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SPRING BLOOM

Otis fashion students mentored by Dosa designer Christina Kim were asked to create pieces inspired by the Huntington Library's Flower Market with an emphasis on recycled fabrics and handwork. Their work was part of the Otis College of Art and Design Scholarship Benefit, held in Beverly Hills. For more from the event, see page 6.

Azalea: New Mall With a Civic Angle Hopes to Lift Economy in South Gate, Calif.

By Andrew Asch *Retail Editor*

One of Los Angeles County's new retail hot spots is South Gate, a blue-collar, predominantly Latino city with a high unemployment rate.

South Gate is the address for **Azalea**, one of the few regional malls being constructed in the state. The 375,000-square-foot mall is located at the intersection of Firestone Boulevard and Atlantic Avenue. Construction is scheduled to be wrapped up in early summer, said Arturo Sneider, the founding partner and chief executive officer of Azalea's developer, **Primestor Development Inc.**

Azalea will be the site of the first **F21 Red**, a highly anticipated new store concept from **Forever 21 Inc.**, which is scheduled to open May 10. Only one storefront in the development has not been leased, Sneider said. Big-box stores **Walmart**, **Marshalls** and **Ross Dress For Less** have opened recently. The place also offers popular restaurants such as **In-and-Out Burger** and **T.G.I.Fridays**.

The mall is forecast to help fuel an economic turnaround
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MADE IN LOS ANGELES

Single: Brand Building on Made in America Foundation

By Alison A. Nieder *Executive Editor*

When **Gala Inc.** founders Galina and Michael Sobolev began shifting their production for their contemporary line, **Single**, back to the United States about six years ago, there were several compelling reasons to bring manufacturing home.

Domestic production gave them the ability to produce quickly and fill reorders. There is an existing production base in the region and the move could help retain U.S. jobs, which was important for the Ukrainian-born Sobolevs, who both emigrated as children from the former Soviet Union, meeting many years later in Los Angeles.

"I'm from Odessa and Michael is from Donetsk," said Galina Sobolev, the designer behind **Single**. "We've lived in this country for 37 years. We both felt very strongly about giving back to the community and giving back to this country."

The company had always kept a portion of its production local to allow for quick turn and reorder business. "The majors really loved that we could do that," Galina Sobolev said. "[But] at one point when the production of all our silks got

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INSIDE

Where fashion gets down to businessSM



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Boutiques Ordered to Vacate Fred Segal Santa Monica

The 500 Broadway building of landmark retailer **Fred Segal** in Santa Monica, Calif., is closing to make way for the construction of a new structure, and the 500 Broadway boutique owners in the building were recently notified that they must vacate by the end of May.

Ron Robinson, the owner of the 5,000-square-foot **Ron Robinson** boutique in the

a nice customer following," Robinson said. He employs 12 people at his Santa Monica location. He plans to give them new jobs at his Ron Robinson boutique at the Fred Segal compound at 8100 Melrose Ave. in Los Angeles. However, he may not be able to find jobs for all his Santa Monica staffers.

"We've been there 18-plus years," Robinson said. "The mood is difficult. The emotions are difficult. We've developed such great clientele. We're not done. We'll find another Westside location. Our Melrose location continues to be very strong."

The 500 Broadway building of Fred Segal, often called **Fred Segal Santa Monica**, has been home of more than 12 retailers, including Ron Robinson, **Fred Segal Finery** and the popular **Umami Burger at Fred Segal**. Fred Segal Santa Monica is spread across two buildings. The retailers in the 420 Broadway building, across the street from 500 Broadway, have not been asked to leave, and there is

currently no news on redeveloping the 420 Broadway building. A representative for Fred Segal said that some boutique owners from the 500 Broadway building will move to the 420 Broadway building. "DK Broadway ... is currently working with those tenants on transition plans. The redevelopment of 500 Broadway does not have any impact on the Fred Segal [Melrose] location, and the Fred Se-

gal location at 420 Broadway will continue to operate uninterrupted," said Jessica Kleiman, executive vice president for **Sandow**, a New York-headquartered company that owns rights to the Fred Segal name. Sandow acquired the world rights to the Fred Segal brand for an undisclosed amount in 2012. Sandow is scheduled to open seven Fred Segal stores at the **SLS Hotel and Casino** in Las Vegas this summer and a store in Tokyo in fall 2015. Sandow does not own Fred Segal Santa Monica and Fred Segal Melrose.

Executives from DK Broadway did not return an email and a phone call by press time. However, the company's plans for the property were outlined on the website for the planning division of the city of Santa Monica.

There will be 250 units in the building—30 three-bedroom units, 54 two-bedroom units, 126 one-bedroom units and 40 studio units. The building will offer 561 parking spaces and some commercial uses, but it was not specified what commercial uses will be featured in the building. The building also is seeking **LEED** certification, which is a

certification that the building has met eco-friendly standards.

For years Fred Segal Santa Monica has been one of the premier shopping venues in Santa Monica. As the city has increasingly become a magnet for affluent people and high-marquee tech and media businesses, more retailers have moved to the beachside area. Developer **Macerich** redeveloped the **Santa Monica Place** retail center in 2010, and the popular mall has become the address for popular retailers such as **Bloomingdale's**, **Nordstrom** and **Kitson**. Consequently, the fashion boutique business has become much more competitive, said Ilse Metcheck, president of the **California Fashion Association** trade group and a resident of Los Angeles' Westside since the 1950s.

"The stores have to have good stuff. They have to be right for the customer. The consumer is smarter in Santa Monica," Metcheck said. "It will change the character of Santa Monica. [Many stores] will go someplace else. They'll go to places that are hot and new. It is what happens in our world."

—Andrew Asch



REDEVELOPING: A picture of Umami Burger at Fred Segal taken in 2012. The compound around the Umami Burger will be redeveloped.

500 Broadway building, said some tenants hope to negotiate an extension with the building's owner, **DK Broadway LLC**. The company is part of **KRE Capital**, which is headquartered in Beverly Hills, Calif. In a low-profile deal, the 500 Broadway building was acquired for \$41.2 million in May 2012.

"It would be an easy decision to leave if we had not developed and matured such

currently no news on redeveloping the 420 Broadway building.

A representative for Fred Segal said that some boutique owners from the 500 Broadway building will move to the 420 Broadway building. "DK Broadway ... is currently working with those tenants on transition plans. The redevelopment of 500 Broadway does not have any impact on the Fred Segal [Melrose] location, and the Fred Se-

SURF REPORT

Volcom Names New Global Creative Director

Volcom, one of the surf/skate and lifestyle world's most prominent labels, recently named Mike Aho, a veteran graphic designer and filmmaker for Volcom, its new global creative director.

Ethan Anderson, the former global creative director, is now the vice president and global marketing director at **Sanuk**, a footwear line that is headquartered in Irvine, Calif.

Aho will direct the marketing and branding efforts across all media channels for the Costa Mesa, Calif.-headquartered Volcom, which is owned by **Kering**, the Paris-based fashion company that also owns luxury brands such as **Alexander McQueen**, **Brioni** and **Stella McCartney**.

Aho started working with Volcom in 2003 and created humorous graphics that later were emblazoned on the company's T-shirts and skateboards. He recently directed a feature-length film on the history of Volcom and boardsports culture, called "True to This,"

which was released this year. Ryan Immegart, Volcom's senior vice president of global marketing, produced the movie. Aho said that the company developed a deeper understanding of Volcom's mission during the production of the film. It's about the feeling one gets when catching a great wave or performing a great stunt on a skateboard.

"It's a spiritual place in your head. People go to a different place when you're in that zone. Volcom is at its best when it is embodying that place," Aho said.

Among Aho's tasks will be combining print marketing, video marketing and social marketing with one cohesive message. He also will oversee design of the lookbooks and

work with Jason Bleik, Volcom's head of design, to ensure that the company's marketing and design is on the same page.

Aho lives with his family in Austin, Texas. He will commute to Costa Mesa every other week.—A.A.



Mike Aho

Billabong Names New COO

Jeff Streader was recently named global chief operating officer for surf giant **Billabong**. Streader will be based in the Irvine, Calif., offices of the Australia-headquartered surf giant.

Streader most recently served as an operating partner for **Marlin Equity**, a global investment firm. Billabong Chief Executive Officer Neil Fiske said Streader's experience in supply-chain strategy made him a crucial addition to Billabong.

"Jeff's deep experience in global supply-chain operations will help us build the global platforms we need to improve our speed to market, inventory turn and product margins," Fiske said in a statement.

Streader has worked in supply-chain operations for more than 14 years. From 2008

to 2011, Streader was the senior vice president of supply chain at **Guess? Inc.** From 2006 to 2008 he was president of **Kellwood Co.**'s corporate supply chain.

Billabong also announced the appointment of Bill Bettencourt as global general manager for **RVCA**, one of the most prominent labels in Billabong's family of brands. Bettencourt most recently served as senior vice president, sales and marketing, for footwear and lifestyle brand **Sperry Top-Sider**.

"Bill is a brand builder with a go-to-market skill set that will help realize the tremendous growth potential of the brand globally. His international leadership experience in athletic and action sports will be a big asset for the RVCA brand," Fiske said in a statement.—A.A.

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Design and Technology: An Idea You Can Take to the Bank

By Luis Velázquez *Contributing Writer*

Name a fashion brand that wants consumers to buy on price alone. I bet you're having trouble. Am I right?

A brand's worst nightmare is to become a commodity. Unfortunately, we've seen an aggressively promotional retail environment in the United States, driven by increased competition and the economic downturn. New business models and supply chain-management approaches are allowing lower-priced competitors to enter the market and thrive. Think **Forever 21**, **Uniqlo** and **Joe Fresh**.

So how do you protect your brand positioning in this environment?

The key to protecting your brand is through the one aspect of your business that is the most difficult to copy—your ability to consistently innovate to meet customer desires—in short, the focus here is on design. Design can no longer be isolated. Design and innovation must be integrated throughout your entire value chain. You can create value when everyone in the product-development team is aligned on what needs to happen, from product conception through production.

As Sir Jonathan Ive once said, "[The design process] is about designing and prototyping and making. When you separate those, I think, the final result suffers." Who would know better than him. After all, he is the man behind the design of **Apple's** iconic products.

By integrating design throughout the value chain, you have management visibility at the product's inception, and you can track how those ideas are translating to not only the aesthetic goals of the collection but also the financial ones. This allows you to work with the design team in real time along with product-development staffers, merchants and sales to develop a product that both answers the aesthetic of your brand and your target consumer in a financially responsible manner. Additionally, products that are likely to miss the mark can be discarded early in the process before too many resources are invested in them.

On the flip side, if your teams are disconnected, you end up building unrealistic products that are consistently vulnerable to getting stripped down in later parts of the supply chain to meet financial targets. And that, ladies and gentlemen, is how you end up a victim of commoditization.

Ensuring that design is a core tenet of your strategy isn't always easy, but technology can help by breaking down the walls between design and the rest of the organization. This provides design with more information, and

it allows other teams along the value chain to mobilize to execute better. This is true design innovation and, ultimately, success.

For an interesting example, recall the recent cotton crisis. Fabric prices were changing daily, and connected design and development teams were able to share "in the moment" information about the prices in real time. Designers who had this ready access used the new constraints to creatively use cotton-blend fabrics. You may remember this is when sheer layered T-shirts in multiple colors became a thing. Merchant teams had instant access to the line as it was being developed and could focus the development teams through this difficult period. By connecting via technology they were able to overcome a challenging environment.

Sometimes investing in design can generate ideas that are ahead of their time. Often a design asset is not fully utilized and this intellectual property is not stored in a way that allows it to be reused when the right time comes. Dropped or unused styles, fabrics, prints and yarn-dye patterns still have inherent value as long as you can find a way to tag and file them properly and make it a practice to reuse these assets.

Companies that are able to easily access their digital libraries of design properties, and redeploy them into best-selling products, find that innovation is further enhanced. Their designers understand that even if the time isn't right today, the idea can be easily deployed in the future. This encourages them to be even more innovative because nothing is ever truly lost. Through the use of technology to document these ideas, they become a currency of sorts that is banked and can drive the future wealth of the company.

Taking this approach can impact both the top line and the bottom line. Case in point—**Motiv Strategies** and the **Design Management Institute** developed the "Design Value Index" to track the financial results of design-centric companies. The index revealed that these companies beat the **S&P** by 228 percent during the last 10 years.

Impressive, right? ●

Luis Velázquez is a business consultant with Lectra North America, where he works directly with companies to determine what key processes and technologies can be updated to help unlock potential growth or drive enterprise value. Lectra is a provider of technology solutions to industries using soft materials, including fashion, automotive, furniture and technical textiles. For more information, visit www.lectra.com.



Luis Velázquez

CFF and TALA Present 2014 Scholarship Awards



Design by Alexandria Arnold, California State University Los Angeles, winner of the STC-QST Rising Star Award



Design by Angie Ortiz, Woodbury University, winner of the Lectra Fashion Star Award



Design by Aramis Richards, Los Angeles Trade-Technical College, winner of the Stony Apparel Corp. Fashion Star award and the Tukatech Technology award



Design by Brenda Trujillo, Long Beach City College, winner of the CIT Fashion Star award



Design by Arthur Thammavong, Otis Collection of Art and Design, winner of the Betty Baumgardner award



Design by Zin Htwe, California State University Los Angeles, winner of the KWDZ Manufacturing Fashion Star award

The **California Fashion Foundation**, the charitable arm of the **California Fashion Association**, and the **Textile Association of Los Angeles** presented scholarships to local design students at its annual Scholarship Awards Luncheon on May 1 at the **California Market Center**.

Galina Sobolev, designer and co-founder of Los Angeles contemporary label **Single**, was the keynote speaker, sharing her experience from new immigrant to **Fashion Institute of Technology** student to working for fashion labels in New York and Los Angeles to founding her own company.

"I encourage all of you to work in the industry," she said. "You can gain experience and do it on someone else's dime. It's not enough to be a very talented designer. Business is an important part of our world. I would very much like all of you to succeed. I've seen the product and the passion."

Tammy Chatkin, executive vice president of the **24Seven** placement agency, shared some advice for job seekers, suggesting they research the company before the interview, show up on time and not wear flip-flops to the interview.

Ram Sareen, founder of **Tukatech Inc.**, urged the students to acquire technology skills in order to compete with high-skilled overseas designers.

"Technology is the only way forward," he said. "Eight years ago, there were no smartphones. Today 100,000 patternmakers are trained on CAD in India alone. Go out and get technology." Henry Cherner, president of **AIMS 360**, also addressed the crowd, stressing the need for technological skills, and Chris Walia, AIMS director of business development and marketing, presented each student with an AIMS certification course certificate.

—Alison A. Nieder



Design by Farnaz Khojastehzad, Santa Monica College, winner of the UPS Fashion Star award



Design by Faye Owens, Mt. San Antonio College, winner of the California Apparel News Rising Star award

RETAIL SALES

April Sales Fueled by Easter & Pent-up Demand

April retail sales increased 6 percent, according to the **International Council of Shopping Centers**, a New York-headquartered trade group for retail centers.

Economists expected the Easter holiday to boost retail sales. However, Michael Niemira, chief economist for ICSC, said that April sales were fueled by more than holiday shopping.

"After sluggish demand earlier in the year due to adverse weather, consumers increased their spending significantly in April," Niemira said. "The April pace was very strong, likely reflecting some pent-up demand being unleashed."

(With a late Easter—the holiday fell on April 20—all Easter shopping shifted into

April, so ICSC research added a percentage point to April sales. In March, it subtracted a point from that month's sales growth to reflect the strong forecast for Easter shopping.)

April was particularly good for **Gap Inc.** Same-store sales for its **Old Navy** division increased 17 percent, a performance that market researcher Ken Perkins of **Retail Metrics**, a Boston-area market-research company, called a "blow out" in a May 8 research note. Old Navy's April performance was a vast improvement over its March sales, when the Old Navy division reported a decline of 7 percent.

The company's Gap division posted a same-store-sales increase of 3 percent. The **Banana Republic** division reported a same-

store sales increase of 3 percent. The company-wide same-store sales for Gap Inc. were 9 percent.

On May 8, **Bebe Stores Inc.** also reported results for its third quarter of 2014. Same-store sales declined 5.7 percent. The Brisbane, Calif.-based retailer reported net sales of \$93.5 million, which was a decrease of 17.2 percent from \$112.9 million for the third quarter of the previous fiscal year.

Steve Birkhold, Bebe's chief executive officer, considered the retailer's performance a mixed one. "Our third-quarter performance did not meet our expectations, largely due to winter storms and a challenging overall retail

April Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
DISCOUNTERS			
The Buckle	\$75.60	+2.4%	+0.8%
Gap	\$1,330.00	+10.0%	-6.0%
L Brands Inc.	\$717.60	+9.0%	+8.0%
Stein Mart	\$108.10	+8.8%	+8.9%
Zumiez	\$50.60	+17.6%	+9.0%

Information from company reports

environment," he said in a company statement. "That said, we were highly encouraged with the improved sales and margin performance in both our e-commerce and catalog businesses."

For May 2014 retail sales, the ICSC forecast an increase of 3 percent to 3.5 percent.

—Andrew Asch

Ross Names Barbara Rentler as New CEO

Ross Stores Inc., one of America's dominant off-price apparel and home-fashion chains, announced a succession plan May 7 to replace Michael Balmuth, the Dublin, Calif.-based retailer's vice chairman and chief executive officer, who has led the company since 1996.

Barbara Rentler will become Ross's chief executive officer. She currently serves as the retailer's president and chief merchandising officer. Rentler joined the company in 1986 and worked her way up through the ranks. Rentler will take her new position on June 1. Balmuth will become executive chairman

of the board.

Balmuth praised Rentler in a statement. "Her strong merchandising expertise and management skills give me great confidence that she will be an excellent CEO," he said.

Rentler also will join Ross' board of directors. On May 7, the retailer announced that Michael O'Sullivan will continue as president and chief operating officer and take a seat on the company board.

Ross Stores Inc. runs a fleet of more than 1,172 Ross Dress for Less stores and 137 **dd's Discounts**.—*Andrew Asch*

So Cal Man Sentenced for Importing Counterfeit Goods

Kevin Wang, a 54-year-old resident of Rosemead, Calif., was sentenced on May 8 to 31 months in federal prison for bringing in 11 containers filled with counterfeit apparel and other goods from China.

U.S. District Judge John A. Kronstadt in Los Angeles also ordered Wang to serve an additional six months of home detention, pay a \$10,000 fine and provide \$50,000 in restitution.

According to court documents, between 2008 and 2012, Wang helped Chinese exporters bring in 11 containers through the ports of Los Angeles and Long Beach.

The containers were filled with counterfeit **Nike** shoes, **Louis Vuitton** handbags and cases, **Chanel** slippers, and **Coach** and **Gucci** handbags. There were also bogus **NFL**, **NBA** and **NHL** jerseys.

The containers were identified to customs officials as boxes carrying garment hangers and toilet paper.

The fake goods had a street value of more than \$2.3 million and a retail value of more than \$53.5 million.

Wang pleaded guilty prior to the sentencing to the charges of trafficking in counterfeit goods.—*Deborah Belgum*

P.J. Salvage and Beach Riot Form Joint Venture

P.J. Salvage, the Irvine, Calif.-based sleepwear, intimates and lifestyle brand, formed a joint venture with Costa Mesa, Calif.-based swimwear brand **Beach Riot** and named former **RVCA** executive Mark Tinkess as Beach Riot president.

Designer Nicole Hanriot, who founded Beach Riot in 2012 after designing swim-

wear for **Tavik**, will continue to oversee design and marketing for the brand.

P.J. Salvage, which was founded nearly 20 years ago, will oversee business operations for Beach Riot.

Tinkess was most recently executive vice president at **RVCA** but spent more than a decade at **Billabong**, which acquired **RVCA** in 2010.

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The Piece Collective: For Love & Business

Leran Hadar and Marine Azria are partners in love and in business, and they recently opened a new boutique, **The Piece Collective**, on Abbot Kinney Boulevard, which has become one of Los Angeles' most sought-after places to open a shop.

Their names should be familiar to many in the fashion industry. Marine Azria is the daughter of Max Azria, the founder of

BCBGMaxAzria, the Los Angeles-based fashion house that recently celebrated 25 years of making fashion. Leran Hadar is the son of Lorenzo Hadar, the owner of pioneering boutique **H. Lorenzo** on West Hollywood's **Sunset Plaza** shopping district.

Leran Hadar and Marine Azria have been a couple for a year, and their venture is something of a declaration of independence. They decided to start their first business venture independent from their prominent families. The duo has spent much of their working lives learning the retail and fashion business at their families' respective shops.

In March, they took over the lease for a bungalow at 1629 Abbot Kinney Blvd. Since May 2013, the space was the address of **Left House**, a side project of H. Lorenzo, which showcased Japanese denim brand **Kapital** and also provided retail space to designers and retailers such as Venice hat maker Nick Fouquet and jewelry brands **M. Cohen** and **H.O.W.L.**

Hadar and Azria took over the front part of the 2,200-square-foot bungalow for their part of The Piece Collective. Apparel will comprise more than 40 percent of their shop floor, and the store will offer brands such as Kapital as well as **Joie**, **Equipment** and **Current/Elliott**, labels owned by Serge Azria, Marine Azria's uncle. The remainder will be devoted to gifts. "We don't want

to go too deep with apparel even though it is our backgrounds and we love it," Azria said. "But this street is oversaturated with apparel."

Azria ran an online gift-buying business from 2009 to 2011, and The Piece Collective represents a bricks-and-mortar version of that venture, Hadar said. "She has a wonderful eye for what would be a great and meaningful gift," he said. "Another great thing is that we don't have to worry about seasons," he said of the focus on gifts. Consequently, they don't have to worry about clothes going out of style.

Later this year, they will introduce an e-commerce shop (www.thepiececollective.com). They also are serious about the name of the venture—their store is

part of a collection of shops. The Piece Collective will host other retailers and restaurants. Nick Fouquet and H.O.W.L. will continue to do business at the spaces where they have done business since Left House ran the building. (Fouquet also is opening an atelier at a shop across the street from The Piece Collective, which was formerly called **Mise en Scène**. It is scheduled to open by the end of May.)

Jennifer Nicholson, a prominent West-side retailer, moved her **Pearl Drop** boutique to The Piece Collective. The Piece Collective also hosts artisanal chocolatier **ZenBunni** and organic café **Another Kind of Sunrise**.

While the business has made itself at home in Venice's laid-back, "anything goes" scene, Hadar said that he and Azria have a formula for making the place work.

"We both have our strengths, and we respect each other," he said. "It is the key to a good business and a good personal relationship."—A.A.



Marine Azria, left, and Leran Hadar

Calendar

May 9

The 26th Annual Campus Couture Fashion Show
California State University,
Long Beach
Long Beach, Calif.

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

May 28

Dallas Apparel and Accessories Market
Dallas Market Center
Dallas
Through May 31

FIG
Fashion Industry Gallery
Dallas
Through May 30

June 1

Denver Apparel & Accessory Market
Denver Merchandise Mart
Denver
Through June 2

June 2

Coast
Miami

Through June 3

June 5

Atlanta Apparel Market
AmericasMart
Atlanta
Through June 8

June 7

Los Angeles Professional Services' Black & White Ball
benefiting National Jewish Health and honoring Debbie Steinberg and Paul Zaffaroni
Beverly Hills Hotel
Beverly Hills

There's more
on ApparelNews.net.

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Otis Celebrates Innovators, Visionaries and Legends at Annual Scholarship Benefit

Leon Max, the founder of Los Angeles-based **MaxStudio**; the husband-and-wife design team of Isabel and Ruben Toledo; and action-sports executive Michael Egeck were honored on May 3 at the **Otis College of Art and Design's** 32nd Annual Scholarship Benefit and Fashion Show, held at the **Beverly Hilton** in Beverly Hills, where attendees helped raise nearly \$1 million to support the design school's scholarship program.

Nearly 85 percent of Otis students receive some form of tuition support, said Shelley E. Reid, chair of the 2014 benefit committee and a member of Otis' board of governors.

One of those students, Natalie Salvador, addressed the guests. Salvador explained that she decided to study fashion design after pursuing other fields, including co-organizing **Hope in the City**, a fashion event to benefit the **LA Downtown Women's Center**. The mother of three looked at several fashion programs before deciding that "Otis was the right—yet very expensive—option."

"I am just one of many students who would not be graduating without your generous support," she said.

Samuel Hoi, who is stepping down after 14 years as president of Otis, addressed the guests, as did Rosemary Brantley, founding chair of the Otis Fashion Design Program, before presenting the evening's awards.

In accepting his Creative Vision Award, Egeck told the crowd that he had three job offers when he graduated from college. One was **Rainier National Bank**, another was with **Union Bay Sportswear**, and the third was with "a tiny company called **Microsoft**." Egeck took the job at Union Bay, launching his apparel career, which has included **Nike's Hurley International** division, **VF Corp.'s** North American Outdoor business, **The North Face Inc.**, **Columbia Sportswear Co.** and his current position as chief executive officer of **Eddie Bauer**.

"It's been a great ride. I've never looked back," he said.

Max received the Design Legend Award, describing it as "an embarrassingly grand name" in his acceptance speech. Max founded MaxStudio in 1979 and began mentoring Otis



MaxStudio founder
Leon Max



Outgoing Otis President
Samuel Hoi

students in 1984. "I met my second wife in a class I was mentoring," he said. These days, Max spends much of his time on his 600-acre estate in England, but he acknowledged many in the room "have contributed in insignificant but important ways to the quality of life," adding, "Life is short; you should fill your life with beauty."

Designer Isabel Toledo and illustrator Ruben Toledo received the Design Innovation Award. Isabel Toledo, who recently designed a collection for plus-size retailer **Lane Bryant**, was instrumental in getting Lane Bryant involved in Otis' mentorship program. Her assignment for students was to design plus-size fashions for the retailer that were "intelligent and modern but joyful."

"This was a wonderful project for the students," she said.

Ruben Toledo created the "Spirit of Fashion" illustration for the Scholarship Benefit event.

The other designer mentors of Otis's junior and senior students included Rod Beattie of **Bleu** with Erika Kane for **Mattel**, who instructed their students to create Malibu Barbie-inspired swimwear for women ages 18 to 24; **Dosa** designer Christina Kim, whose students created separates inspired by the **Huntington Library's** Flower Market with an emphasis on recycled fabrics and handwork; MaxStudio's Amé Austin Max, whose students created tailored sportswear inspired by the architecture of Luis Barragan; and **Johnny Was'** Biya Ramar, who instructed her students



Designs by students mentored by Johnny Was' Biya Ramar

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to create a gypsy-inspired collection influenced by the national costumes of dancers from Pakistan, Mexico, Romania, Thailand and Spain.

Eddie Bauer's Robert Tuggle had his students recycle Eddie Bauer clothing into "suburban trekking gear for a post-apocalyptic setting," **Under Armour's** Maru Aldea instructed her students to design multifunctional childrenswear, and Todd Oldham challenged his students to create modern sportswear and dresses that were both inspired by and respectful of Native American culture.

Students mentored by Nike's Howard Lichter, Jarrett Reynolds and Adrian Nyman created uniforms for NYC's **Central Park Run Crew**, which were modeled by runners on the runway. David Meister's students created multipurpose jersey dresses that transformed in a variety of surprising ways. Cocktail-length dresses became floor-length, strapless styles suddenly featured dramatic angel sleeves, and design details changed with a drape of fabric.

The show closed with designs by students mentored by **Western Costume's** Bobi Garland. Instructed to create costumes for "dance throughout the decades," the results—ranging from ball gowns to flapper styles to disco-inspired separates—were modeled by dancers who performed to music from the era.—*Alison A. Nieder*

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Azalea Continued from page 1

for South Gate and will offer residents help in getting a job and building a career. City officials and consultants to the project said Azalea is getting a great piece of economic news for a city that is home to many economically disadvantaged residents. In March, South Gate had an unemployment rate of 11.2 percent, according to the **Bureau of Labor Statistics**, compared with the state's unemployment rate of 8.4 percent. However, with a population of more

than 92,000, it is one of the most densely populated cities in Los Angeles County, said Larry Kosmont, president and chief executive officer of **Kosmont Companies**, a consultant to the project.

"This is an example of a largely Hispanic city losing millions in retail sales because there was an insufficient presence of primary retail tenants in the city," Kosmont said.

Azalea cost \$107 million to build but is forecast to generate \$2.5 million in sales tax, \$55,700 in property tax and \$52,900 in business-license tax per year. A city forecast predicted the mall would generate sales of \$350 per square foot, but Sneider forecast it would be \$500 per square foot.

Development of the mall also provided 597 construction jobs, and the center is expected to offer 798 permanent jobs. Azalea offers a "local-hire" program, which requires retailers and contractors to give residents of South Gate and the surrounding areas preferential treatment when hiring.

The city of South Gate also required developers to set aside civic space for public use. A more than 1,500-square-foot plaza with a patio at Azalea is reserved for classrooms and group meetings, said Steve Lefever, director of community development for the city of South Gate. Many of the classes will be devoted to job training and higher education.

A mall with a civic angle will be key to Azalea's success, Sneider said. "We believe that, as developers, we are truly facilitators of a community's vision of itself. ... The local economy and its citizens' hopes, dreams and financial stability are the key drivers of success in this field."

Community demand

South Gate's city council had been lobbying developers for years to build a mall in its



F21 CONCEPT: F21Red, a new store concept by Forever21, debuts at Azalea on May 10.



city. An opportunity came up when the **Los Angeles Community College District** sold a former industrial site to a developer that intended to make it into a mall. The developer ran out of money around 2007, and the project remained on the backburner during The Great Recession. But Lefever said the promise of a mall had captured the imagination of South Gate residents.

"During the recession the community did not forget what was promised," Lefever said. "They constantly brought it up at council meetings—'You promised, you promised. Now deliver,'" he said.

But there were hiccups on the way to finding a new developer. Lefever said the project had to scramble for new funding a few times. In 2013, the state of California eliminated its redevelopment agencies, and these public programs had often helped in funding projects such as Azalea. The project also had been pitched as a public/private partnership during a time when municipal bankruptcies by big towns such as San Bernardino and Stockton made headlines. In addition, South Gate's neighboring city of Bell was embroiled in a major corruption scandal. South Gate had emerged from a civic

scandal of its own a decade earlier when Albert Robles, former city treasurer, along with three accomplices on the city council, accepted bribes and gave taxpayer-funded city hall contracts to friends and relatives. Robles was convicted of bribery in 2005.

But Primestor, a minority-owned business with a focus on developing in urban communities, signed on in 2010 to build the mall. Financing came from **Wells Fargo**, which also happens to be a tenant in the new mall, as well as public monies from a South Gate utility fund from a bond issue, grants for road improvements and tax credits.

"This is an example of how you use public-agency economics and incentive programs to induce private investment," Kosmont said. "In the case of the Azalea project, it was done in a way that created a community, cultural and social center that provides a sense of place for the residents. It's creating a neighborhood instead of a strip mall."

The sentiment has been echoed by some South Gate residents. "I was so tired of hearing that South Gate had nothing to offer," Marilu Gonzalez said on Azalea's **Facebook** page. "I am so excited to see this project getting completed." ●



ALMOST DONE: Azalea, one of the only regional malls built in the state this year, is scheduled to wrap up construction in early summer.

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Single *Continued from page 1*

really huge, we were doing maybe 60 percent domestically and our China production went up to 40 percent.”

The husband-and-wife team began investigating what it would take to move all production back to America.

“We started pricing some of the product,” Galina Sobolev said. “The difference was so insignificant that we decided to absorb it into the cost. [We said,] ‘For the amount of profit that we’re going to lose by producing in the U.S., we’d rather forgo the extra money and create jobs here for local factories.’”

These days, 100 percent of the Single collection is produced in the United States with the exception of a few labor-intensive items in the Holiday collections, such as beaded dresses made in India. And the move has paid off—particularly among Single’s international retailers.

“We have a lot of Canadian customers who are very interested in the fact that the product is made in the USA,” Sobolev said. “And we have a lot of European customers. In Belgium and Germany, they are very adamant. If the whole collection is made in USA, they triple their orders.”

Domestic manufacturing has allowed the company to fill reorders when a style suddenly takes off for a retailer. “Our edge is the fact that we can turn goods in two to three weeks, which nobody in China can do,” Sobolev said. “For clients such as some of the online, they can chase business.”

That was the case recently for one retailer that purchased a few stock inventory pieces from a previous collection to sell online. The retailer bought 18 units of one dress style—“That’s all we had in stock,” Sobolev said—and oversold it by 390 units. Fortunately, Sobolev was able to secure the fabric from the

original local vendor and quickly put the reorder into production.

“From the day of the order to the day it [left] our door it was 11 days. And we just got another reorder from them for, I think, 460 pieces of the same dress,” she said.

Neiman Marcus’ Cusp department had a similar situation with Single’s “Janessa” jumpsuit, Sobolev said.

“They had an 83 percent sell-through, and they even sold out of it online,” she said. “We were able to do a quick reorder for them for 60 or 80 units. Just the fact that we can do this so quickly and they’re able to reorder, it’s very exciting for them. This is the kind of edge domestic manufacturing allows us.”

Spread the word

Every piece in the Single collection has a label that reads “Single Los Angeles.” Each item has a hangtag that reads “Made in USA,” although Sobolev said she’s planning to change that to read “Proudly Made in USA.” The linesheets, lookbook and website will also soon have “Made in USA” prominently displayed. At the Single showroom in Atlanta, the sales staff display signs that read “This Collection Is Made in USA.”

“The buyers get very excited when they find out that the collection is Made in USA—espe-



STRONG SELLER: Single’s “Janessa” jumpsuit



LA LABEL: Every piece in the Single collection has a label that reads “Single Los Angeles,” and the company’s hangtags read “Made in USA.”

cially in our Midwest territories and in the South and Southeast,” Sobolev said. “At the regional markets, it’s the first thing my sales team tells every buyer that walks in.”

Sobolev frequently attends the regional markets in Dallas and Atlanta, as well as the New York Market five times per year.

“In New York, nobody cares where things are made, honestly. It’s all about the price,” she said. “I’m getting the most support

for made in USA from Texas, from Louisiana, from specialty stores in the Carolinas.”

Much of the Single collection is made using European fabrics, but Sobolev looks for domestic resources, as well. “We have one lace that we have been running for about 10 years now. It’s a very vital part of our Holiday collections,” she said. “It’s made in this little factory in New Jersey. The machine itself is about 200 years old [and] imported from England. And it’s a beautiful re-embroidered lace. It looks like [a high-end Italian] lace, but it’s a lace that can be worked into our contemporary price points.”

Sobolev said some retailers ask if the company will source a style overseas to reduce the price.

“Of course, everyone is price-sensitive these days,” she said. “But sometimes we have to put our foot down and say, ‘Sorry, we can’t make it at that price. However, we can do it at this price, and you can have a product in your store that says ‘Made in USA.’”

California sportswear

Founded in 1994, Single sells in higher-end department stores such as **Saks Fifth Avenue** and **Neiman Marcus**, as well as higher-end specialty stores and boutiques around the world such as **Tootsies** in Texas, **Montmartre** in New York and **Mendocino** and **Want** in Canada. Although the company started as a sportswear maker, over the years it became

well known as a dress resource. For Fall, Sobolev is returning to the brand’s sportswear roots with a collection of luxe separates Sobolev calls “California dress-up casual.”

“If you look at the way people are dressing today, it’s a lot easier for a girl when she’s going on a date to run in and buy two new blouses to wear with her favorite leather legging or skinny jean,” she said. “Unless she needs a dress for a specific occasion, I’m seeing more of

a turn to an easy, casual kind of dressed-up sportswear. It doesn’t mean we’re not doing dresses anymore. There’s still two or three dresses in every group, and we still have our assortment for our customers that are very much into dressing that career gal.”

In addition to Single, the company has a strong private-label business manufacturing for a handful of brands and retailers.

The company also produces exclusive Single collections for retailers such as the **White Single Dress** label, which sells at **Rue La La**.

New brand extensions

The company recently added plus sizes for Saks and has since expanded the offering to other retailers, such as e-tailer **Madison Plus**. Although still in the early stages, the plus-size capsule collection fills a void in the contemporary market for plus sizes.

“There aren’t a lot of choices for the [contemporary plus-size] consumer,” Sobolev said. “We really invested in developing the blocks, and we got a great fit model.”

Sobolev hopes to expand Single’s plus-size offerings into a stand-alone collection.

“I would love to turn this into more of a proper business—have it not just be a small capsule segment but really expand it on various levels,” she said.

Another new concept in the works is the Single men’s underwear line developed by the Sobolevs’ 24-year-old son, Julian. Still in the test stages, the collection features the Single name and an American flag on the elastic waistband.

Just as Single is committed to domestic production, Galina Sobolev said she wishes more manufacturers and retailers would commit to Made in America product. Retailers, in particular, could highlight American-made products in their stores, she said.

“Why not have a section for Made in USA?” she said. “The manufacturers today have a responsibility—we all, as Americans, have a responsibility—to this country and the security of its economy and the future for our children.” ●

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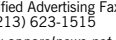
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VP MANUFACTURING & SOURCING

Seasoned professional with factory contacts throughout Asia (China, Vietnam, Cambodia, etc), Central America & Mexico. Extensive knowledge of JRs, Girls, & Missy product development, specializing in screen t-shirts & fashion tops. Factory articulation, supply chain mgt, duty rates, quotas & FOB/LDP. Customer scope includes specialty, dept. & discount stores. Heavy private label. Top-to-bottom knowledge of compliance, testing, & QA. Must be a hands-on & resourceful mgr for quick-turn mfrg. Travel to global factories.

IMPORT COORDINATOR

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

Send resume to: tlamantain@selfesteemclothing.com

Assistant Designer, Pattern Maker & Sewer

We are looking for an Assistant Designer, Pattern Maker & Sewer that is looking to grow with our company.

Assistant Designer: Fashion School graduate preferred. -Must be a detailed oriented assistant with strong computer skills. -0~1 yrs experience & able to multi-task -Knowledge of MS Office programs, Photoshop, Illustrator & tech pack -bilingual in Korean and English Pattern Maker: 5+ yrs Exp. Sewer: 10+ yrs Exp. Please send resume to annie@zitaapparel.com & alan@chungwoocorp.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 Available

Design Assistant

Contemporary Women's Fashion Company in DTLA is looking for a self-motivated, energetic design assistant to join our design team.

Please see below for job responsibilities and qualifications.

Duties Include:

- Manage all design samples: photos, reports, design sheets, etc.
- Organizing swatch cards, fabric library and Design room.
- Proactively partners w/ the design team & production team to ensure deadline are adhered to.
- Self-starter personality; driven by deadlines with a high sense of urgency.
- Handle design room tasks, coordinate and organize samples.
- Issue sample requests and prepare bundles for send out.
- Social media for company's fashion website.

Looking for a candidate with:

- Associates/Bachelors degree in relevant field
- Knowledge of Adobe Illustrator and Photoshop
- Must be detail oriented, open to take direction, and able to work well under pressure
- Knowledge of fabric and garment construction

Our design studio is located in DTLA and you will be working with a team of very supportive and fun people!

Please send us your resume we look forward to hearing from you!

Send resume to avasquez@eightysixty.com or fax to 213-683-8390

FABRIC BUYER & TEXTILE DESIGNER

Blueprint Clothing Corp. is an updated missy apparel manufacturer & we now have following positions open.

Fabric Buyer - Experienced and organized having excellent communication/written skills with ability to meet deadlines. Under high pressure environment. Textile degree preferred but not required.

Textile Designer - Exp'd textile designer w/ability to separate and create repeats. Must possess all other relevant skills required in designing and approving prints. Please submit at least 2 examples of work along with resume. Please submit resume to hr@blueprintcorp.com



PRODUCTION ASSISTANT

We are looking for a dynamic individual to add to our production team.

Duties include:

Assist Fabric Buyer on POs. Strong vendors communications phone/email. BOMs and cost sheets. Import specs, measure samples. Communicate with overseas vendors. Other admin duties as assigned

Requirements:

Min 2 yrs exp in the industry. AS400/VPS Software plus Strong communication skills, oral/written. Strong MS Office especially Excel. Strong organizational skills. Great benefits

email resume in Word/PDF format to
resumes@karene.com or fax to 323-277-6830

SALES ASSISTANT

Design oriented textile/garment importer seeks an aggressive, motivated individual for Sales Assistant position. Experience in textile and garment industry a must. Extensive email correspondence with customers, in-house sales and in-house production. Must be well organized, detail oriented and with impeccable follow up skills. Design background helpful.

Please send resume to: resume@meridiantex.com

Jobs Available

SOURCING/DESIGN ROOM ASSISTANT

A Contemporary Sportswear company is seeking an individual with min 3 yrs exp in the garment industry. The candidate must be well organized, have strong verbal and written follow - up skills with domestic and overseas factories and be able to work in a fast paced environment. Must have good knowledge of piece goods / trims. Photoshop and computer skills a must.

Please send resume and salary history to:
elaine@completeclothing.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



SALES REPRESENTATIVE

WE ARE AN ESTABLISHED OFFPRICE COMPANY LOOKING FOR AN EXPERIENCED SALES REPRESENTATIVE FOR THE OFFPRICE MARKET (PREFERABLY FEMALE) W/ GOOD COMPUTER & COMMUNICATION SKILLS. PLS CONTACT MARYLOU (213) 744-0400

PROD. PATTERN MAKER

MIN. 5 YRS EXP IN PROD. PATTERN
DENIM EXP. A MUST

MANUAL PATTERN MAKING KNOWLEDGE REQ.

TUKA SYSTEM EXP. HELPFUL

SEND RESUME W/SALARY HISTORY TO:

FAX # 323-488-9781 OR

EMAIL: heather@purpremium.com

DESIGN ROOM/PRE-PRODUCTION MGR.

Stony Apparel, seeks Design Room/Pre-production Mgr to oversee work flow and processes. Candidate must have seven + yrs exp in junior design, merchandising or pre-prod environment. Excellent communication and organizational skills. Experience with PLM, work flow systems a must.

Please send resume to: hr@stonyapparel.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

LA Downtown based fast paced clothing manufacturer seeks:

COSTING TECHNICIAN

Need minimum 5 yrs. experience. Candidate must be organized, multitasking and detail oriented, know fabrics and garment construction. Computer skills a must.

FULL CHARGE BOOKKEEPER

Five years' experience in general ledger, accounts payable and payroll. Requires good communications skills & be a team player. Must be exp'd in QuickBooks. Email resume with salary history to: hr@kkcpa.com

Jobs Available



Trixxi Clothing Company

Trixxi is a respected, successful company & we are looking for energetic, dynamic people for the following positions:

Applicants must be able to work in fast-paced environment & have excellent organizational skills.

Patternmaker (Missy) - Will be working w/ great design team. Must have 5+ yrs. of experience in Missy. Knowledge of TUKA preferred but will train the right applicant.

Sample Cutter (Missy) - Must have 3+ yrs. of experience in Missy, be detail-oriented, and communicate well with design team.

Warehouse QC - Inspect garments upon receiving. Must be able to spec & visually assess problems in construction. Team player & great attitude a must.

Please submit resumes to resume@trixxi.net.

Senior Customer Service Manager

Senior Customer Service Manager Job Duties:

Accomplishes customer service objectives by selecting, orienting, training, assigning, scheduling, coaching, counseling, & disciplining employees; communicating job expectations; planning, monitoring, appraising, & reviewing job contributions; planning & reviewing compensation actions; enforcing policies & procedures. Works directly w/Operations, Accounting, Purchasing & Sales Depts. to communicate the timely, accuracy, & any problem areas of orders.

Achieves customer service objectives by contributing customer service information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying customer service trends; determining system improvements; implementing change.

Skills/Qualifications:

Bachelor's Degree preferred. Minimum 5+ years Customer Service Management Experience, but preferred 7+ years. Process Improvement, Decision Making, Managing Processes, Staffing, Planning, Tracking Payroll Hours, Analyzing Information, Developing Standards, Help Desk Experience.

Email resumes to: mariof@colocm.com



CREATIVE DIRECTOR, STYLE GUIDES AND SOFTLINES

This is a very exciting opportunity for a seasoned Creative Director to collaboratively work with Brand Marketing team, hardlines Art Director and Brand Image group in establishing creative cohesion and synergy for Sanrio, Inc.

For more details - please visit us at:
www.sanrio.com

To place a Classified Ad Call
Jeffery 213-627-3737
Ext. 280
or jeffery@apparelnews.net

www.classifieds.apparelnews.net

Jobs Available

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

MERCHANDISER

ONE NEW POSITIONS AVAILABLE

Process sales projections; Create and maintain styles within proprietary system; Enter purchase orders and send to vendor, ensuring accuracy in styles, special directions and pricing; Continuously follow up with suppliers on delivery and status of all open POs; Communicate relative delivery changes to internal departments as needed for follow up with freight forwarders, customers, plan production and order processing time; Coordinate with salesmen directly regarding delivery of programs; Utilize pivot tables to review merchandise inventory report on a weekly basis. Identify and develop action points for the following, including but not limited to, over/under sold, sub brands validation, excess/aged inventory; Spearhead all additions of any new programs in area of responsibility, which includes finalizing spec details, trims, deliveries, and any special needs as required by Sales and Design. Work with internal departments to execute product changes in a fiscally responsible manner; Negotiate with vendors for all costs for new programs, prepare and analyze cost sheet to review with Sr Manager to ensure costing objectives are met. Maintain Master Price List for all programs and suppliers in area of responsibility; Complete sample lists for all assigned lines seasonally as necessary. Follow up on all samples orders (TOP, Testing, Fabric, etc.) Complete status recaps for production, sampling dept.

PLEASE SUBMIT RESUMES TO:
THERESAHERNANDEZ@PVH.COM

Production Assistant

Garment Manufacturing Company in Los Angeles is in need of Production Assistant.

- Entry level position for administrative and clerical support
- Issue, maintain, and file purchase orders
- cut swatches and punch fabric
- Assist Production Coordinators in updating production WIP and development logs.
- Prepare reports and analytical documents for management review
- Must have a good attitude, be a self starter & team player.
- Detail oriented and can multi-task
- work well under pressure
- Bilingual in Chinese a plus

Please send your resume to vitae101@gmail.com



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.

Jobs Available



URBAN APPAREL, INC. SALES REPRESENTATIVE

Jr/Young Contemporary knit top company seeks an energetic, organized, highly-motivated sales person. Must be willing to travel. Must strongly understand and be active in the jr/young contemporary retail-direct market. Excellent opportunity.

Please send resume with salary history to:
doris@urban-apparel.com

ASSOCIATE TECHNICAL DESIGNER

- *Opportunity for indiv. w/3-4 years exp. in swim/knit.
- *Understanding of garment construction, original specs, grading & corrections.
- *Will measure import samples from 1st fit to TOP's & communicate w/overseas to ensure proper fit, analyze & execute fit comments from development to prod.
- *Will generate tech packs, T&A and sit in fit sessions, communicate w/design & sample room.
- *Must have attention to detail, be organized, & ability to multitask.
- *Proficient in Excel, & comfortable generating sketches/illustrations.

Email: info@rwdesignsinc.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

Real Estate

Garment Buildings

Mercantile Center
500 sq. ft. - 16,500 sq. ft. Priced Right.
Full Floors 4500 sq ft.
Lights-Racks-New Paint-Power
Parking Available - Good Freight.
Call 213-627-3754
Design Patternmaker Garment Lofts
300 sq ft - 1,000 sq ft.
Call 213-627-3755

SPACE FOR LEASE

- * In newly renovated Anjac Fashion Buildings in the heart of Downtown Fashion District.
- * Industrial, retail and office space also available throughout the San Fernando Valley.
- * Retail and office space also available just south of Downtown.

213-626-5321 or email info@anjac.net

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WE BUY FABRIC!

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Apparel & Home decorative.
No lot to small or large...
Also, buy sample room inventories...
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Marvin or Michael

