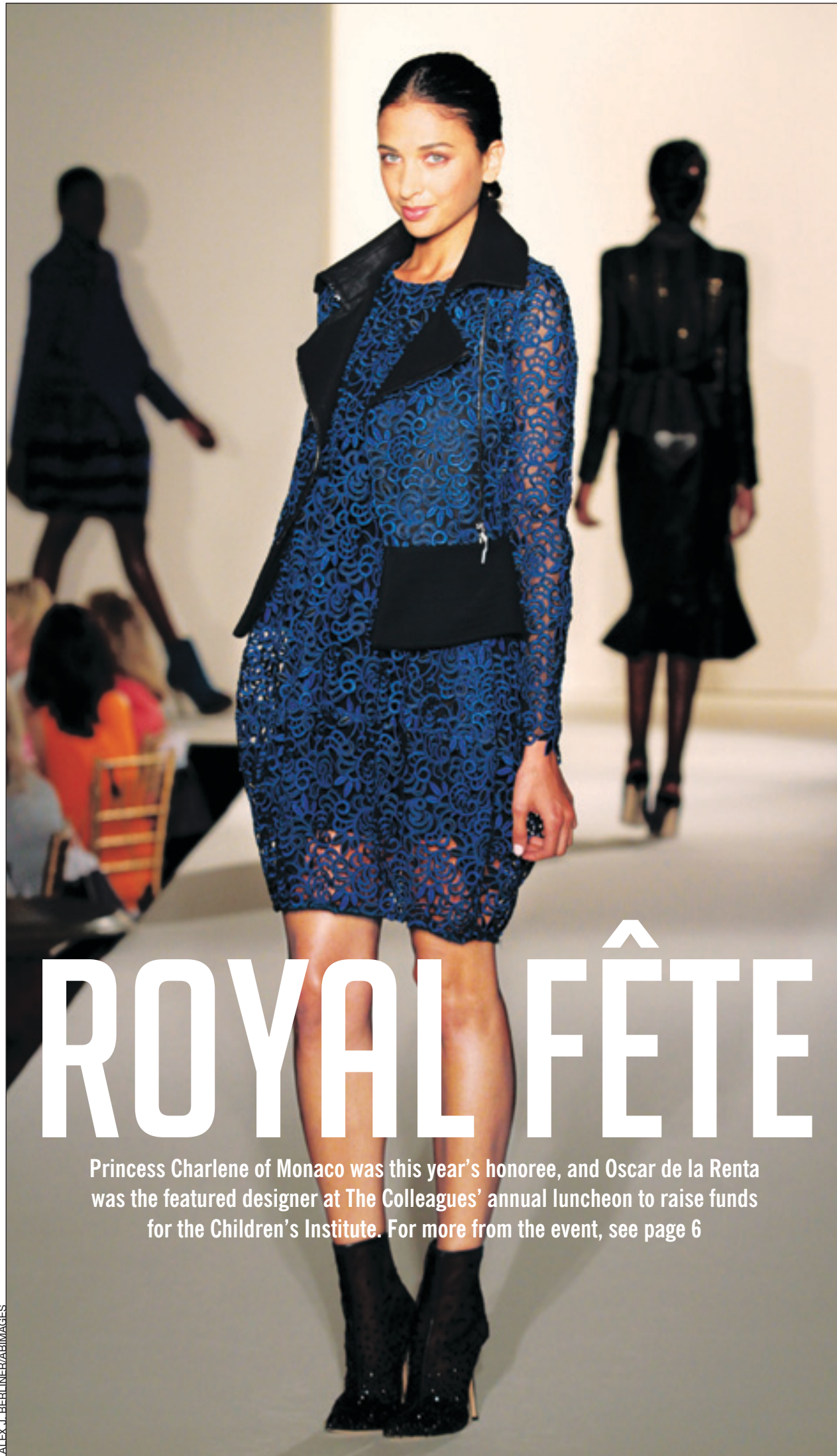


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ROYAL FÊTE

Princess Charlene of Monaco was this year's honoree, and Oscar de la Renta was the featured designer at The Colleagues' annual luncheon to raise funds for the Children's Institute. For more from the event, see page 6

ALEX J. BERLINER/ABIMAGES

Contract Negotiations on the Waterfront Worry Many About Shipping Season

By Deborah Belgum *Senior Editor*

Ship early and ship often. That's the advice logistics experts are giving to apparel and textile importers who don't want to be caught up in a possible strike that could take place this summer at West Coast ports.

Negotiations between the **International Longshore and Warehouse Union**, which represents 13,600 registered workers at West Coast ports, and the **Pacific Maritime Association**, whose 72 members include shipping lines and terminal operators, rev up on May 12 in San Francisco.

The current six-year contract expires on July 1, but few believe the negotiations will be wrapped up by June 30. In the past, it has taken weeks after the deadline to come up with an agreement, and this always puts importers and exporters on edge.

Major retailers and apparel manufacturers already have

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Gypsy05 to Begin Retail Rollout With Robertson

By Andrew Asch *Retail Editor*

Los Angeles fashion label **Gypsy05** made waves with its eco-friendly clothes and production methods, and, after nearly 10 years selling its clothes at retailers such as **Saks Fifth Avenue**, **American Rag** and **Revolve Clothing**, Gypsy05 will be rolling out its own branded stores.

On June 1, Gypsy05 is scheduled to open boutiques in two high-marquee shopping areas, Robertson Boulevard in Los Angeles and **Malibu Country Mart** in Malibu, Calif., said Osi Shoham, co-founder of Gypsy05. She hopes that the two Los Angeles County stores will be the first in a handful of branded stores spread across the United States. The brand is scheduled to open a location in Orange County, Calif., in June, but real estate negotiations have not been completed.

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Apparel Makers Tackle the Task of Finding Skilled Labor in Los Angeles

Apparel makers who want to manufacture more merchandise in Los Angeles have a challenge. It's hard to find good, skilled laborers who are in the country legally.

That was a problem that hit **American Apparel** in 2009 when immigration officials forced the Los Angeles maker of T-shirts and other clothing to fire 1,800 workers who

4,000 elsewhere.

Despite the challenges, the largest U.S. apparel factory is dedicated to keeping its manufacturing in Los Angeles. "The beauty of manufacturing in Los Angeles is you get to see the faces of your employees," Bailey said.

Bailey was speaking on a panel about apparel manufacturing and fashion at the **West Coast Manufacturing Conference**, held on April 30 at the **Millennium Biltmore Hotel** in downtown Los Angeles. Joining him on the panel were Ilse Metchek, president of the **California Fashion Association**; Michael Rosen, chief financial officer at **Velvet**; and Greg Harvey, director of retail at tags and labels maker **Avery Dennison**.

American Apparel is a rare case in the local apparel industry. It does everything from concept to finished product. In Los Angeles, most apparel makers use outside contractors to cut and sew their garments, which has its own set of problems.

Metchek pointed out that California is the only state where apparel makers and retailers are held responsible for the contractors they hire to pay workers the minimum wage and overtime as well as follow labor laws. This is spelled out in AB633, or Assembly Bill 633, legislation passed in 1999 to combat sweatshop conditions in the garment industry. "Ninety-nine percent of our industry is contractor-based," Metchek said.

Rosen of Velvet, a Los Angeles manufacturer that started out in 1997 making T-shirts in Los Angeles and has extended that to casualwear, said there has been lots of talk about returning apparel manufacturing to Los Angeles, but it has its challenges because working with contractors can carry its own set of liabilities in California.



THE PANEL: From left to right: Marty Bailey of American Apparel, Ilse Metchek of the California Fashion Association, Michael Rosen of Velvet, Greg Harvey of Avery Dennison and moderator Brittaney Kimmel of Chase Bank

couldn't produce valid documents showing they could legally work in the United States.

Now, American Apparel is spending up to one year to train its new workers to staff the company's array of machinery and become a skilled sewing operator at the company's huge factory on the edge of downtown Los Angeles. "There is a plethora of skilled labor in Los Angeles, and I can't touch them. For us, immigration reform is a key subject," said Marty Bailey, American Apparel's chief manufacturing officer. He said the company, a totally vertical operation, employs 6,000 workers in Los Angeles County and another

To mitigate being caught up in a contractor's missteps, he suggested that apparel makers either hire an outside firm to verify that a contractor is following labor laws or do it themselves by asking a host of questions and asking for detailed paperwork to prove contractors are paying their employees a fair wage. "Your objective is to limit your financial risk and establish a paper trail that demonstrates you have done what is neces-

sary to ensure compliance," he said. "Make sure your contractor is registered with the state and that they have worker's compensation insurance."

He advised manufacturers to pay a fair price for garments so contractors can afford to pay the minimum wage and overtime as well as make a reasonable profit. "If you don't enter with that attitude, there is trouble down the road," he said.—*Deborah Belgum*

Wet Seal Shuttters Arden B Stores

Teen retailer **Wet Seal Inc.** is shedding its young contemporary chain of stores called **Arden B**, which last year accounted for only \$60.4 million in revenues, or 11 percent of the company's total revenues.

The news came on April 25, when Wet Seal, based in Foothill Ranch, Calif., announced that 31 Arden B locations would transition to the new **Wet Seal +** concept with merchandise for large-size juniors and the remaining 23 locations would carry Wet Seal merchandise.

This conversion of merchandise is expected to be completed by the beginning of the Back-to-School season.

The company, through lease expirations and by exercising early-termination provisions, will close 15 Arden B locations through the remainder of fiscal 2014 and 16 Arden B locations in fiscal 2015.

Wet Seal intends to negotiate with landlords and find other alternatives to speed up the transition and exit of the remaining 23 Arden B locations where leases do not expire prior to the company's fiscal 2015 year-end.

Effective immediately, the Wet Seal merchandising organization assumes responsibility for Arden B stores, and scores of Arden B

employees will be affected by the shuttering of the chain.

The release of some team members and reduction in other expenses will have a pre-tax savings of approximately \$1.3 million beginning in the second quarter of fiscal 2014.

Wet Seal expects to incur approximately \$0.1 million of charges for severance costs in the first quarter of fiscal 2014 and approximately \$0.3 million of charges for store employee-retention programs in the second and third quarters of fiscal 2014.

The company also anticipates non-cash asset impairment charges of up to approximately \$3 million in the first quarter of fiscal 2014 pertaining to Arden B store assets. In addition, the exercise of early lease-termination provisions in fiscal years 2014 and 2015 is expected to result in approximately \$0.5 million of payments related to unamortized tenant allowances.

In a financial guidance report for the first quarter of fiscal 2014, Wet Seal executives said that same-store sales are expected to be in the negative mid to high teens for the bricks-and-mortar outposts and the e-commerce site.—*D.B.*

Alice + Olivia Leaves Robertson for Melrose

Contemporary retailer **Alice + Olivia** by **Stacey Bendet** is on the move. It is scheduled to open a new shop at 8501 Melrose Ave. in West Hollywood, Calif., this summer and shutter its store at 134 S. Robertson Blvd., which is located less than one mile away, said Jay Luchs, a prominent real estate broker who is familiar with the deal. Luchs is executive vice president for **Newmark-GrubbKnightFrank**.

If the Robertson store stayed open, the contemporary retailer would have three stores doing business in close proximity to each other. (The label also runs a store at 410 N. Beverly Drive in Beverly Hills.) While the Robertson store was judged to be a success, the label wanted to try out the new space on the corner of Melrose and La Cienega,

which is a few blocks away from where **Rag & Bone** opened a popular store in 2012. The Robertson store is scheduled to move after its lease expires this summer. Alice + Olivia did not reply to requests for comment.

The Melrose Avenue neighborhood around La Cienega and the **Pacific Design Center** has been attracting a well-off, stylish customer, Luchs said.

"Robertson is figuring out its identity again," Luchs said about the street, which is a mix of high-fashion and contemporary stores. It remains a high-marquee street but has gone through periods when there were no vacancies on the street to other periods with lots of empty storefronts. "Robertson will come back strong—but in a year," Luchs said.—*Andrew Asch*

Planet Blue Opening in Palo Alto, Calif.

Approaching its 20th anniversary, Santa Monica, Calif.-headquartered contemporary chain **Planet Blue** is scheduled to open its first Northern California store on May 23.

It will open a 1,900-square-foot shop in **Town & Country Village** in Palo Alto. The leafy enclave is a five-minute drive from **Stanford University**, and it also is the address for high-profile boutiques such as **Gap Inc.'s Intermix** and **Athleta** stores, along with independent contemporary chains **Ruti** and **B. Real Women's Apparel**.

Planet Blue founder and Creative Director Ling-Su Chinn said the San Francisco Bay Area is an important place for the retailer to have a physical presence.

"The Bay Area has been one of our top-performing metros since the launch of the website (<http://shopplanetblue.com>), so we know our customer is there," Chinn said in

a statement.

The Palo Alto store will feature a denim bar, bikini and lingerie walls, and a jewelry case and will sell brands that have been popular in its four Los Angeles County locations. The Palo Alto merchandise mix will include brands such as **Nightcap**, **Stone Cold Fox**, **Rory Becca**, **Current/Elliott** and **Blue Life**, Planet Blue's private-label line, which includes tops, dresses and skirts.

Planet Blue also opened three stores in Japan recently. Another Japanese store will open at the end of May. It widened its merchandise mix by collaborating on a collection, **Alé by Alessandra**, with **Victoria's Secret** model Alessandra Ambrosio earlier this year. It also recently shipped on the first delivery of its private-label swim line, **Blue Life Swim**.—*A.A.*

Fashion Group Talks Fashion, Tech, Social Media and E-commerce

By Alison A. Nieder *Executive Editor*

Fashion, design and commerce in the digital age were discussed at an April 29 panel hosted by **Fashion Group International—Los Angeles** and held at **Maker City LA**, a new creative workspace at **The Reef** (formerly known as the **LA Mart**) in downtown Los Angeles.

Moderated by Kelsi Smith, founder of **LA Fashion Council**, **StyleSmith** and **Two Point Oh! LA**, the panel included designer Rachel Pally; Kendra Gratteri, the director of merchandising for **Beachmint**; Alle Fister, principal with **Bollare PR**; N. Jayne Seward, stylist, fashion journalist and creator of the *VeryVeryChic* blog; and Nicolas Ullah, U.S. director of marketing for **Trendstop**.

For several panelists, social media provides a way to quickly spot trends and find inspiration for their businesses.

By letting customers in on the design process, Gratteri said, she bypasses traditional fashion forecasting. “My customers are doing that for me,” she said.

Seward and Pally both said they find inspiration on social media.

“Five minutes on **Instagram** is like six months of magazines,” said Pally, who called social media a “constant flow of information.”

Trend forecasters can organize and make sense of that flow of information, Ullah said. “There are more data points to get trend intelligence. There’s a lot of information. As trend forecaster, it’s important to use social media to educate.”

Business intel

Social media provides instant access to information, but it also is a great tool for gathering feedback, Pally, Gratteri and Ullah said.

Ullah said he tracks how clients use his company’s trend reports. Gratteri said in addition to Beachmint’s customer-service team, she takes calls and monitors the company’s social media.

“I’m so grateful to get feedback—good or bad,” she said.

Pally said the feedback she gets can help determine the direction she takes or the colors she picks for the season. The designer said plus-size blogger Marie Denée, founder of *The Curvy Fashionista*, even inspired her to add new items to the line.

“She said, ‘Here are the things I want. I want a miniskirt,’” said Pally, who started added miniskirts to the **Rachel Pally**



THE PANEL: Nicolas Ullah, U.S. director of marketing for Trendstop; N. Jayne Seward, stylist, fashion journalist and creator of the *VeryVeryChic* blog; Kendra Gratteri, the director of merchandising for Beachmint; designer Rachel Pally; Alle Fister, principal with Bollare PR; and Kelsi Smith, founder of LA Fashion Council, StyleSmith, and Two Point Oh! LA

White Label collection last year.

Product placement with influential bloggers has also impacted sales, Pally said.

“If you have 100,000 followers, that’s a commodity,” she said. “But it has to be authentic. They have to believe in it.”

Social media also provides a look at how the fashion industry operates and a way to connect all the industry players working together.

“As a stylist, it’s important to have those followers,” Seward said. “If you post a behind-the-scenes photo at a shoot, [it gives] them an idea of the process.”

Social media also provides Seward with an opportunity to connect with and support the brands she’s working with.

“It’s nice to give shout-outs to brands,” she said.

Generating sales

The lines between information and commerce are blurring, Seward noted. E-commerce sites such as **Nasty Gal**, **Planet Blue** and **Revolve** create editorial lookbooks that customers eagerly follow on Instagram, while traditional publications are launching e-commerce sites such as *Harper’s Bazaar’s ShopBazaar.com*. “Even fashion week, the consumer is seeing that right now, and the demand is right now. It’s about being able to offer those products to their readers,” she said.

Some segments of the market are a perfect fit for social media-driven commerce.

“Millennials do a lot of browsing,” Gratteri said. “E-com-

merce is their entertainment playground.”

Pally said she’s seeing an “enormous shift to online shopping.” The power players are **Shopbop** and **Revolve**. Even department stores are seeing a shift to the [dot-com side of the businesses].”

Many in the audience were interested in using social-media platforms to generate sales.

Pally was bullish on social media’s impact on sales but said it depends on the platform.

“Followers equal dollars. It’s a great way to boost commerce,” she said but added what holds true for Instagram does not hold true for **Facebook**. “Likes does not equal dollars,” she said.

Keep it real

Social media also can provide a level of personal connection to the designer or brand.

“It’s an interesting shift,” Fister said. “You can be a digital friend of the designer. If you want a privileged peek into Rachel [Pally]’s life or someone guiding you through the shopping experience [like a digital merchandiser], the customer feels like they’ve had a special experience and hopefully spreads the word [on social media].”

Pally said her company notices the difference between a personal post online and one that may just include a stock photo.

Another way to keep it real is to get the consumer in on the merchandising and promotion of the line. Pally pointed to retailer **Freepeople**, which encourages customers to upload photos of themselves wearing the clothing. “You can see how 80 or 200 or 400 people have worn that same dress,” she said.

Sites can also encourage add-on sales by recommending an entire outfit for you based on the item you’re looking at. “It used to be the salesgirl’s role,” Pally said. “Now the algorithm curates it for you.”

Ullah agreed, saying his company looks closely at the data behind different social-media channels to determine the best fit.

For example, he said, “If I’m a lingerie brand and more than 90 percent of my customers are female, I’m going to pay more attention for **Pinterest** [which has a much higher percentage of female users than other platforms]. It’s about really looking into the social-media channels and what makes sense for us.” ●

Ports *Continued from page 1*

their contingency plans in place in case the talks hit a wall. Many are still rattled by the contentious contract negotiations that ended last year between East Coast dockworkers and their employers after several strike threats.

“All our members have been preparing their contingency plans for a while because they all knew this is coming,” said Jonathan Gold, vice president of supply chain and customs policy at the **National Retail Federation**, whose members are some of the largest apparel manufacturers and retailers in the United States. “You probably won’t see the contingency plans hit until the negotiations start.”

Those plans include routing merchandise to other ports on the East Coast, Gulf Coast, Canada or Mexico, or shipping early. The third and most costly option is air freighting goods, but this costs 10 times more than shipping by sea and is usually a last-ditch effort.

In Los Angeles, many customs brokers and logistics experts have advised their apparel customers to get their goods in before July 1 to make sure they have their merchandise in time for the critical Back-to-School and Holiday seasons.

“We’ve told our clients to build up their inventory by June 30, so if there is any problem in July, they won’t suffer. But they don’t have much time left,” said Enrico Salvo, chairman of **Carmichael International Service**, whose clients are mostly apparel companies.

Shipping early is considered cheaper than rerouting cargo to other ports.

On the table

In the past, contract negotiations have been stuck on issues such as automation and technology.

This time, the issues will be centered around a generous healthcare plan provided by the employers. Currently, long-shore workers pay nothing for their healthcare coverage and only \$1 for prescriptions even though they are among some of the highest-paid blue-collar workers in the United States.

Under President Obama’s Affordable Care Act, these generous healthcare plans will be subject to a “Cadillac tax” that will cost employers millions. The rationale for the tax is to rein in bloated healthcare plans that raise medical costs and to help fund Obamacare.

This “Cadillac tax” calls for a 40 percent excise tax on employer-sponsored plans spending more than \$10,200 per employee or \$27,500 per family.

Starting in 2018, PMA members will have to pay a hefty \$150 million tax on the healthcare plans provided to longshore workers. “That will be a key part of the negotiations,” confirmed Wade Gates, a spokesperson for the PMA, based in San Francisco.

Because the tax doesn’t begin until 2018, it is possible the two sides could end up hammering out a three-year contract rather than a six-year contract to push the issue down the road.

Shipping lines and terminal operators are still having a tough financial time because vessel traffic is down from what it was before the Great Recession started in 2008. “The terminal operators up and down the coast are very concerned about this,” said Bruce Carlton, president and chief executive of the **National Industrial Transportation League**. “That \$150 million is a huge hit.”

The ILWU, also headquartered in San Francisco, is worried about job security. While technology and automation issues were mostly resolved during the 2008 negotiations, there have been recent turf fights between different unions over job jurisdiction.

Last year, the ILWU tussled with the **International Brotherhood of Electrical Workers** over who had the right to plug, unplug and monitor refrigerated containers, known as reefers, at the port-container terminal in Portland, Ore. The electrical workers had been doing that job for decades.

The issue was decided by then Oregon Gov. John Kitzhaber, who awarded the task to the ILWU.



The labor scuffle underscores the fact that union jobs are dwindling. That is due to automation, technology and because West Coast ports have been losing cargo-container volume to ports in Canada, Mexico and the East Coast of the United States. In 2008, the 29 West Coast ports’ share of containerized imports was 48.6 percent of the U.S. total. By 2013, that had fallen to 43.5 percent.

PMA members are also likely to push for dockworkers to contribute more to their pension funds because the workers are well paid. In 2012, the average annual salary for general long-shoremen working 2,000 or more hours was \$132,046. Marine clerks averaged \$149,800.

Past negotiations

Every contract-negotiation season has its difficulties. In 2008, negotiations got contentious over automation and job security, but an agreement was reached a month after the contract expired. “No one expects a contract to be signed, sealed and approved on July 1,” said the National Industrial Transportation League’s Carlton. “But people are on edge.”

Many still are haunted by the disastrous contract negotiations in 2002. The PMA’s shipping companies and terminal operators locked out dockworkers on Sept. 27, shutting

down all West Coast port operations for 11 days right during the important season to bring in holiday goods. Major apparel companies in Los Angeles lost millions when they were unable to deliver their goods on time and had to pay charge-back money or saw orders canceled.

President George W. Bush invoked the Taft-Hartley Act and got a court order to open up the ports again. It was the first work stoppage at the West Coast ports since 1971, when a strike closed the ports for several months.

Salvo, at Carmichael International, recalls that 1971 strike. “I have been working at this port for 60 years, and I remember the strike well,” the octogenarian said. “It lasted 93 days.” ●



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Swim Collective Moves Back to Huntington Beach in August

Swim Collective, the 5-year-old West Coast swimwear show, will return to the Hyatt Regency in Huntington Beach, Calif., for its Aug. 12–13 run, then move to the St. Regis Monarch Beach Resort in Dana Point, Calif., in January.

According to Swim Collective founder Shannon Leggett, the move back to the Hyatt was brought on by capacity constraints.

“We decided to move the August show back to the Hyatt Regency Huntington Beach with our 200 exhibitors and host the January 2015 show at the St. Regis with 150 exhibitors,” he said in a statement.

Among the companies and labels showing at Swim Collective are **Gottex**, **Mara Hoffman**, **île by Alessandra Ambrosio**, **Beach Bunny Swimwear**, **Manhattan Beachwear**, **L*Space by Monica Wise**, **La Blanca**, **Ella Moss Swimwear**, **Jantzen**, **Seafolly Australia**, **Raj Manufacturing**,

Vitamin A, **Nautica Swimwear**, **Volcom**, **Wildfox Swim**, **Minimale Animale**, **Mink Pink Swim**, **Guess Swimwear**, **Trina Turk** and **RVCA**.

Swim Collective will also host a preview day on Aug 11 from 4 to 7 p.m. for buyers who want private appointments.

Last November, Swim Collective announced plans to move from Huntington Beach to Dana Point in August following the news that **CurvExpo**, organizer of the **CurveNY** and **CurveNV** lingerie and swimwear trade show, planned to host its own West Coast trade show at the Hyatt in Huntington Beach in August. The launch of that show, **Riviera by CurvExpo**, is currently on hold.

Following the Swim Collective August event, the swimwear trade show will hold its Jan. 15–16 run in Dana Point. For more information, visit www.swimcollective.com.

—Alison A. Nieder

Pool Heads to NY in July

Pooltradeshows, the **Advanstar Fashion Group**–owned trade show held biannually in Las Vegas, is heading to New York, where it will host its first East Coast edition July 20–22.

The show will run alongside **Avanstar's Project New York** and **The Tents** at the **Jacob K. Javits Convention Center**.

“The vibrant energy and sense of community that Pool brings to the Vegas marketplace during MAGIC is what I wanted to channel in

New York,” Project President Tommy Fazio said in a company statement. “There’s nothing like it on the East Coast, so positioning the show at the Javits center will offer new ways to engage retailers and have them explore, shop and discover brands.”

Pool showcases up-and-coming and established men’s and women’s apparel and accessories brands, as well as a Cash & Carry section. There will also be a seminar, titled “Swimlessons,” for emerging brands.—A.A.N.

Calendar

May 1

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

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

May 3

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

May 4

DG Textile Expo Fabric & Trim Show
San Francisco Hilton
San Francisco
Through May 5

Accessories The Show

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

May 5

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

May 6

“Fashion Technology” webinar by Fashion Business Inc.
online

May 7

Fashion Digital Los Angeles
Directors Guild of America
West Hollywood, Calif.

May 8

Imprinted Sportswear Show
Music City Center
Nashville
Through May 10

“Starting a Business Plan for a Fashion Product,” presented by Fashion Business Inc.
California Market Center, A792
Los Angeles
Thursdays through May 22

Woodbury University's 50th annual runway event
Club Nokia
Los Angeles

May 12

Fashion Culture Trade Fair, presented by Fi3
Barker Hangar
Santa Monica, Calif.
Through May 13

May 13

Techtextil North America Texprocess
Georgia World Congress Center
Atlanta
Through May 15

May 14

“Become Your Own Sales Rep,” presented by Fashion Business Inc.
California Market Center, A792
Los Angeles

May 20

Apparel Sourcing Show
Grand Tikal Futura
Guatemala City
Through May 22

There's more
on ApparelNews.net.

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

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BCBG Event Showcases 25-Year History

After 25 years of designing an idiosyncratic mix of "Paris chic with LA cool," the fashion house **BCBGMaxAzriaGroup** turned part of its warehouse in Vernon, Calif., into an exhibition space on April 29. The center of attention was "Living the Bon Chic Life," a retrospective of the fashion house's quarter century in business.

On display were the red-carpet dresses of the **Max Azria Atelier** label, the bandage dresses of the **Hervé Léger** label and the youthful looks of the **BCBGeneration** line. Also on display was **BCBGMaxAzria Runway**. The exhibition featured cards that noted what movie star wore what BCBGMaxAzria Runway dress, as well as graphics of the fashion house's many magazine stories over the years.

Walking through the gallery and being greeted by well-wishers, Lubov Azria, the fashion house's creative director, noted that she was grateful for not only having the opportunity to be creative but also for having fashion consumers embrace and support the label's work and its styles.

She also was proud of building a fashion house in Los Angeles. "This is not New York or Paris," she said while standing in front of a display of the runway collection of BCBGMaxAzria. "It is LA."

The exhibit will stay open from noon to 5 p.m. May 3-4 and again on May 10. Private tours may be arranged by emailing rsvp@bcbg.com. There also was a sale of one-of-a-kind BCBGMaxAzria clothes. Proceeds from the sale went to **LA's Best**, a nonprofit after-school education and enrichment program.—Andrew Asch



Lubov Azria



BCBGMaxAzria Runway



Hervé Léger

Happy 100th Birthday, Beverly Hills

Rodeo Drive, one of Los Angeles County's top shopping streets, became party central on April 27, when the City of Beverly Hills celebrated its centennial.

The party pulsed through the 200 to 400 blocks of Rodeo Drive, or from the **Louis Vuitton** emporium on the 200 block to the **Chanel** boutique on the 400 block, as more than 10,000 people walked up and down the thoroughfare to celebrate 100 years of Beverly Hills.

A 15,000-slice cake in the shape of Beverly Hills City Hall was distributed to the revelers. Carnival games offered prizes such as BH100 lima beans, which were a reminder of Beverly Hills' rural beginnings as producer of lima beans more than a century ago. Another prize were plush yellow and white-striped cabana towels, which were a tribute to one of Rodeo Drive's landmark fashion boutiques, **Giorgio Beverly Hills**.

With Beverly Hills being the home of entertainment moguls of the past 100 years, having fun was a big part of the celebration. Revelers took rides on



Block party on Rodeo celebrating Beverly Hills centennial



Martha Reeves



Beverly Hills centennial cake

two four-story Ferris Wheels. Motown legend Martha Reeves sang her hits "Dancing on the Street," "Heat Wave" and "Nowhere to Run." A fireworks show was produced, and a group of dance troupes from across Southern California, including dancers from **Arthur Murray Beverly Hills** dance studio, put on a dance performance.—A.A.



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The Colleagues Honors Monaco's Princess Charlene at Annual Fundraiser for the Children's Institute

A full house of well-dressed women—and a handful of equally well-dressed men—turned out at the **Beverly Wilshire Hotel** in Beverly Hills at **The Colleagues'** 26th annual spring luncheon and fashion fundraiser for the **Children's Institute Inc. (CII)**.

Her serene highness Princess Charlene of Monaco was presented with the group's "Champion of Children" award by **Academy Award**-winning actress Reese Witherspoon at the event, which also featured the Fall '14 collection by **Oscar de la Renta**.

"I am deeply touched for this award and want to share it with all those who are committed to helping children," the princess said.

The former Olympic swimmer is also the founder of the **Princess Charlene Foundation**, dedicated to saving children from drowning through its water safety and swimming programs, which are held around the world.

Established in 1950, The Colleagues is a nonprofit corporation whose members raise funds through its annual luncheon and its resale boutique, **The Colleagues Gallery**, located in Santa Monica, Calif. All funds benefit CII and its efforts to end child abuse and neglect. CII recently completed its **Otis Booth Campus** near downtown Los Angeles and is beginning plans to open another campus in the Watts district of Los Angeles.

Amy Wakeland, activist, philanthropist and wife of Los Angeles Mayor Eric Garcetti, thanked the afternoon's guests for "the many contributions you've made," calling them "angels in this City of Angels."

Wakeland said she and her husband "are such big fans of CII because of the work they do. Young people's lives should not be determined by their zip code but rather by the scope of their dreams and their willingness to work hard to achieve them."

She also said she hopes Princess Charlene, the global ambassador for the **Special Olympics**, will return to Los Angeles in 2015 when the city hosts the Summer Special Olympics.

Actress Angie Harmon, a past Champion of Children award recipient, served as the event's master of ceremonies and, in her opening remarks, dubbed de la Renta "the unrivaled master of style".

Oscar de la Renta and fine jeweler **Van Cleef & Arpels** sponsored the event, which was followed by a trunk show at the Oscar de la Renta boutique on Melrose Place.—*Alison A. Nieder*



Her serene highness Princess Charlene of Monaco with The Colleagues President Travis Kranz



Reese Witherspoon



Angie Harmon



ALEX J. BERLINER/ABIMAGES

RETAIL

Gypsy05 *Continued from page 1*

Shoham, along with her brother, Dotan, also co-owns Los Angeles-headquartered dyehouse and wash house compounds **Pacific Blue Inc.**, where they have worked with premium-denim and fashion clients such as **Paige Denim**, **Theory**, **True Religion**, **Juicy Couture**, **Helmut Lang**, **Dickies** and **Guess**.

Gypsy05's new retail will give both the fashion public and the brand's wholesale partners the full picture of the boho-chic brand, Dotan said. "This is the wow factor. Now I get the full experience. Fasten your seatbelts," he said.

Both boutiques will be more than 800 square feet. Gypsy05 will move into a space that briefly held a shop for the **Babakul** brand at 8811 Alden Drive, on the corner of Alden and Robertson. At the Malibu Country Mart, it will move into a space adjacent to the **Mr. Chow** restaurant.

The spaces were designed by the Shohams with materi-



NEW RETAILERS: Gypsy05's Dotan Shoham, pictured right, and sister and business partner Osi Shoham started their brand in 2005 and will open branded boutiques this year. Photo courtesy of Gypsy05.



BOHO LOOK: Some Spring/Summer 2014 styles from Gypsy05. Photo courtesy of Gypsy05.



als deemed to be eco-friendly. The exteriors will be covered in reclaimed wood. The walls will be coated with a ground limestone plaster.

The store's core retail price points will be \$90 to \$450, Osi said. It also will sell third-party products such as books, candles and jewelry. It will offer furniture that was designed by the Shohams, as well as Gypsy05 handbags and accessories, bikini line **Gypsy Sand** and their footwear collection, **Gypsyz**, which combines the comfort of a sock with the sole of a shoe.

The Gypsy05 look is a classic bohemian look with a modern angle, said Laurie Brucker, a Los Angeles-based stylist who runs the **LaurieBstyle** company. "Their look is so distinct," Brucker said. "It's a washed, draped silk. There always is a great maxi dress with a bias here. It is the ultimate in bohemian. It is not cheap, but it is perfect for the boho-loving fashionista."

For the Spring/Summer 2014 line, Gypsy05 used Indian- and Moroccan-inspired prints. "Everything is colorful and

beautiful," Osi said. "It's drapery, natural fabrics, and it is easy for the summer when it is hot."

The stores are the next step in the company's efforts to raise the profile of the brand. In 2011 and 2012, Gypsy05 produced big runway shows at **Style Fashion Week** in downtown Los Angeles, where it exhibited more than 70 pieces during the shows.

Eco mission

Gypsy05's environmental-ly conscious stance extends to its dyehouse business. In 2010, the Shohams covered more than a third of the roof spaces of the Pacific Blue compounds with solar panels, which generate 60,000 kilowatt hours of energy and are said to reduce global carbon emissions by 48 tons annually.

(The company looked into doing the same for the new stores, Dotan said, but the municipal permitting process for solar proved to be too cumbersome and lengthy. "It is something for us [going] forward. It is something that we are looking into," he said.)

Pacific Blue also is looking at ways to conserve energy by reusing and conserving heat generated by the facility's dryers. It also is figuring out how to save energy by heating water by solar panels instead of gas heaters. Incremental changes such as these can help improve the world's environment, Dotan said. "If each one of us looks at climate change as responsible members of our society—if each one of us does something small—we can make a change," he said. ●

Annie + Jade: Unconventional Eco and Made in LA

Designer Annie Le pays homage to her Vietnamese heritage in her clothing line, **Annie + Jade**, which combines her English name, Annie, with Jade, the English translation of her Vietnamese name. The collection uses eco-friendly fabrics and an ethical manufacturing process to introduce an unconventional spin to eco womenswear.

"Why is eco-friendly fashion always centered around casual womenswear? I wanted to offer more categories than just yoga and street," Le said.

Le uses fabrics that are natural, organic, recycled or blended, including wool, silk and **Lenzing's** Tencel, Modal and Viscose.

"Lenzing Viscose is a cellulose fiber, and Lenzing's sustainable procedures to produce the fabric reduces the chemical and water waste to the environment," she said. "We use their products because their foremost goal is to bring comfortable, wearable fabrics that are socially and ecologically responsible."

In the past, she has also used vegan leather in the Annie + Jade collection and would consider using it in the future for handbags and footwear. Although vegan leather is a synthetic material, Le said she prefers it as a "viable alternative to the use of animal skins."

"I don't believe that being eco-friendly is a one-way road," Le said. "There are multiple ways to be eco-friendly. We take a multi-layered approach blending our fabric use—natural, eco-friendly and recycled—[and] our local production and giving back via our charitable contributions to offset the elements that cannot be made in an eco-friendly way."

Le also believes using a local production system helps the economy and contributes to the carbon fund without the use of overseas freight and shipping. "Eighty percent of the line is eco friendly, but we are always working to make it 100

[percent]. I also want to bring jobs back [to America]. As the line grows, the more people I can hire," she said.

Le's clothes possess a very modern quality. She believes in clean lines and beautiful silhouettes, adding stretch fibers for comfort and little to no trimming. The centerpiece of her line is the faux wrap dress made out of a viscose knit that is versatile to a woman's shape. "This dress will probably stay in the line for a while because of the way it's cut and made to fit the body's curves," she said.

Everything in the line is transitional, with timeless pieces that can be worn from season to season. The full collection

a breezy quality. The Fall 2014 collection includes about 30 pieces, including an elegant sheer-sleeve fitted maxi dress and a jumpsuit.

"I like to create a very classic look with black [dominating] as a color for every season," Le said. In addition to using black as a staple accent in her collections, Le introduces pops of purple, champagne, sky blue, army green and natural desert hues.

Le came from an advertising background, but growing up she always knew she wanted to be a fashion designer. "As a child, I wanted to be a designer, but during college I steered into another direction. I received my master's in advertising and did that for five years, but it was more worth it to do something I loved," she said.

Le left advertising and enrolled at the **Fashion Institute of Design and Merchandising** in Los Angeles. "During my years at FIDM, I was part of an accelerated program, and that is where I started developing Annie + Jade," Le said.

Le began working on the collection in Fall 2009, and, by 2011, she officially debuted the line at **Project Ethos** during **Los Angeles Fashion Week**. She eventually wants to expand from luxury womenswear into accessories, including eco handbags and shoes. She is also considering a plus-size collection.

Annie + Jade is currently sold online at www.annieandjade.com.

Wholesale price points range from \$45 to \$90 for tops, \$99 to \$150 for dresses, up to \$200 for gowns, and \$120 to \$225 for outerwear and coats.

For sales information, email aj@annieandjade.com.

—Sarah Wolfson



includes casual tops, shorts, pants, rompers, separates, outerwear, wrapped dresses and eveningwear. There is a mixture of contemporary structured pieces, jersey basics and draped garments, while some are more conservative and others have

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New Hank Pola Scholarship Presented at FIDM

Fashion Institute of Design & Merchandising student Shayna Goldberg received the first **Hank Pola Scholarship** at an April 17 event at FIDM's downtown Los Angeles campus.

Presented by **California Fashion Association** President Ilse Metchek, the \$5,000 scholarship is in memory of Metchek's late husband, Hank Pola.

Pola worked as a textiles sales executive and president of **Pola Associates Inc.** for more than 30 years until his retirement in 2004. Over the years he represented high-end international fabric mills—including **Centenarie Zinelli**, **Billon Frères** and **Bossa**—and served as vice president of **Wamsutta Mills**, West Coast vice president for **Brookhaven Textiles** and vice president of sales for **United Merchants & Manufacturers** in New York. The scholarship was created in his name following his death in 2013.

"Since Hank Pola was a longtime member of the textile and apparel community and past board member of the **Textile Association of Los Angeles**, it is wonderful of Ilse to honor his memory by furthering the textile education of a deserving student. Both Shayna Goldberg, the winning student, and FIDM are privileged by this gesture," said Barbara Bundy, FIDM vice president of education. Goldberg is a graduate of FIDM's Fashion Design program and will begin in the design school's Advanced Study Program in Textile Production and Development this summer.



California Fashion Association President Ilse Metchek with Shayna Goldberg, the winner of the Hank Pola Scholarship.



FIDM President Toni Hohberg



FIDM Vice President of Education Barbara Bundy with Vera Campbell, president of KWDZ Inc.

Twin Dragon Introduces Forever Black Denim

Gardena, Calif.-based denim maker **Twin Dragon Marketing** is using **Lenzing's** Modal to make a black denim that is colorfast and requires less water to produce than a traditional black denim made with sulfur dye.

"Never in all my years have I seen any denim perform so well on the crocking test. Absolutely remarkable!" said Dominic Poon, chief executive officer of Twin Dragon, in a company statement.

Twin Dragon's Forever Black is made with a blend of recycled polyester, spandex and Lenzing Modal from the Austrian fiber maker's **Lenzing Color** collection.

Lenzing creates its colorfast black Modal by adding the dye to the fiber in the solvent stage. The Lenzing Color collection also includes red, black, blue and brown Modal fibers.

Lenzing Modal is made with Lenzing's eco-friendly Edelweiss Technology, which produces a carbon-neutral fiber, according to a 2008 lifecycle assessment of Lenzing fibers conducted by the **University of Utrecht** in the Netherlands. The fiber is made in Austria from Austrian beechwood pulp, and up to 95 percent of processing chemicals are recovered during the production process. In addition, at Lenzing's Austrian plant, the company can recover and reuse excess energy and wood substances for an "energy self-sufficiency" process.

Twin Dragon currently has four Forever Black fabrications, including a heavier weight for menswear. In addition, the company has introduced a Forever White denim style that won't yellow. The fabric is made from a blend of Lenzing Modal, polyester and spandex.

For more information, visit www.twindragonmarketing.com.—Alison A. Nieder



COLORFAST: Twin Dragon's Forever Black is made with Modal from the Lenzing Color collection, which requires less water to produce a colorfast black than traditional sulfur dyeing. Pictured: Level99's Forever Black denim style.

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Martex Expands Reclaimed Fiber Capacity, Names New Executives

With the addition of a fiber reclamation line at its facility in Spartanburg, S.C., **Martex Fiber Southern Corp.** will see an increase in its plant capacity for fibers made from cotton and cotton/polyester textile waste.

"The expansion increased Spartanburg's plant capacity by over 20 percent, further expanding our ability to create valuable outlets for the over 160 million pounds per year of pre- and post-consumer cotton and cotton-polyester textile waste that Martex Fiber keeps out of landfills," said Jamie Jarrett, general manager of Martex's fiber division.

The company is also expanding its fiber reclamation capabilities at its facility in Brownsville, Texas. The expansion project, which will be completed within the next quarter, will expand the plant's capacity by 11 million pounds annually, the company said.

The expansion projects are part of Martex Fiber's "No Fiber Left Behind" program, which is designed to recycle textile waste rather than sending it to a landfill.

"At Martex, we are in the double green business," said Martex Chief Executive Officer Rick Otero. "Our focus is on expanding a business that is sustainable economically and for the environment. Every pound of cotton textile scrap that we recycle at Spartanburg helps America avoid the environmental impact of a new pound of conventional cotton.

Our recycling process uses essentially no water—compared with over 1,400 [gallons per pound] for conventional cotton—no harmful pesticides and no harmful chemical dyes, with significantly less energy consumption versus new cotton. We are committed to our No Fiber Left Behind vision."

Martex collects and recycles textile waste for use in rags, industrial uses and recycled yarn products. In addition to Spartanburg and Brownsville, the company has manufacturing facilities in Charlotte, N.C.; Lincoln, Ga.; Honduras; and Nicaragua as well as administrative offices in Charlotte and Newtown, Penn.

The company recently named several new executives, including David J. Kennedy, who was appointed chief financial officer and chief administrative officer. He was previously a principal with **Scale Finance** and chief financial officer and chief operations officer with **Perfect Fit Industries**.

The company also promoted Cassandra Braun to director of marketing. Previously she was the director of design and color development for Martex Fiber's **Jimtex** recycled cotton yarn division. Karl Kakadelis was named vice president, information and technology. He was previously head of information management for **Mack Molding Co.**—A.A.N.

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

Production Assistant

Entry level position. Must have common sense & work well under pressure. Duties include deliveries, pull trim/fabric for cuts, shipping, inventory & work with contractors. Excellent computer skills required. AIMS a plus. If you don't meet these standards or are over qualified don't waste your time or mine. Email resume to hotclothing123@gmail.com

EDI/DATA ENTRY - Better Contemporary Womens

Seeking professional exp'd, energetic, organized, detail oriented candidate to handle all aspects of EDI order processing, including order entry, distribution, picking, Invoicing. Must have knowledge of setting up trading partnerships in house / & or with 3rd party vendors. Apparel Magic knowledge a plus; Dept store compliance exp also a plus.

Email resume to HR@ddaholdings.com

GRAPHIC ARTIST - Girls and Tweens

Strong visualization & creative input for Fashion Tops. Processing knowledge of screen printing, separations, & embellishment techniques to create print-ready artwork. Proficient Illustrator, Photoshop, and CAD software.

Send Resume w/Portfolio to: graphicdesigninLA14@yahoo.com

NEXT LEVEL APPAREL FABRIC QUALITY INSPECTOR

Summary of Primary Job Responsibilities
The Fabric Quality Inspector will implement strategies and actions to improve key quality performance metrics. Write, train and implement quality procedures. Introduce statistical methods to control and monitor quality performance. Other duties as assigned.

Qualifications

Bachelor's Degree preferred. Minimum 5 years' experience in Quality inspection in the consumer goods industry, textile and apparel industries preferred. Knowledgeable in Six Sigma preferred. Ability to participate as a team member. Analytical and statistical tools and metrics experience. Experience with writing and implementing Quality standard operating procedures. Proficient in MS Office, concentration on Excel.

Send resumes to:

maggie@nextlevelapparel.com

Raw Materials Planner

The Materials Planner/Buyer will be primarily responsible for planning and scheduling production inventory activities to meet enterprise service level objectives while assuring a continuous production flow at this facility, and will have knowledge and ability to analyze and interpret data, use excel, and ERP systems. Please send resumes to smarin@A4.com

Swimwear Sample Sewer

Luxury Swimwear company is looking for experienced swimwear sample makers for better swimwear line. Must have experience in swimwear using single needle, coverstitch, zig zag, and elastic overlock.

Please call
213-741-0287

Jobs Available

Karen Kane

SINGLE NEEDLE SEWING CONTRACTORS

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

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

SINGLE NEEDLE OPERATORS

Karen Kane has immediate openings for Single needle operators. Minimum 2-3 yrs experience.

Fax resume to 323-277-6830, email to resumes@kareneane.com or apply in person at 2275 E. 37th St. Los Angeles.

Warehouse staff, Driver Needed for

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

Email: hrapparelwarehouse@gmail.com.

FIRST PATTERNMAKER

Van Nuys based manufacturer is looking for a first patternmaker for our Junior Sportswear & Dress Division. PAD exp. a Plus but will train the right candidate as long as they are proficient on one of the current computer systems. Must have min. 3 yrs' exp. making computer patterns, be self-motivated and be able to work in a busy environment.

Please fax resumes along with salary requirement to davidz@kandykiss.com

PRODUCTION PATTERNMAKER

Van Nuys based manufacturer is looking for a production patternmaker. Must be capable of working with a wide range of Designers, styles, size ranges and fabrications. Target Corp BPFE status would be a huge asset. PAD exp. a Plus but will train the right candidate as long as they are proficient on one of the current computer systems. Must have min. 5 yrs. exp. making production patterns, be self-motivated and be able to work in a busy environment.

Please fax resumes along with salary requirement to: cathyk@kandykiss.com

Patternmaker

Apparel Co. in Paramount, is seeking a FT, experienced, First-Production, Pattern Maker/Grader. Must have 3 - 5 years of draping experience. Ability to review and interpret design sketches, check accuracy of sample patterns, able to work w/sample makers throughout the entire pattern making process. Be able to advise, correct machine/sewing techniques, quality control. Strong understanding of garment construction, fit standards, including color patterns, fabric, and, inspect for errors pre and post process. Send resume with salary history to hrresumes90723@gmail.com. Equal Oppty. Employer

Import Production Coordinator

-5 years+ garment experience
-Efficient in follow up production order and keep track of T/A with overseas factories
-Organized, detail oriented, team player & self motivated
-Computer literate and proficient in excel and outlook
-Chinese language preferable.
Please send resume to: may@secrecharm.com or Fax to 213-742-7755

Call Jeffery 213-627-3737 Ext. 280 or jeffery@apparelnews.net

Jobs Available

BAILEY44

QUALITY CONTROL INSPECTOR

We have an immediate opening for a quality control inspector who will maintain our high standards of quality with our factories and production team to ensure on-time deliveries. Ideal candidate must be able to communicate with our contractors, patternmakers and production team. Experience with knits and all aspects of garment construction are required. Must have own vehicle and proof of auto insurance.

Please e-mail your resume to info@bailey44.com

PRODUCT DEVELOPMENT/ PRODUCTION ASSISTANT

Santa Barbara based China garment manufacturer seeking organized, self-starter able to multi task from initial concept to eventual production. Strong in follow-up, detail oriented and ability to communicate clearly and effectively by email a must. Import experience preferred. Knowledge of Photo-shop, Illustrator, Excel and Word very helpful. Minimum

3 yrs exp req

Email resume to nick.cpr126@gmail.com

BELLA DAHL

IMPORT PRODUCTION COORDINATOR

5+ yrs exp in product development, sourcing, T&A, problem solving. Organized, analytical, communicates well.

CUSTOMER SERVICE REP

3+ yrs. exp in order processing, allocation, invoicing credit memos, follow up. Must be organized & have strong communication skills.

E-Mail: hr@belladah.com

PRODUCTION COORDINATOR

Design oriented textile/garment importer seeks an aggressive, motivated individual for Production Coordinator position. Exp. in textile and garment industry helpful. Candidate 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

LA import garment manufacturer looking for a Candidate who is bilingual in Mandarin and English. Minimum 2 yrs experience in overseas production. Knowledge of tech packs and vendor compliance.

E-mail resume to lonni.mag@gmail.com

PRODUCTION COORDINATORS

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

FIELD QUALITY CONTROL PERSON

Busy Junior dress company seeking field quality control person to check cutting, sewing, inline inspections and audits. 5 years exp, own car.

Email: Richard@baileyblueclothing.com

Sales & Marketing Coordinator

Excellent opportunity with a new bridge-line division of a well-established LA company seeking a motivated and reliable person with experience in the fashion industry to work with independent sales reps and stores nationwide. Use of the internet and social media is a must. Flexible work schedule. Salary plus profit sharing plus benefits. Email resume to jackie@onlyincusa.com

Jobs Available

Sales Assistant

Seeking a full time Sales Assistant. Must have leadership qualities & be a self-starter. Must have fluency in Photo-shop, MS Word, & Excel. Exp. is required.

Email resume with salary history to:

hrapparelwarehouse@gmail.com



IMPORT COORDINATOR

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

Send resume to: tlamantain@selfesteemclothing.com

Digital Dye Sublimation Printing Salesperson

Mariak is looking for an independent sales rep for digital printing services. Can lead to a full time position. MUST have: knowledge of apparel industry + be located in Southern California. *Please send resumes to Erin at eelinson@mariak.com*

Field Sales Rep

Tenured California based high end luxury brand seeking professional Field Representatives with extensive experience in fashion industry accessories for men's and women's fashion accessories such as couture handbags, jewelry and men's ties, tie tacks and other accessories.

Send resumes to doneda@dominieluxury.com



ASSOCIATE DESIGNER

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

Submit portfolio w/resume to:

tlamantain@selfesteemclothing.com

AKRUX-ACTION SPORTS LIFESTYLE BRAND

LA based Action Sports lifestyle Label owning Factories in China and Indonesia need to fill the following positions:

1) Independent Sales Rep or Multi line Showroom with proven success in selling to stores like Tillys, Pacsun, Zumiez, Active, Stage stores etc. Must have close relationship with the Buyers in these stores.

2) Sales Assistants to assist the Sales Reps in organizing and presenting the line, Production follow-ups with overseas offices.

Please mail your detailed CV to recruitments@agcollections.com

HIRING SALES PERSON IMPORT GARMENT COMPANY IS LOOKING FOR EXPERIENCED SALES PERSON.

*AT LEAST 2 YEARS OF EXPERIENCE IN IMPORT GARMENT SALES POSITION

*BILINGUAL IN KOREAN/ENGLISH

EMAIL : SOOKOH0921@GMAIL.COM

Road Rep Position

A high-end women's resort clothing manufacturer is seeking an in-house sales rep with established high-end boutique and resort relationships. Must have 5+ years of experience in the high-end women's market, be willing to travel and have an aggressive motivated energy to grow business. Please send resume to: salesrep1454@gmail.com

Jobs Available



TECHNICAL DESIGNER

NYDJ Apparel, one of the fastest growing brands in women's apparel, is seeking an experienced Technical Designer. The successful candidate will have experience in creating and updating tech packs for missy, petite and women's divisions of NYDJ. Experience in women's tops, knits, and sweaters is required. Competitive salary and benefits. No phone calls, please.

Please send resume and salary history to:

eric.ueno@nydj.com. EOE

TECHNICAL DESIGNER

Santa Monica based company seeks an extremely organized Technical Designer w/ strong understanding in garment construction, fit standards, patternmaking, grading & specification packages. Min 7-10 yrs exp. w/ technical design in wovens and/or knits. Excellent written & oral communication skills. Illustrator & Excel required.

GREAT BENEFITS. FULL TIME.

Fax resumes to (310)828-0091 or

Email koirecruiter@koihappiness.com

Technical Designer

This position is primarily responsible for maintaining the consistency of fit and quality through the fit-development process and written technical specifications. Works closely with Production and Design to elevate the quality of the product. Ensures Brand integrity throughout fit development process while keeping the customer in mind. Please send resumes to smarin@A4.com

Jobs Wanted

Freelance Patternmaker

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

35 yrs Exp'd

1st/Prod. Patterns/Grading/Marking and Specs.

12 yrs on Pad System. In house/pt/freelance
Fast/Reliable ALL AREAS Ph. (626)792-4022

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500 sq. ft. - 16,500 sq. ft. Priced Right.

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Parking Available - Good Freight.

Call 213-627-3754

Design Patternmaker Garment Lofts

300 sq ft - 1,000 sq ft.

Call 213-627-3755

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Marvin or Michael

