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PORT OF LOS ANGELES

WATER POWER: A Los Angeles Fire Department boat tries to put out a fire that started the evening of Sept. 22 at Berth 177 at the Port of Los Angeles. Some 850 dock workers had to be evacuated. The fire wasn't contained until early morning on Sept. 24.

Proposed Retail Pay Hike: Poles Campaign, Businesses Divided

By Andrew Asch *Retail Editor*

There's a lot of talk about giving retail workers a raise.

Cities all over California are discussing or taking legislative steps toward raising minimum wages, which could add a few more dollars to sales staffs' paychecks—or drive retailers out of business, depending upon whom you ask.

Los Angeles Mayor Eric Garcetti has led one of the more high-profile calls to raise the minimum wage with his office's RaiseTheWageLA campaign. It seeks to raise the current minimum wage of \$9 in the city of Los Angeles to \$10.25 by 2015 and \$13.25 by 2017. Earlier this month, Garcetti met with mayors of surrounding cities—including Culver City, Pasadena, Bell and Santa Monica—to lobby for minimum-wage laws in their municipalities.

Raising the minimum wage has become a top issue in San Diego, San Francisco and San Jose. In July, San Diego, the second-largest city in the state, passed an ordinance 6

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Feds Want to See Increased Scrutiny of Cash Transactions in LA Fashion District

By Deborah Belgum *Senior Editor*

After raids in the LA garment district revealed more than \$90 million in cash has been allegedly laundered by apparel importers for Mexican drug cartels, federal officials are calling for a special order to reduce the dollar amount in cash transactions that can be done without having to report them to the government.

According to sources, federal officials are asking that the U.S. Department of the Treasury, through its Financial Crimes Enforcement Network, known as FinCEN, issue a geographic targeting order for a certain section of the **Los Angeles Fashion District**. The exact borders for the order were not revealed.

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Port of Los Angeles Fire Adds to Cargo Congestion Problem

By Deborah Belgum *Senior Editor*

A fire that engulfed an old wooden wharf nearly the length of three football fields at the **Port of Los Angeles** was completely contained by early morning on Sept. 24, port officials said.

But the fire, which started at 6:40 p.m. on Monday, Sept. 22, at the Pasha facility at Berth 177, caused the Port of Los Angeles and some piers at the **Port of Long Beach** to shut down their cargo-container terminals for at least one full shift on Tuesday because of the smoke coming from burning creosote and wood.

Most of the cargo-container facilities at the Port of Los Angeles closed down at 9 p.m. on Monday for the evening shift and for the Tuesday day shift, which starts at 8 a.m. By 6 p.m. on Tuesday, almost all the cargo-container terminals at both ports were up and running for the evening shift.

The closure only added to the already congested nature of

the ports, said freight forwarders. "It is so congested at the ports right now, it is like pulling teeth to get containers out of there," said Josh Owen, president of **Ability Tri-Modal Transportation Services**, who said port congestion problems have been ongoing for the last 2½ months.

"It really created a problem for us," said Michael Johnson, trucking operations manager for the **Port Logistics Group**. "It put us back even farther."

Port of Los Angeles spokesperson Phillip Sanfield said that no cargo-container ships had to be diverted because of the fire. One ship that was expected to dock at the **APL** terminal had to anchor for a few hours while it waited for another cargo-container ship to be unloaded at the berth where it was scheduled to dock. "The terminals are using extra labor shifts to make up for lost time to

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FIBER & FABRIC

Josi Severson: Designer Evolves Brand From Prints to Printed Fabric to Finished Garments

Josi Severson's original prints feature mid-century graphics in a sunny palette.

The Minneapolis-based designer has designed fabrics for companies such as **Crate & Barrel**, **Thibaut**, **Joseph Abboud**, **Richloom Fabrics** and **Blu Dot**. Severson started out showcasing her original hand-drawn prints at U.S. fabric and

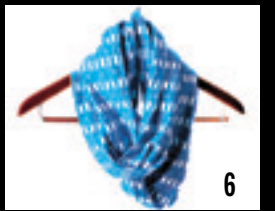
print shows but began offering finished fabrics as well after finding a Los Angeles print house.

"The print business started about five years ago when I started doing freelance design," Severson said. "I was doing shows in New York and LA and Chicago, and I started notic-

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FIBER & FABRIC

WITH TEXTILE TRENDS

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LA Men's Market at 1: New Brands, Wide Range of Styles

The **LA Men's Market** trade show forecasts growth and filling a unique niche when it rolls out its first-anniversary show at the Area 4 section of the **California Market Center** Oct. 13–14.

“What we are bringing to the table is a curated and focused group of men's brands to Los Angeles,” said Kellen Roland, a producer of the show and president of **The Ntwrk Agency** showroom in the CMC. “There are no relevant shows in Los Angeles with the same offering.”

More than 20 new brands are forecasted to join the show, which will take place in the showrooms and temporary spaces of Area 4 and also at **The Park** showroom at the **Lady Liberty** building and **The Foundation** showroom at the **Cooper Design Space**.

Some prominent streetwear and skate brands will be joining the show, including **Nixon**, **Asics** and **Girl Skateboards**. Some brands returning to the show will be **Huf** and **Brixton**. Other brands scheduled to exhibit

will reflect a range of styles from contemporary to skate. They include **Herschel Supply Co.**, **Obey**, **10Deep**, **Goorin Bros.**, **Matiere** and **SLVDR**.

Exhibitors will be showing Summer 2015 collections, Roland said. “It will be the first opportunity for brands to get feedback from top buyers.”

Retailers that browsed LA Men's Market in the past include **Zappos**, **Active**, **American Rag** and **Revolve Clothing**.—*Andrew Asch*

Designers and Agents Suspends Paris Show

Designers and Agents, which organizes curated trade shows for contemporary fashions, has decided to suspend its Paris show, which took place for several years in the Marais district of the French capital.

The organizers said in an email that the small Paris show, which usually had no more than 18 designers, had been a tremendously positive experience, with labels such as **Michelle Mason**, **Rebecca Taylor**, **Candela**,

Lauren Moffat and **Clover Canyon** showing at the event.

“Recently, we have seen a recognizable shift from our brands that has them focusing on their domestic business,” the company said in its email. “This trend is supported by a slow and steady rebounding U.S. economy and a lessening interest in the European marketplace. Based upon this, D&A has decided to place the Paris show on hiatus at this time.”

But the company said it will leave open the option to rev up the Paris show again.

The high-end **Designers and Agents** was founded 16 years ago by Barbara Kramer and Ed Mandelbaum. They continue to hold their apparel trade shows in Los Angeles and New York. Their next event in Los Angeles takes place Oct. 13–15 at **The New Mart** building in downtown Los Angeles.

—*Deborah Belgium*

Minimum Wage *Continued from page 1*

—3 to raise the minimum wage to \$11.59 per hour. However, opponents of the ordinance said they have collected enough signatures to challenge the law with a referendum. The city of San Jose passed a minimum-wage law in 2012 to raise the minimum wage to \$10.15. It started to be enforced at the beginning of 2014.

In November, San Francisco voters are scheduled to vote on a measure to raise their city's minimum wage to \$15 by July 1, 2015.

The city increased the minimum wage to \$10.74 in 2003, said San Francisco Supervisor Jane Kim, but it wasn't enough. “San Francisco wages have not kept pace with the skyrocketing cost of living,” she said in a statement.

In February, State Sen. Mark Leno (D–San Francisco) submitted a bill that calls for a state minimum-wage increase to \$11 by 2015 and \$13 by 2017. In June, the bill failed to pass the state Assembly's labor and employment committee.

In April, Los Angeles City Councilmen

Current Price and Mike Bonin submitted a resolution to support Leno's Bill 935 to increase hourly wages. No vote is scheduled on the bill, according to a spokesperson for Bonin's office.

Hotel workers may get a raise. The LA City Council on Sept. 24 approved a first reading of a measure by a 12–3 vote to increase the minimum wage for hotel workers to \$15.37. The council will vote again because the first vote was not unanimous.

The **RaiseTheWageLA** campaign has received support from high-profile Los Angeles-area companies such as **BCBGMaxAzria**, **NastyGal** and **Groceries Apparel**. They are listed as supporters of the **RaiseTheWageLA** campaign. Rick Caruso, the developer and owner of popular malls **The Grove** in Los Angeles and **The Americana at Brand** in Glendale, Calif., has been quoted in media stories voicing support for an increase in the minimum wage.

However, for many businesspeople and analysts, the matter is not entirely black and white. Economist Kimberly Ritter-Martinez of the **Los Angeles Economic Development Corp.** said minimum-wage increases could set two economic laws against each other.

“Two effects happen when you raise minimum wage. With an increase in minimum wage, the cost of labor goes up. When the price of something increases, Economics 101 says demand will fall—in this case, demand for workers and jobs are lost,” she said. “On the other side of the coin, when workers' income increases, they tend to spend more money, which in turn helps create more jobs. You have these two forces acting upon each other, and which one will have the bigger effect is hard to say,” Ritter-Martinez said.

For Fred Levine, co-owner of the **M.Fredric** chain of contemporary boutiques in Los Angeles County, a minimum-wage increase is a double-edged sword.

“I'm on the fence because I can't figure out who is suffering the most in these challenging times—the entry-level worker or the small-business owner,” he said in an email. “The minimum wage can cut both ways. Raising it improves conditions for the worker—if it doesn't destroy the employer and eliminate the [worker's] position completely.”

Garcetti's **RaiseTheWageLA** website commissioned a research paper from the **Institute for Research on Labor and Employment** at the **University of California, Berkeley**, which was released earlier this month. The study's authors say the industries that will be most affected by a wage increase in Los Angeles are restaurants, retail, health services, and administrative and waste-management

Port Fire *Continued from page 1*

get ships sent on their way,” he noted.

At the nearby Port of Long Beach, three piers were shut down during Tuesday's day shift, said Long Beach port spokesperson Lee Peterson. The three piers—Pier A, Pier F and Pier T—work with shipping companies such as the **Mediterranean Shipping Co.**, **Zim** and the **Orient Overseas Container Line**. “Everyone now has to make up time all through the chain,” Peterson said.

The Port of Los Angeles fire, started by a welder's torch, permeated a pre–World War II wharf that holds a facility that imports and exports steel.

On Wednesday, workers were in the process of dismantling the wharf with a backhoe to make sure there were no lingering embers that could cause another fire. “We are demolishing the wharf and cleaning the debris out of the water,” Sanfield said.

The burned wharf is one of the few wooden wharfs left at the port, which is 20 miles south of downtown Los Angeles. Nearly 75 percent of the port's wharfs are made of concrete. ●

services. Apparel manufacturing also will be affected.

The study claims that labor costs, excluding health benefits, currently account for 11 percent of retail operating costs and 13 percent of manufacturing costs. If wages are increased, the study claims, operating costs will increase by 0.6 percent for retail and by 0.4 percent for manufacturing.

The study states that retail prices won't increase much. Retail prices will rise under 1 percentage point if an increase is passed. Also in the study, minimum-wage workers in Los Angeles will earn \$1.8 billion if wages are increased, and they'll most likely spend their increases, thereby boosting the economy.

If the current talk on raising minimum wages turns into more legislative action, there is divided opinion on how the economy will handle it. Anthony J. Oncidi is a partner at the Los Angeles firm **Proskauer** and a contributor to the firm's employment-law blog (www.calemploymentlawupdate.proskauer.com). He forecasts that businesses will cut jobs if minimum wages are raised. “Small retailers don't have all this money sitting around,” Oncidi said. He noted that much of the conversation on minimum wage is political. “We are in a political election year,” he said. “Increasing the minimum wage has been a central objective for labor unions for a long period of time.”

Prices will probably have to be increased at San Francisco boutique **M.A.C.** if Measure J, the minimum wage-increase initiative, passes on the city ballot in November, said Ben Ospital, a partner in the family-run boutique. But the San Francisco economy is strong enough to handle it, he said. “It is no fun to raise prices. We already pay above the minimum wage. People have to be compensated, too. ... It's only fair that everybody gets their share.”

Robert Wade Lohman, founder and chief executive officer of **Groceries**, one of the signatories to **RaiseTheWageLA**, thinks increasing the minimum wage is good business. “This isn't a hand-out. This is a for-profit business” he said of his company, which pays 70 employees above the minimum wage. **Groceries** has been sold by retailers such as **Nordstrom** and **Kitson**. He said that his company is able to afford paying more than minimum wage because, among other things, it has a lean supply chain.

“When I jumped in the industry in 2010, I was astounded by the fragmentation and deception of the supply chains,” he said. For manufacturers faced with having to pay higher wages, he suggested cutting costs at the supply chain. ●



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Calendar

Sept. 28

Los Angeles Gift & Home Market
California Market Center
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Through Sept. 30

Sept. 29

Los Angeles International Textile Show
California Market Center
Los Angeles
Through Oct. 1

Oct. 2

TPC networking event benefiting City of Hope
The Elevate Lounge
Los Angeles

Oct. 7

Textile Design & Fashion Knitwear Design Show
FIDM Museum Promenade, third floor
Los Angeles

Oct. 6

Los Angeles Majors Market
California Market Center
Los Angeles
Through Oct. 8

Oct. 7

"Discover, Cultivate, Monetize: A Digital Influencer Lab," presented by Fab Counsel
Real Office Centers
Santa Monica, Calif.

"The 50-Minute Marketing Plan" webinar, presented by Fashion Business Inc.
online

Oct. 8

FashionNXT
Station Place
Portland, Ore.
Through Oct. 11

Oct. 12

Los Angeles Fashion Market
California Market Center

Gerry Building
Los Angeles
Through Oct. 15
LA Kids' Market
California Market Center
Los Angeles
Through Oct. 15

Oct. 13

Los Angeles Fashion Market
Cooper Design Space
The New Mart
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through Oct. 15

There's more
on ApparelNews.net.

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

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

Customs *Continued from page 1*

Basically the order imposes additional reporting and recordkeeping requirements on companies located in the area. Currently under federal law, companies are required to report in a special form, known as IRS form 8300, all cash transactions that total more than \$10,000. Under a geographic targeting order, that amount would be reduced to a yet-to-be-determined cash amount to keep Mexican cartels from laundering their money through the garment district.

It is not known whether the Treasury department will grant the order. Steve Hudak, a FinCEN spokesman, said he could neither confirm nor deny that a geographic targeting order was requested or being considered by the Treasury department. "I have no comment on the issue right now," he said.

However, he did say it is a powerful tool. "We don't use it lightly," he noted. "But it is very effective."

To impose the order, FinCEN often sends letters via **FedEx** or contacts all companies located in the zone. The government agency can also issue a general notification. Most geographic targeting orders last no more than 180 days, Hudak said.

On Aug. 1, the Treasury department issued a geographic targeting order for armored-car services and other currency carriers along the San Diego-Mexico border at the Otay Mesa and San Ysidro ports of entry. FinCEN issued updated guidance concerning detailed and proper filings for currency totaling more than \$10,000 in cash that is moving across the border.

In 1996, after confiscating \$29 million in cash being illegally transmitted to Colombia, a geographic targeting order was issued on 3,500 money remitters in the New York metropolitan area. The order required the remitters to report all remittances of cash to Colombia that totaled more than \$750.

Just like the Colombian drug cartels, the Mexican drug cartels have gotten more astute about how they launder their money. This became necessary after the Mexican government in 2010 clamped down on the cash dollar amount that could be deposited into a Mexican bank account. Currently, it is

no more than \$7,000 per month.

On Sept. 10, approximately 1,000 federal, state and local officials swarmed some 70 garment companies and residences in the Los Angeles Fashion District and surrounding areas to arrest several people suspected of laundering money for the drug cartels. The money-laundering operation involved individuals who allegedly took cash generated from selling drugs in the United States and then used it to purchase clothing overseas. Those clothes were then exported to Mexico, where they were sold for Mexican pesos.

During one raid at a Los Angeles condominium, law enforcement officers discovered \$35 million in cash stored in cardboard boxes. At a Bel-Air mansion, another \$10 million in cash was found stuffed in duffel bags, and four safes were uncovered.

Days after the raid, federal officials posted seizure notices for an \$8 million mansion in Pasadena, Calif., and two other homes valued at \$2 million. So far, one seizure notice has been listed for an 8,000-square-foot mansion at 1500 Lombardy Drive in Pasadena, Calif. Property records show the owner listed as **LMMF 15003750 LLC**, whose headquarters are at 1100 S. San Pedro St. in the Los Angeles Fashion District. The head of the company is listed as I-Yun Yih, also known as Nancy Yih, who is president of the clothing company **LA Idol Fashion**.

In addition, federal authorities are seeking to seize a second Pasadena residence at 3750 Mayfair Drive, also owned by LMMF 15003750 LLC, and a multi-unit residence in Alhambra, Calif., at 1117 N. Almansor St., whose owner is listed as I-Yun Yih.

Meanwhile, investigators made arrangements to freeze \$15.6 million deposited in a Taiwanese bank account allegedly tied to money-laundering funds for the Mexican drug cartels.

So far, law enforcement officials have uncovered at least \$100 million in funds and assets related to their investigation, known as "Operation Fashion Police," authorities said. Government officials noted that their investigation continues and more enforcement activity is anticipated. ●

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American Woolen Co.: Relunched Mill Has American Heritage and Italian Know-How

By Alison A. Nieder *Executive Editor*

A 19th-century textile mill in northern Connecticut is currently humming with the activity of 40 looms making woolen and worsted fabrics for the American luxury market.

The mill, founded as **Warren Stafford** in Stafford Springs, Conn., has been reopened and relaunched as **American Woolen Co.**, a company with about 25 employees and an initial launch collection of 23 fabrics, all 100 percent wool, for Fall/Winter 2015/2016.

The man behind the relaunch is an American-born financier who spent the last two decades working in investment banking in Europe. Working in London, Paris, Frankfurt and Milan, Jacob Harrison Long, American Woolen's chief executive officer, became familiar with the quality and the branding behind Italian mills such as **Loro Piana, Vitale Barberis Canonica** and **Filati Drago**.

"I spent the last six years in Italy, so I know the Italian names very well," Long said. "A lot of the Italian fabric companies have done a tremendous job by branding the fabric. If you look back at the old *Vogue* and *Esquire* magazines of the past, [U.S.] fabric companies used to advertise directly to the consumers. But that all changed in the 1980s and 1990s."

When U.S. textile mills began focusing on commodity fabrics and moving produc-

tion offshore, high-end mills in England and Italy found a niche supplying the U.S. market, Long said.

Long initially purchased the American Woolen trademark in 2013 with the intention of focusing on the design, marketing and sales of the fabric and placing production with some of the remaining wool mills in the United States. One mill that people kept recommending was Warren Stafford, Long said.



Jacob Harrison Long

"Everyone was pointing me to Warren," he said. "On the first call, I was informed they were going to close effective Dec. 31, 2013. Once we were informed that Warren was being sold, we changed our strategy and realized that owning and operating our own supply chain would probably be the best way forward given the current conditions in the market."

Long said he was sold once he met with the Warren staff, saw the equipment and toured the facility. Since 1988, Warren had been owned by Loro Piana, the Italian maker of ultra-fine wool and cashmere. When the Italian mill took over operations at Warren, the company had upgraded the equipment and turned the facility into a state-of-the-art mill specializing in worsted wool, which is wool made from long-staple wool and typically used for suiting fabrics.

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American Woolen Co.'s facility features 40 looms and nearly 25 workers, most with several decades of experience working with luxury textiles.

Continued from previous page

"What Loro Piana did was tremendous," Long said. "Loro Piana bought a woolen mill in 1988 and turned it into a worsted woolen mill. Loro Piana brought over the worsted technology—and I mean not only the machines because, remember, good machines don't make good product. People working good machines make good products."

When Long and his partners purchased Warren, they hired many of the longtime staff. Nearly all the current staff are former Warren employees, Long said, pointing to the average tenure of the employees—19.1 years. Two employees are fourth-generation Warren workers.

"People keep talking about the renaissance in U.S. manufacturing, and people keep saying the renaissance is going to come about by cheaper wages and cheaper energy costs. That's rubbish!" Long said. "The renaissance is going to come about because we can rebrand manufacturing. The people we're hiring back have a defined skill set, and that skill set is in need and in demand."

In addition to the state-of-the-art weav-

ing at American Woolen, Long points to the company's expertise in finishing the fabrics.

"For example," he said, "certain products may call for washing for 10 minutes. The Italians may wash it for three minutes, take it out and dry it. Wash it for three minutes, take it out and dry it and then wash it in two increments for two minutes. It's 10 minutes, but [the result is] a different fabric. And that's what the Italians have absolutely mastered—the finishing techniques—and that's what we have inherited with the people here."

The purchase of Warren closed three months ago, leaving Long and his team little time to finalize the Fall/Winter collection.

"We were late [to the season,]" he said. "But we wanted to demonstrate to people that we could move on a dime and we're able to design, weave and finish 23 different fabrics for Fall/Winter."

For Spring/Summer 2016, the mill plans to expand its offerings and add some wool blends with silk and linen. For the following Fall/Winter season, American Woolen plans to offer mohair and cashmere fabrications, as well. Going forward, the company is looking

➔ **American Woolen** page 7

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Severson *Continued from page 1*

ing a demand from smaller designers who could not necessarily print [my designs] themselves."

The designer also noticed a void in the market for organic textiles like hers. To find a printer, she began asking her fellow exhibitors at the **Los Angeles International Textile Show**.

"I found [my print mill] by word of mouth," she said. "I was doing the LA Textile Show and was just talking to people there. It was fortunate because not a lot of places allow lower minimums for printing."

The certified-organic fabrics are sourced from U.S. importers of Indian textiles and printed in Los Angeles using water-based inks. Severson recently began using fabrics made from American-grown organic cotton and hopes to eventually find a knit and woven resource in the U.S. for all her fabrics.

"That's the objective—to eventually have a product that's entirely made in the U.S.," she said.

This past summer, Severson launched a **Kickstarter** campaign to raise funds for a new apparel line featuring her prints.

"I had been thinking of doing a basic staple line of apparel with my fabrics because a lot of people like the prints, but if you don't sew or you're not a designer yourself, it's kind of limited," she said.

Severson will develop two collections to coincide with the two print collections she designs annually. For Summer, the line will include short dresses and scarves,



and for Fall there will be longer dresses, as well. The collection also includes pillows made from her fabrics.

The pieces are available for sale on her website for \$75 for the short dresses and \$95 for the long dresses. Severson has also been approaching boutiques to carry the line, which is wholesale priced from \$36 to \$46 for the dresses, \$18 for the infinity scarves and \$35 to \$45 for the pillows.

Severson works with textile sales reps in Los Angeles, Chicago and Minneapolis and would like to expand the market for her apparel.

"I'm out of Minnesota and I'm trying to get those warmer climates for the line," she said.

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



Josi Severson hand draws her textile designs, which are printed in Los Angeles on organic fabrics.

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American Woolen *Continued from page 5*

at stretch wools and knits.

“We want to focus on what we know well, and we know worsted and woolen fabrics very well. And I would hope we can carve out a definable and defensible niche within those areas [first].”

Prices for the American Woolen launch collection range from \$20 to \$30 per yard, and there is a four-piece minimum, with pieces running 55 yards each.

“Having been in Italy, I’m the first to tell

1990s, investment banks were going casual because they were competing with Silicon Valley to retain young workers. Now people are telling me in 2014 most trading floors are men wearing two-piece suits. If you spend time in New York, walk up and down Park Avenue; guys are wearing suits again.”

Long compares the interest in American-made fabrics to the rise in the craft-beer industry in the U.S.

“When I grew up in the 1970s, the only



American Woolen Co.’s launch collection includes 23 wool menswear fabrics.

you that the cost structure in Italy is higher than America. Social costs are higher, energy costs are higher, environmental costs are higher,” Long said. “It was unique that Italy had carved out a niche, yet America, which [once] had that niche, had lost it.”

Last year, Long relocated with his family from Milan to Florida. Back in the U.S. after more than two decades away, the Chicago native sees a renewed interest in American-made products coinciding with a renewed interest in men’s suiting after several decades of casual dressing.

“In the past 30 years, America was very much targeting casual,” he said. “In the

people who wanted to work in a brewery were Laverne and Shirley, if you remember that TV show,” he said. “But the craft beers have carved out a niche, and although it only comprises 8 percent of the U.S. beer market, that segment is growing by double digits while U.S. beer consumption is declining. I believe in made in America. I believe when America sets its mind to doing something, we do it well and we do it correctly and the quality is paramount. That’s what we’re trying to do here. We want to create a niche. We want to create a brand. We want people to look at the garment and say, ‘Is it American Woolen?’” ●

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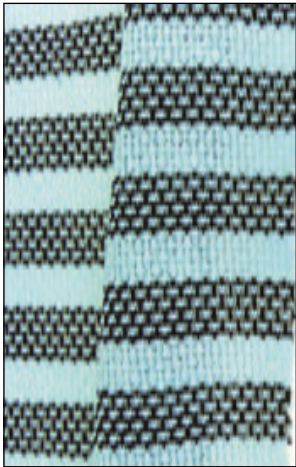
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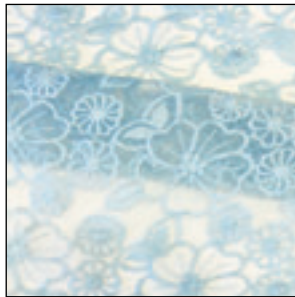
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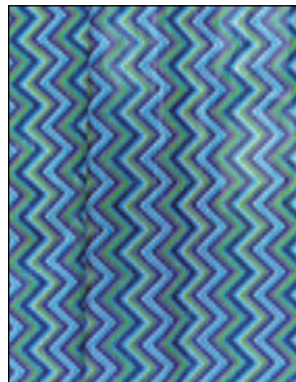
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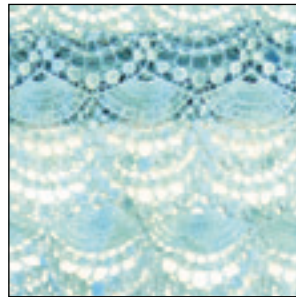
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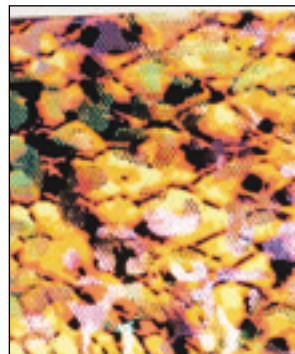
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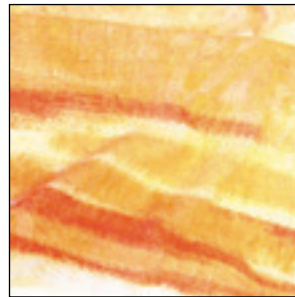
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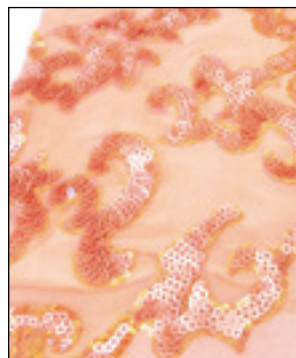
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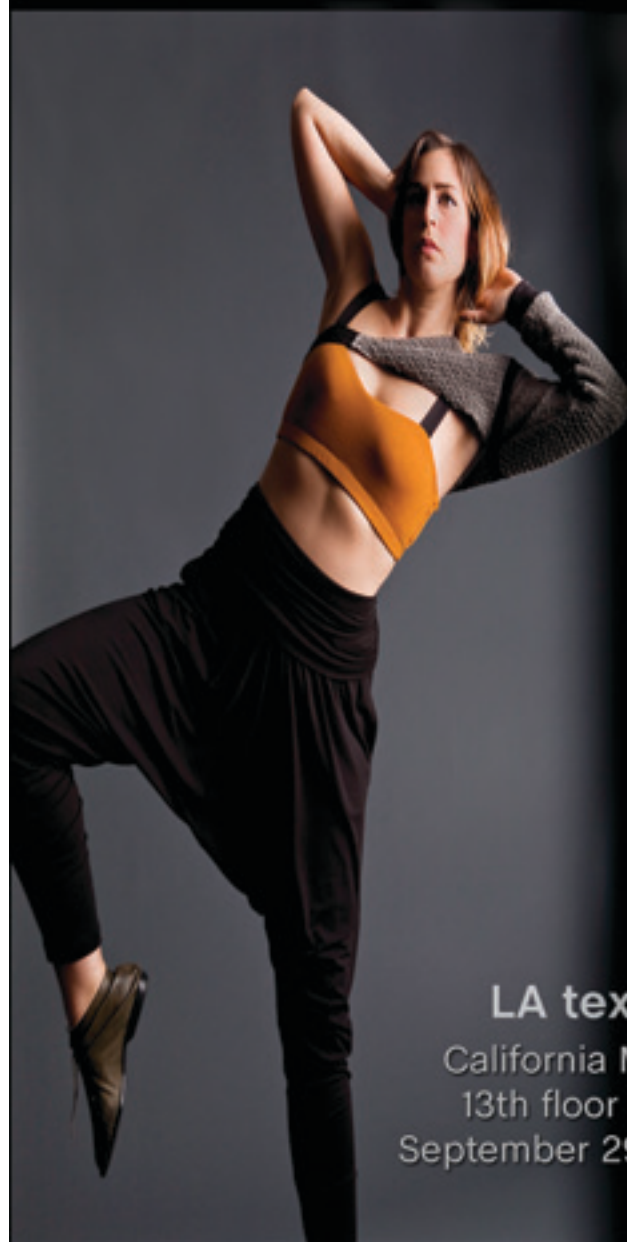
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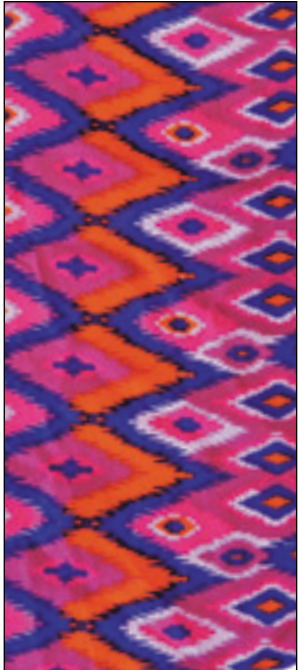
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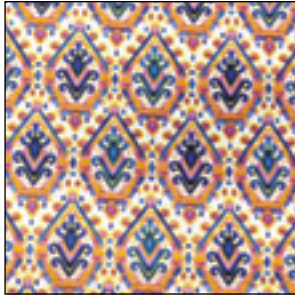
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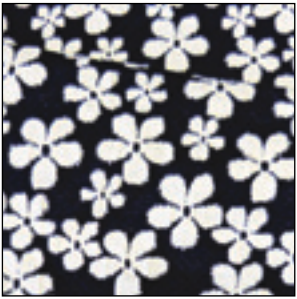
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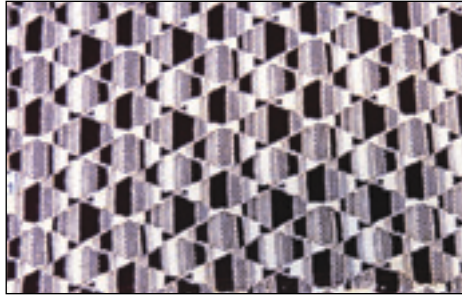
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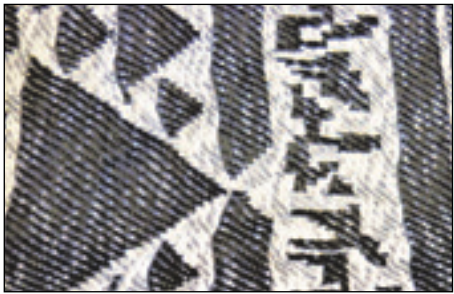
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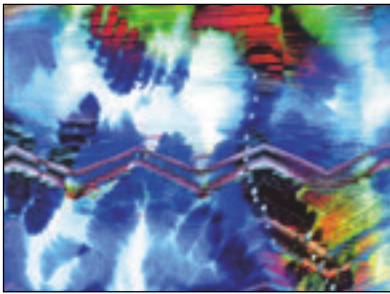
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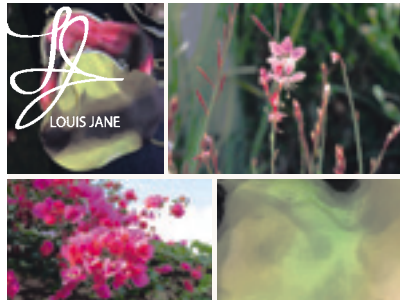
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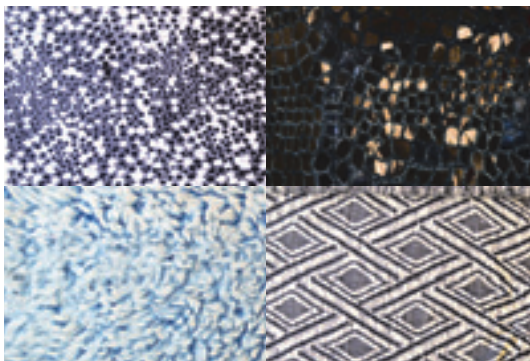
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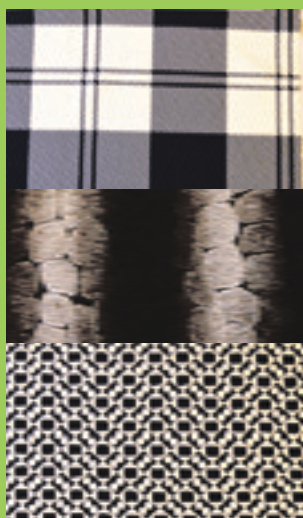


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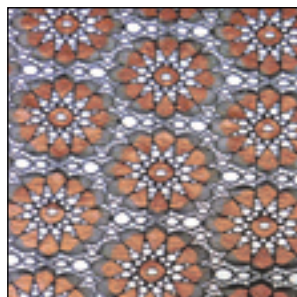
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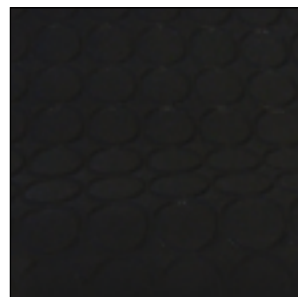
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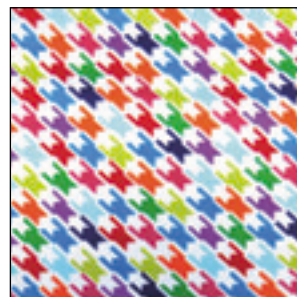
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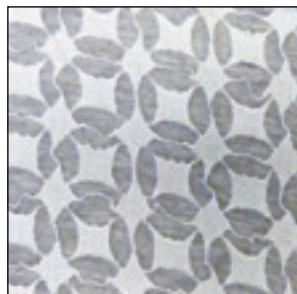
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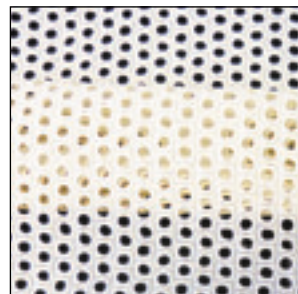
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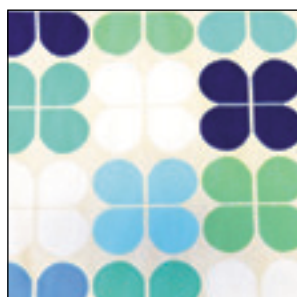
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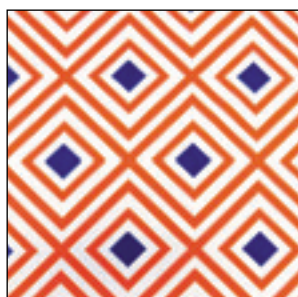
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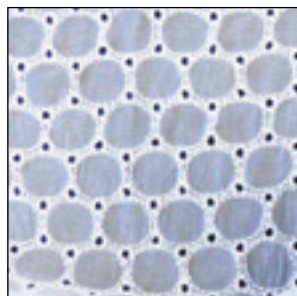
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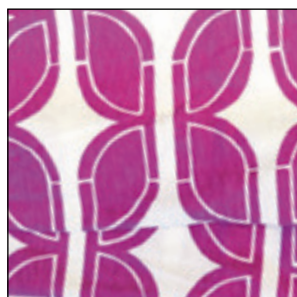
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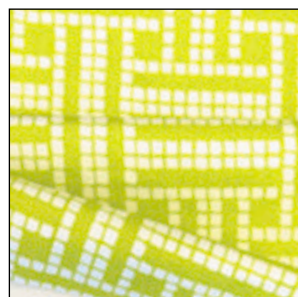
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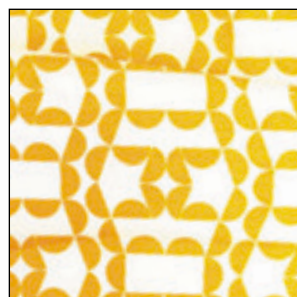
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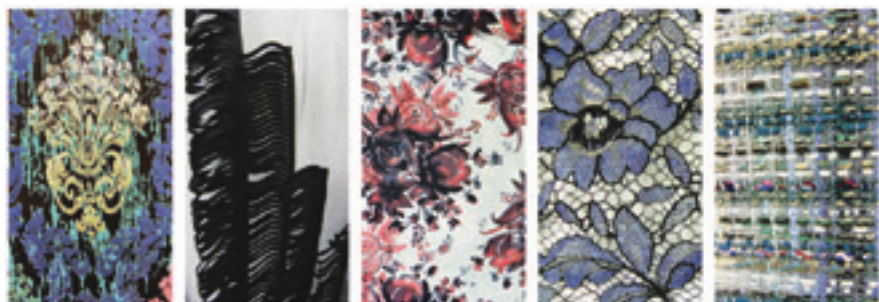
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Products and Services: For over two decades, family-owned and operated Asher Fabric Concepts (AFC) has been offering an impressive selection of knitted fabrics produced in Southern California. Notwithstanding the (mis)conception that "everyone is manufacturing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

Buhler Quality Yarns Corp.

1881 Athens Highway
Jefferson, GA 30549
(706) 367-9834
www.buhleryarns.com
sales@buhleryarns.com
Contact: David Sasso
Products and Services: Get more than just yarn. In addition to the industry's best yarn, Buhler provides unsurpassed technical support, transparency, and 20+ years of supply chain partnerships. Our US-based facilities allow for quicker delivery and agile responsiveness to market trends. Known throughout the industry for consistency, our products are certified safe by Oeko-Tex Standard100, which include Supima Cotton, MicroModal Edelweiss, Micro TENCEL, and various blends. Visit our new website at www.buhleryarn.com.

California Label Products

13255 S. Broadway
Los Angeles, CA 90061
(310) 523-5800
Fax: (310) 523-5858
Contact: Tasha
www.californialabel.com
info@californialabel.com
Products and Services: California Label Products has been servicing the apparel industry for 20 years. We have an In-House Art Department that can help you create a new look for your tags and labels or just get you pricing for your current items! We are constantly changing our designs, as we follow the fashion trends. Come to our showroom and see the latest tags and labels for every season. Our product list not only consists of woven labels, printed labels, and custom hangtags, but we also have care labels, size tabs, integrated hangtags, and many other novelty items, including leather patches, heat transfers, buttons, and snaps. California Label Products is known for serving all your label needs worldwide. Check our website for a full product list, or call or email us.

Daho International Inc.

110 E. 9th St. B782
Los Angeles, CA 90079
(213) 623-7733
Fax: (213) 623-7731
http://filofitextiles.com
Products and Services: Daho International, Inc., DBA Filofi, has over 25 years of fabric industry experience and has been growing every year since it was established. Our specialty is silk fabric and silk garment, laces, and fine knits, but we also have over 5,000 different fabrics to choose from in our extensive library, including wovens and other novelties. Our fabrics and garments are produced in Korea and China, and we carry 100 colors in stock goods in our showroom for silk fabrics. Our sales staff is keen to new trends and can bring a perfectly tailored line to each of our customers every time. Our production team will get your goods shipped promptly and correctly. Our follow-up is top notch, guaranteeing your delivery and quality of your fabric and garments. We have excellent credit throughout the industry, as well as factor backing. Our purchasing power gives us the best possible prices, and we pass that savings to you. Visit our showroom B782 during the LA Textile Show Sept 29 – Oct 1.

Design Knit Inc.

1636 Staunton Ave.
Los Angeles, CA 90021
(213) 742-1234
Fax: (213) 748-7110
www.designknit.com
shalat@designknit.com
Contact: Shala Tabassi
Products and Services: Design Knit, Inc. is a knit-to-order mill based in Los Angeles specializing in the development and production of high-quality, sheer to heavyweight knits for the designer and contemporary markets. They will be featuring new innovations including, but not limited to: Cashmere, cotton, linen, silk, wool, rayon and Modal blends. ProModal™, Tencel™, MicroTencel™, Supima blends including our luxe collection. Denim inspired knits. Cut-and-sew sweater knits. Introducing a new fashion-forward activewear collection.

Duo Digital Prints, Inc.

2455 E. 58th St.
Vernon, CA. 90058
(323) 476-7383
Contact: Morgan Jackson, Sales Manager
Cell : (949) 836-1568
digital@duodigitalprints.com
www.duodigitalprints.com
Products and Services: Duo Digital Prints, Inc. is a manufacturer of printed fabrics. We offer the ability to produce everything from prototypes to very large production runs for delivery around the world. Although we specialize in digital prints, we also offer conventional wet (screen) prints. We have an installation of digital printing equipment in the Los Angeles area. This facility allows us to create products for prototyping and for short run orders extremely quickly. We do both sublimation and direct-to-fabric printing at this location. Our product range includes both knit and woven polyesters, rayons, cottons, and silk. We offer a very large library of contemporary print designs for you to choose from as well as being able to use designs owned by you. We do all of our artwork in-house and can provide CAD's for approval.

Elite Labels Ltd.

21-23 Brunswick St.
Leicester, United Kingdom, LE1 2LP
+44 (0) 116 251 2634
info@elitelabelsltd.co.uk
http://www.elitelabelsltd.co.uk
Products and Services: Elite Labels (Leicester) Ltd. is a leading clothing/apparel Label supplier in the global label market with over 28 years' industry experience. Our clients include the most prestigious names in fashion, much-loved high-street retailers, the character-license industries, and edgier brands looking to enhance their credibility with a niche audience. Whether you are a small manufacturer or a group servicing large retail markets, our in-house design and production approach offers an integrated, one-stop service for all your label requirements. We work closely with our customers, developing and innovating, and we are thus fully equipped to meet the demands of the ever-changing trends in labelling and branding concepts. We are confident that we will be able to meet all your needs, giving you the very best in personal service and finished product at a highly competitive rate. We can manufacture and distribute from USA, UK, Portugal, Turkey, UAE, Egypt, India, Sri Lanka, Pakistan, Bangladesh and China.

Epson

3840 Kilroy Airport Way
Long Beach, CA 90806
(800) 873-7766
www.proimaging.epson.com
Products and Services: Epso— quality and reliability. Now in a dye-sublimation printer. The Epson name has long stood for the very highest standards of print performance, quality, and reliability. Now, we're putting our expertise into an exciting new suite of purpose-built garment printers. Designed exclusively for dye-sublimation transfer printing with specially-formulated Epson inks, the all-new SureColor F6070-44 and F7070-64 deliver superior print quality along with the world-class service you've come to expect from Epson. How do you reinvent the dye-sublimation transfer printer? You start by designing, from the ground up, every component to work together as one system — from the print head and ink technology to the printer engine and software. The result? A high-performance dye-sublimation transfer printer designed with extreme reliability for true industrial-level production.

Goodman Factors

3010 LBJ Freeway, Suite 140
Dallas, TX 75234
(972) 241-3297 Fax: (972) 243-6285
Toll-free (877) 4-GOODMAN
www.goodmanfactors.com
Contact: Jessie Valdivia or Bret Schuch
Products and Services: As the oldest privately held factoring company in the Southwest, Goodman Factors provides recourse and non-recourse invoice factoring for businesses with monthly sales volumes of \$10,000 to \$2 million. Services include invoice and cash posting, credit and collection service, and cash advances on invoices upon shipment.

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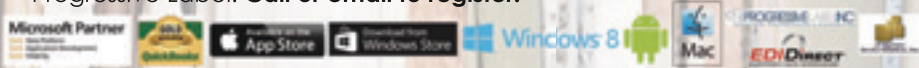
During L.A. Textile Week
Seminars & Open House will be held at the California Market Center
110 E. 9th St., Los Angeles, CA 90079
Visit www.aims360.com for full details

MONDAY, SEPTEMBER 29th
Understanding Costing & Gross Margins 1:00 pm – 2:00 pm
Presented by Henry Cherner
Located: FBI Suite A792

Gain an understanding of the mark up principles applied as a retailer or manufacturer and how these principles are critical to profitability. This seminar will explain the best options for implementing costing formulas/principles to realize gross margin profitability.

WEDNESDAY, OCTOBER 1st
AIMS Open House

10:00 am - 4:00 pm | Located: AIMS Headquarters Suite A1169
Meet the AIMS team, get a behind the scenes look at the AIMS360 system, see new features, discuss reporting, or whatever else you would like. Throughout the day we will be discussing topics such as "EDI process and integration", "Taking orders using AIMS RemoteLink at trade shows with an iPad or any Windows 8 device", e-Commerce integration", and "how to get AIMS360 Certified". This is a good time to get any and all answers to questions you may have to streamline and understand the technical side of your business. Sponsored by AIMS360, Innovative Systems, and Progressive Label. **Call or email to register!**



www.aims360.com | info@aims360.com | 310-361-5710

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TUESDAY, SEPTEMBER 30th
Technology: "Fashion Starts Here"
4:00 pm – 5:00 pm | Presented By
CFA Panel: Henry Cherner (AIMS360), Brian Kastner (Centric Software), and Ram Sareen (Tukatech)

Moderator: Ilse Metchek (CFA)
Located: Penthouse Suite 19

The selection and implementation process of investing, or upgrading from a legacy system, for newer technology is daunting. Careful planning and preparation is necessary! Hear from experts in three different segments of the technology of fashion.

RESOURCE GUIDE

Continued from page 15

Due to its relatively small size and centralized-management philosophy, its clients often deal directly with company management/ownership. Its size also enables it to provide flexible arrangements and quick decisions.

JM International

850 S. Broadway, Suite 808
Los Angeles, CA 90014
(323) 376-0625

www.jminternationalgroup.com

Products and Services: JM International Group is the premier West Coast distributor of luxury apparel textiles catering to the bridal, children's, contemporary, couture, and evening markets. We work with the finest mills worldwide to offer the best French laces in all overs and/or trims, a knit collection consisting of cottons, micro modals, stripes, piece dyed as well as yarns in natural, cellulosic, and synthetic fibers. Our other luxe collections consist of an array of embroideries, cottons, silks, linens, jacquards, sequins, and prints. Please call for an appointment or visit our website. Visit us at the LA International Textile Show—Booths 101, 103, 105, 110/112, 208.

Mariak Industries

575 W. Manville St.
Rancho Dominguez, CA 90220
(310) 661-4400, Ext. 823

www.mariak.com

Contact: Erin Elinson, Strategic Manager
erelinson@mariak.com

Products and Services: Mariak offers roll-to-roll digital dye sublimation printing on polyester and polyester-treated fabrics. We carry stock of over 32 fabrics that you can choose from or you can provide your own. We have state-of-the-art equipment that can print from 72" up to 126" widths. You can provide your own patterns and images, and we also have a library of 1,000s of images from which you can choose. Pantone color matching is available. We also offer digital UV and solvent printing on vinyl and leather

at up to 120" widths as well as vintage film transfer. You'll find that our printing services may be of use to you when creating active wear, leggings, bathing suits, intimate apparel, pet products, costumes, internal and external portions of handbags and shoes and so much more. We are made in America, doing all of this out of our facilities in Los Angeles, making lead times just 2-3 weeks. Our digital equipment allows us to print with one-roll minimums, so that you are not required to invest in 10,000 yards of material. You can even double up multiple patterns on a run of fabric.

Neo Tex, Inc.

6080 Triangle Dr.
Commerce, CA 90040
(323) 888-2888
Fax: 323-832-9988

Products and Services: Neo. Tex Inc. is a leading importer and distributor of high-quality yarns for knit fabrics. Our worldwide network of suppliers and affiliates makes us a major player in sourcing and distributing a wide range of high-quality yarns. We believe that quality products are only part of a successful business relationship. Our knowledgeable staff will provide you with personalized care to meet your business needs.

NGC Software

6 Centerpointe Drive, Suite 700
La Palma, CA 90623

www.ngcsoftware.com

Contact: Mark Goldberg, Director – Western Region
(800) 690-0642

mgoldberg@ngcsoftware.com

Products and Services: Reduce risks, increase rewards with NGC's Manufacturing Solutions. NGC offers a full range of manufacturing solutions for all types of apparel manufacturing—807 imports, CMT and Made in America—plus expert understanding of apparel design and manufacturing. Our solutions include Supply Chain Management, ERP, Shop Floor Control, Quality, CPSIA, Logistics, PLM, and more. We can help you

manage every aspect of apparel manufacturing: raw materials management, inventory control, planning, open to buy, PO management, packing, scan pack, quality assurance, reducing chargebacks, and much more. NGC solutions help you reduce the risks in apparel manufacturing, so you can increase the rewards—contact our Los Angeles office today for more information.

Pacific Coast Knitting Inc.

6051 Maywood Ave.
Huntington Park, CA 90255
(323) 584-6888
Fax: (323) 582-8880

Contact: Mike Tolouee

www.pacificknitting.com

info@pacificknitting.com

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

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

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

Philips-Boyne Corp.

135 Rome St.
Farmingdale, NY 11735
(631) 755-1230
Fax: (631) 755-1259

www.philipsboyne.com

sales@philipsboyne.com

Products and Services: Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton that is woven and finished in Japan. Styles range from classic stripes,



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checks, and solids to novelties, Oxfords, dobbies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo , Corona , and Superba . Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.

Polix Industries Inc.

160, St-Viateur East #406
Montreal Quebec
Canada H2T 1A8
(514) 759-3234
Fax: 514-759-3279
www.polixindustries.com
Contact: Hugues Olivier
Hugues@polixindustries.com
Cell: (514) 812-3572
Office: (514) 759-3234, Ext. 107
Products and Services: Polix is a North American-based button, hanger and garment packaging supplier with a global network. Our design specialists are dedicated to create and offer premium garment accessories to fit the latest trends in the fashion industry. We specialize in custom design solutions and offer to our clients a full line of buttons made of polyester, urea, genuine horn, real shell, corozo, and metal. We are also proud of being a

leader in the development of high-performance technical accessories and flame-retardant buttons for the workwear and the defence/military industries. Our complete in-stock line of buttons meets the highest North American standards for FR garments. We are not just a button company like the other ones. We believe in changes. We think differently.

Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com
Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers. Another important part of our business is FLASHTRAK, our online ordering system

for price tickets. It 's a great tool for placing and tracking price ticket orders and will soon be expanded to include custom products and care labels.

Robert Kaufman Fabrics

129 West 132nd St.
Los Angeles, CA 90061
(800) 877-2066
Fax: (310) 538-9235
www.robertkaufman.com
info@robertkaufman.com
Products and Services: Robert Kaufman Co., Inc. is an importer and converter with national and international representation, stocking a wide variety of printed, yarn-dyed, and solid wovens and knits. In business for over 60 years, Robert Kaufman Fabrics has been delivering the highest-quality service to manufacturing clients in the U.S. and around the world in a variety of markets, including childrenswear, womenswear, contemporary, juniors, men's sportswear, maternity, uniforms, special occasion, accessories, and home fashions. In addition to an extensive catalog of on-trend design collections released every quarter, we offer domestic in-stock programs with low minimums, as well as customized fabric design, development and sourcing for prints, yarn-dyes, and solids. All fabrics are available for sampling.

We also drop ship for customers with off-shore production needs.
Robert Kaufman Fabrics sells wholesale and to the trade only. Our fabrics are available to the retail consumer through local quilt and fabric stores. To find a retail store that carries Robert Kaufman Fabrics, please see our website. To see what's available and our latest collections in a fully searchable format, please visit our website.

Texollini

2575 El Presidio St.
Long Beach, CA 90810
(310) 537-3400
www.texollini.com
sales@texollini.com
Products and Services: We at Texollini use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 20 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand.

Trim Networks Inc.

910 S. Los Angeles St., Suite 405
Los Angeles, CA 90015
(213) 688-8550
Fax: (213) 688-8551
info@trimnetworks.com
www.trimnetworks.com
ae@trimnetworks.com
Products and Services: TNI is not just a button company; it 's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in Asia has been the foundation of our system and our networks. We are in touch with over 2,000 garment and denim factories in southern China. The good water quality of Canton has also enabled us to create some of the most exciting colors in electro plating. Over 300 wash-houses are scattered in this rich province, which in return can provide some of the newest colors in fashion today. In addition, our strategic location south of the Delta River gives us plenty of resources to all types of raw-material suppliers. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you.

Vertex International Inc.

5148 Pacific Blvd.
Vernon, CA 90058
(323) 726 - 2126
Fax : (323) 726 - 2326
www.v-i-i.com
Products and Services: Vertex International Inc. is a market leader in domestic knit fabric production, with over 20 years of experience producing high quality and innovative knits for the contemporary apparel market. Our specialty is the fast delivery of knit-to-order fabrics. Located in Los Angeles, we knit, dye, and finish all of our fabrics locally. We produce a multitude of knit fabrics, utilizing a variety of yarn contents and counts. Our line of fabrics ranges from super-soft fabrics, novelty knits, stripes, and much much more. Basically, if it's a knit, then we make it! Vertex is dedicated to providing our customers with the best quality, fast turnaround time, and complete customer satisfaction.

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Directory of Professional Services & Business Resources

ACCOUNTING SERVICES

HOVIK M. KHALOIAN
CPA
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520 N. CENTRAL AVE., SUITE # 650
GLENDALE, CA 91203
TEL: 818.244.7200
HMKCPA@JPS.NET

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Tiffany.Stubbs@mavrickartists.com

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teamrage@ragemodels.com
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Jobs Available

Office Assistant Needed

Must be organized, experience in a professional small business environment, attention to detail, ability to multitask, reliable transportation, able to lift boxes, organized. Part time to start, flexible schedule, no fashion experience required. Email resume to info@JacobHolston.com

Jobs Available

Dress Designer

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

Jobs Available

Sales Representative

Domestic & Import Company looking for sales reps for our Junior, Kids, and Missy lines. We specialize in Top, Dress, Bottoms, and Lingerie. Candidates must have 3-5 years of experience with current/established relationships preferred. Send resumes to longrusewing@gmail.com.

Jobs Available



DENIM COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITIONS. INCREDIBLE OPPORTUNITY FOR THE RIGHT PERSON

DESIGNERS - DENIM LINE

Responsible for development, design and execution of Junior/Special Sizes denim product line. Must be original, edgy, and able to interpret fashion trends. Qualifications required:

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

DESIGN ASSISTANT

Must be a detailed oriented assistant with strong computer skills. 1-2 yrs exp. Must be familiar with garment construction and the following qualifications:

- Well versed in Adobe Illustrator, Photoshop, Excel & Word
- Basic knowledge of pattern-making, fabric sourcing, woven and denim wash processes
- Pre-production experience preferred.
- Self-motivated and pro-active.
- MUST be able to multi-task.

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



CUSTOMER SERVICE REPRESENTATIVE

Growing US Manufacturer of Premium Knitwear garments seeks experienced Customer Service Rep for wholesale business. Min of 3 years experience in either wholesale or retail sales or customer service.

Good computer skills and communication a must. Please send resumes to USBlanks@gmail.com

BedHead Pajamas is hiring a Full Time Graphic Designer .

Must be proficient in Illustrator and Photoshop, with the ability to color separate prints, create prints, repeats, create CADs, do photo shop touch ups, create basic marketing material for web pages, trade show banners, posters, ect. Must adapt easily to changes in priorities throughout the day and work creatively. Has to be organized, have a great attitude and be willing to learn and follow directions.

Email resume to: stephanies@bedheadpjs.com

CREDIT & COLLECTIONS MANAGER

Apparel Mfr based in LA area looking for seasoned expert in Dilution Concentration, Special Collections, Chargeback Analysis, Vendor Compliance. Customers include: Major, Specialty, Big-Box stores and Wal-Mart. Limit aged/uncollected invoices. Communicate with Customers/Factors. Prepare Mgt Financial reports. Proactive analysis & professionally assertive to lead A/R Department. Full benefits.

Send resume to: hrcollections2014@yahoo.com

Jobs Available



DENIM COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITION. INCREDIBLE OPPORTUNITY FOR THE RIGHT PERSON

PRODUCTION PATTERNMAKERS

Responsible for production patternmaking of a junior/special sizes denim product line. Qualifications required:

- 5 years experience in the junior/special sizes denim market
- Must have a good understanding of garment wash and shrinkages
- Candidate must be a self-starter and well organized
- Be proficient with Patternmaking software

Email to hrdept@rewash.com or

fax resume with salary history to (323) 657-5344



DENIM COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITION. INCREDIBLE OPPORTUNITY FOR THE RIGHT PERSON

IMPORT PRODUCTION COORDINATOR/MERCHANDISER

Highly motivated person with 2-3 years exp. in the junior/special sizes denim bottoms market needed to assist in import production.

- Must have well rounded knowledge of overseas garment production & construction
- Know how to read TECHPACKS and understand technical garment terms.
- Experience with measuring garments as well as approving finished garments, lab-dips, fabrics, etc.
- Must be a self-starter, detail oriented individual and have strong written and verbal comm. skills.

Email to hrdept@rewash.com or

fax resume with salary history to (323) 657-5344



CUSTOMER SERVICE

Rapidly growing Contemporary Knitwear Company based in Santa Monica is looking for a full time customer service person. Ideal candidate should be an energetic all around team player, have excellent verbal and written communication skills, an outstanding work ethic, and the ability to handle and prioritize a range of customer service responsibilities. Experience with Aims, Microsoft excel and Microsoft word is a plus.

Duties to include but not limited to:

- *International shipping/documents
- *Allocation
- *Order entry
- *Customer support
- *Returns
- *Invoicing
- *filing

Please send your resume to Jaci@360sweater.com



CONTEMPORARY DRESS DESIGNER

We are seeking Contemporary Dress Designer for our Dress division. Ideal person must have 2-3 recent yrs exp. in Contemporary Dresses. Must be exp. in all aspects of design that includes sourcing fabric, trim, sketching with illustrator, and trend research. Must be able to meet deadlines and be extremely organized.

Send resume to hr@swatfame.com

Jobs Available

IMPORT PRODUCTION COORDINATOR

Fast paced apparel co. is seeking hard working candidate to join our Import Production Dept, min 3 yrs. exp in import production. Duties & responsibilities include but not limited to, issue PO's & follow up, track WIP, TNA, shipments, follow up lab dips, trims, fit, pp approval, spec garments as needed, fabric/garment testing, daily communication with oversea vendors & internal team members, detail oriented & extremely organized, sense of urgency & multi tasking, must be a team player

Please send resume with salary requirement to:

jenny.l@bluprintcorp.com

Production Manager

Oversee all phases of production of costume jewelry for a luxury brand to meet company standards within prescribed production times. Manage the relationship with both overseas and domestic vendors. Please send resume to: newpositionforluxurybrand@gmail.com



PRODUCTION COORDINATOR

NYDJ Apparel is seeking an exp'd Production Coordinator to support our Import business. Duties will be partnering with production, PD, sales and design to manage production flow ensuring timely and cost effective production of import product. Strong communication, Excel and analytical skills. Excellent benefits & work environment. No phone calls please.

Send resume and salary history to: eric.ueno@nydj.com

FASHION DESIGN INSTRUCTOR

Santa Monica College is accepting applications for a full-time, tenure-track Fashion Design Instructor. Teach a wide variety of fashion related courses in fashion design & merchandising; participate in numerous non-teaching departmental activities including, but not limited to department meetings, academic & career advisement, course development, staff development programs, advisory board committee meetings, faculty evaluations, lab management, professional development; engage in scholarly/creative activities related to the fashion industry & fashion education; participate in service to the college community. Ideal candidates will demonstrate the ability to teach challenging technical skills to a diverse community college student body. Bachelor's & 2 yrs. of professional exp. or any Associate degree & 6 yrs. of professional experience OR the equivalent* OR possession of an appropriate valid California Community College Credential authorizing service in the specified subject area(s). Salary: \$48,221 - \$117,632 (based upon academic preparation vocational & teaching experience). Please apply online at https://jobs.smc.edu. EOE



ADVERTISING SALES EXECUTIVE

- * Seeking professional, energetic salesperson with Apparel Industry and or Ad Agency experience.
- * Prefer college graduate with Advertising experience.
- * Must know Power Point, ACT Database or other database program.

Please email your resume to:
terry@apparelnews.net

SENIOR DESIGN ASSISTANT

Los Angeles-based women's apparel manufacturer is looking for an experienced team player to manage all design-through-production related projects for its major private label customer, Chico's FAS, Inc. Since this is a senior level position, candidates MUST have proven experience working on product development and production for Chico's. To apply, send resume and salary history to jobs@xcvi.com

Jobs Available

Trixxi Clothing Company

We are seeking energetic & motivated candidates for:

Import Asst - Must have at least 1 yr. experience communicating w/ overseas factories, creating/sending tech packs, issuing PO's, & managing WIP reports.

Shipping Mgr - Must be able to manage high volume Junior market, oversee a large team of warehouse associates, and communicate w/ other dept's to resolve issues.

Pre-Production Coordinator - Oversee sewing room, approve T.O.P.'s, handle pattern releases. Must be able to spec garments, have good verbal/written communication skills. Bilingual Spanish preferred.

Candidates MUST have excellent organizational & communication skills, work well under pressure/deadlines, & be a team player. Submit resumes to resume@trixxi.net.

Girls (4-6X/7-16) Denim/Non-Denim Designer

Seeking freelance, experienced with senior denim/non-denim designer for girls line (4-6X/7-16).

Must be familiar with mass production market for denim, Mid-Tier department store price points.

Conceptualized and presentation skills required, communication skills with overseas office is important. Portfolio and references required.

Please include service charge rate history with resume to: Angela Yu- angela@anfieldinc.com

sanctuary CLOTHING

TECHNICAL DESIGNER

Must have at least 2 yrs. experience in creating initial tech packs, emphasis on flat sketches, proto specs & construction details. Assist in fittings, ability to communicate comments/changes in a timely manner. Create technical illustrator sketches where needed. Assist in developing newlines. Excellent attention to detail. Strong organizational and time management skills required to keep up in a fast paced environment.

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



ASSISTANT PRODUCTION MANAGER

With 5 yrs. of exp. in the fashion industry. Must handle cut tickets, order trims, costing, order entry, inventory, prepare trim sheets. Interact between contractors, pattern room, design room, customer service and shipping. Must have strong problem solving and communication skills, good sense of urgency, etc.

Send resumes to: fax 562 231-0742, jobs@robinsjean.com att. hiring manager.

Sales Representative

Import company looking for sales representatives for our Junior woven lines. In house and free lancer are both welcome. Minimum 3-5 years junior line import sales experience. Having existing customers/accounts are preferred. Email: steven@hncapparel.com

Store Account Executive

Busy contemporary company with established accounts looking for experienced specialty store account executive to work in house. Must be able to close business over the phone. Heavy travel and show schedule. Salary and benefits. Email recruiting_t@yahoo.com

www.classifieds.apparelnews.net

Jobs Available



SR. MGR.

FABRIC DEVELOPMENT & SOURCING

NYDJ is seeking an exp'd Sr. Manager Fabric Development & Sourcing. Duties will be partnering with design, PD and production to develop or source fabric from domestic & overseas resources for our sportswear division. Exp in working with overseas factory and agents req'd. Excellent benefits & work environment. No phone calls please.

Send resume and salary history to: eric.ueno@nydj.com



DAY DRESS/DRESSY DESIGNER

We are seeking A Day Dress/Dressy Designer for our Junior Dress division MUST BE VERSATILE. Ideal person must have 2-3 recent yrs exp. in Junior Dresses. Must be exp. in all aspects of design that includes fittings, sourcing fabric, trim, sketching, and trend research. Must be able to work in fast paced environment, self motivated, meet deadlines and be extremely organized.

Send resume to hr@swatfame.com

Receptionist / Cust Service

Fast paced clothing Mnf seeks asst. Duties include: data entry, answering phones, cust support, etc. Must have strong communication and multi-tasking skills, work well under pressure and detail orientated. Longer hrs may be req. EDI knowledge a plus.

E-mail resume to: monica@bordx.com

CUSTOMER SERVICE

Sea Breeze of California is a Boutique Apparel Manufacturing Company. California. We are hiring for customer service, must be proficient with Illustrator, Photoshop, Word and Excel. Bilingual (English /Spanish) and knowledge of Quick Books is a plus. Email: john@seabreezeofcalifornia.com

DENIM SALES REP

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

Sales Rep

Australian Co. For Kids Rolling Bags, Backpacks, hats, scarfs Seeks EXPERIENCED Childrens Accessory Sales Rep. Must have strong contacts and accounts with major stores and Theme parks.

Fax Resume 213-623-2062

Account Manager

This is Ground is looking for energetic & passionate Account Manager for fast-paced leather goods co. // Duties: Review, determine, respond to inbound inquiries + complete sales/fulfillment terms. Manage all custom, wholesale & corporate orders - ensure teams have info to fulfill orders on time. Predict inventory. // Musts: Leader, energetic, friendly, dedicated, organized. Passion for leather goods, the brand, cultivating partnerships and sales. Superior comm & follow up skills. 2 yrs experience in client, PM and/or sales + if wholesale exp. // If you meet the above, excited about us, email resume + letter stating why to heather@thisisground.com

Sales Rep

L.A. based Womens Contemporary Brand is seeking an experienced independent sales rep with current customer relationships at established accounts. Attractive commissions available. Email: Nikahale@mac.com

Jobs Available



PRODUCTION PATTERNMAKER

Min 5 yrs hi end garment constrn exp. req. Must possess exclnt draping/tailoring skills, knowledge workg w/ delicate fabrics (chiffon/gazar etc) & be able to create/edit patterns by hand in Gerber. Must have basic understandg of grading. Email resume/salary histy to hectorg@moniqueshuillier.com

TRIM BUYER

Purchase all price tickets, hang tags, care labels, size strips, UPC bar codes, and misc. trim items. Familiar with nominated supplier websites. Strong Excel skills.

SUBMIT RESUMES TO:

jobs@mightyfineinc.com or fax to: 213*226*8799

Warehouse Clerk

LA based Mnf seeks personnel for fast paced clothing warehouse. Duties include: receiving, pulling orders, packing, some heavy lifting and longer hrs may be req.

E-mail resume to: joseph@bordx.com

SALES ASSISTANT

Showroom assistant to help all details from beginning to end of the ordering process. VERY fast pace and high expectations, yet fun atmosphere. Room for advancement.

Requirements:

efficient*accurate*self critical*self starter*attention to detail*excel proficient*recaps*rapid speed *thorough *problem solver*knows how to prioritize*time management*easy get along*clear&concise email skills* contact: info@trendrequest.com

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