proficient experience with Microsoft excel, and have great communication skills. Minimum of 2 years' experience in data entry is required. Responsibilities may include creating spreadsheets on excel, following up with emails and communicating with vendors. Full time job available.

Charge Back Accountant:

Applicant must have a min. of 3 years in Charge Backs exp. Background in the garment industry is a big plus. Candidate must also be able to communicate clearly and work on several projects at once. Part Time job available.

Quality Control Inspector:

Applicant must have a minimum of 7 years' experience with an extensive knowledge of garment construction and production process. Responsibilities may include, but are not limited to, assisting tech department in sending out fits, PPs and TOPs for approvals and follow ups. Full-time job available.

Pre-Production Technical Assistant

Applicant must have 5 years exp. in pre-production, specing fit samples and TOPS, assisting tech department in sending out fits and approvals. Applicant must have extensive EXPERIENCE IN GARMENT TESTING. Full-time job available.

Please email us your resume at: resume@guruknits.com
Do not send resume in body of email. Put on the subject the position for which you're applying"

Customer Service Manager

Established Contemporary Women's line is immediately seeking a Customer Service Manager. Must be an excellent team player with great verbal and written skills, have the ability to analyze sales needs, and be extremely detail oriented. Prefer 5+ yrs experience, computer savvy in EDI, Apparel Magic and Excel. We pride ourselves in maintaining a positive work environment and look for motivated team members to join us. Email your cover letter and resume to jfd213@gmail.com.

CUSTOMER SERVICE COORDINATOR

Samsung C&T America in Commerce, CA is hiring!
Email resumes to: recruiting@scta.samsung.com
CUSTOMER SERVICE COORDINATOR
3 yrs+ customer service exp. in the garment industry required. EDI experience preferred. Strong computer skills. Excellent verbal/written communication skills

1st Patternmaker

1st Patternmaker to work w/ great design team in a growing company. Must have 3+ yrs. in juniors prom/homecoming dresses. Knowledge of TUKA preferred but will train the right applicant. Benefits provided. Send resumes to resume@trixxi.net.

Jobs Available

SENIOR PATTERNMAKER

Major San Fernando Valley apparel manufacturer has an immediate need for a senior level Patternmaker.

Job Responsibilities

- Creating first through production patterns
- Participating in fittings and making corrections
- Measuring garments to specifications
- Completing detailed pattern cards
- Working directly with Designer
- Communicating fit results
- Maintaining a reference book
- Making sure that patterns follow standard garment specs
- Measuring and submitting all sew-by samples to factories

Job Requirements

- A least eight years of experience with woven styles
- Strong skills and experience with Optitex
- Ability to create patterns that clearly meet licensor's specs
- Ability to adjust patterns from fittings
- Thorough knowledge of garment construction
- Excellent communication skills
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Submit your resume to apparelfashions@gmail.com

ASSISTANT BOOKKEEPER-Apparel/Textile

Apparel/ Textile Co. seeking Assistant Bookkeeper. Must have at least 3 years experience in Textile/ Apparel Bookkeeping. Accounting Degree Required. Email Resume to: joseph1520@gmail.com

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Calavera is a fast growing active swimwear company. We are looking for a new team member to manage our online channel, including production, inventory, fulfillment and customer service. Monthly salary, bonus and benefits. 1-2 years experience in swimwear production. Preferably active with an understanding of the female athletic market. 2133098473

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This position will be responsible for evaluating costing received from overseas & domestic factories for viability. Candidate will ensure that cost received makes sense, is consistent & is competitive in all aspects. Must work with Prod'n, Design & Fabric Buyer as needed to push back & get improved costing. Min.3-5 yrs' exp. in a similar position.

Please send resumes to Kimberlyg@chenaultclothing.com

GIRL'S DIVISION ACCOUNT MANAGER

Van Nuys based manufacturer is looking for an Account Manager for our Girl's Division. This position oversees orders from conception to shipment and requires extensive understanding of costing in various COOs, T&A, customer standards and requirements, fabrics and trims. Candidate will work extensively with Sales, Design and Production Teams and will have direct communication with key accounts so must have excellent communication and follow up skills. Must have min. 3 years' exp. in a similar position. Exp. with Target Corp. a big plus. Please send resumes to: cathyk@kandykiss.com

Jobs Available

OPERATIONS SPECIALIST

West Los Angeles based contemporary women's wear line is seeking a full time Operations Manager to work directly under the COO. Candidate will have:

- MINIMUM 2-3 years experience working with clothing company in operations/administration/in house sales.
- Exceptional attention to detail & organizational abilities.
- Ability to manage daily communications with sales showroom, PR, corporate, logistics, and shipping.
- Strong computer skills: knowledge of ApparelMagic preferable.
- Ability to multi-task and coordinate multiple moving parts within the organization.
- Reliable transportation.

Please send resume with salary history and cover letter to:
semployment.hr@gmail.com

Emails without the salary history will not be considered.

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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

Office Assistant

Clothing mnf. seeks assistant for all facets of office duties including order entry, cust support and EDI. Must have strong communication skills, work well under pressure and be detail orientated. Longer hrs may be req.

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MARKER/GRADER

Growing manufacture is seeking marking/grading individual with min. experience 5+yrs. Must have knowledge of both grading & marking, using Gerber system. Need to be able to work in fast pace company. Email:

Elsa@secretcharm.com

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Jobs Available

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FREELANCE PATTERNMAKER

Looking for a full time 1st thru 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 and finish of a beautiful product and can see it through all the design and production stages. Please e-mail resume to info@bailey44.com

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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@Raquelallegre.com

PRODUCTION COORDINATOR

Individual who is team oriented to work with factories in China, Mexico and Domestic. Must be computer literate and be able to multitask. Minimum 5 years of garment experience in production control.

Please send resumes to
Kimberlyg@chenaultclothing.com

QC Field Inspector

Karen Kane, Los Angeles

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Minimum 2 yrs experience.

Bilingual English/spanish.

fax resume and salary history to (323)277-6830 or email to resumes@karenkane.com

QUALITY CONTROL MANAGER

LA based co. A hands on QC manager. In house position. Supervise small staff to process incoming garments Inspect, count & measure garments. Work with production team to resolve quality issues.

Email resume to: rstern4je@aol.com

Jobs Available

PHASHEN INC.

PRODUCTION COORDINATOR

LA based consultant/agent seek exp prod coord 3+ yrs exp. to communicate w/our China office. GREAT communication is a MUST. Organized in fast pace environment. Knowledge of garment prod & construction needed. Mandarin is A+ but not required. Email resume to Peter@phasheninc.com

TECHNICAL DESIGNER

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andrew@andrewchristian.com

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