

CALIFORNIA ApparelINews

THE VOICE OF THE INDUSTRY FOR 69 YEARS

\$2.99 VOLUME 70, NUMBER 55 DECEMBER 26, 2014–JAN. 1, 2015



New California Laws Will Change Some Workplace Rules in 2015

By Deborah Belgum Senior Editor

A new year means a flurry of new workplace laws that go into effect.

The law that everyone is talking about the most is the one that mandates employers give at least three days of paid sick leave to all their workers.

On the wage front, California's minimum wage stays at \$9 an hour, but that will change at the beginning of 2016, when it gets bumped up to \$10.

A host of new regulations makes changes to paid family leave, mandatory time to recover from working in the heat, protecting unpaid interns and protection for undocumented workers.

Here's a summary of the state employment rules that take effect in 2015.

➔ New Laws page 8

American Apparel Receives Bid to Buy the Company

By Deborah Belgum Senior Editor

The up-and-down saga at **American Apparel** just took another turn.

On Dec. 22, the board of directors said in a press release that it received a bid to acquire the Los Angeles clothing company for \$1.30 to \$1.40 a share. As of early morning on Dec. 23, the stock was trading at around \$1.05 a share, almost double what it was trading for the prior week.

The previous day, the board enacted a one-year stockholder rights plan, or "poison pill," to prevent a takeover attempt by anyone who attempts to purchase more than 10 percent of the company's stock or 0.1 percent of outstanding shares if they already own 10 percent of the stock.

The press release did not state who had made the purchase offer, but many suspected that ousted chief executive Dov Charney was behind the move along with **Irving Place Capital**. He and hedge fund **Standard General** currently

➔ American Apparel page 4

INSIDE

Where fashion gets down to businessSM

2

Port negotiators ask for federal help ... p. 2

Year In Review: Retail ... p. 3

Trade Agreements ... p. 3

Most Read ... p. 4

Trade Shows ... p. 6

Made in USA ... p. 7

In Memoriam ... p. 7

www.apparelnews.net

2014: YEAR IN REVIEW

As 2014 draws to a close, the editors of *California Apparel News* take a look back at the year's significant news from key industry sectors such as retail, trade shows and international trade agreements. We also examine the burgeoning interest in made-in-America manufacturing and some of the most-read stories of the year. Plus, we remember some California industry notables in our In Memoriam section. The Year in Review coverage begins on page 3.

Longshore Employers Call for Federal Mediators to Help Push for a New Six-Year Contract With West Coast Dockworkers

For seven months, longshore workers have been head to head at the negotiating table to hammer out a new six-year labor agreement with their port bosses.

But the two sides are so far apart that the **Pacific Maritime Association**, which represents the terminal operators and shipping lines that employ the nearly 20,000 workers of the **International Longshore and Warehouse Union** at 29 West Coast ports, asked on Dec. 22 that the White House step in and help nudge both sides closer together. The longshore workers' contract expired July 1.

"After seven months of negotiations, we remain far apart on many issues," said PMA spokesman Wade Gates. "At the same time, the union continues its slowdowns, walk-offs and other actions that are having impacts on shippers, truck drivers and other local workers—with no end in sight. It is clear that the parties need outside assistance to bridge the substantial gap between us."

In addition, the **National Association**

of Manufacturers and 165 other organizations and associations sent a letter to President Obama urging the administration to work with both parties involved in the dispute and to appoint a mediator from the Federal Mediation and Conciliation Service to conclude the negotiations as quickly as possible.

The PMA and the ILWU last met on Dec. 22, but there were no more meetings scheduled until after Christmas, Gates said. He would not specify which issues were causing delays in a new contract. Both sides have to agree to have a federal mediator at the negotiation table.

ILWU representatives said the union is reviewing various proposals.

Apparel importers and retailers have been losing millions of dollars as merchandise has been stranded on the docks, waiting weeks instead of days for containers to be picked up by truck drivers and delivered to their destinations.

Part of the slowdown is due to the lack of a new contract, but a chassis shortage and larger cargo-container vessels sailing the trans-Pacific route have added to the problem.

The PMA said ILWU slowdown tactics have reduced productivity at Pacific Northwest ports for more than a month and a half, with drop-offs of 30 percent to 40 percent now the norm, according to various PMA analyses of terminal operations.

Intermittent walk-offs have also occurred in Oakland, the PMA said. At the ports of Los Angeles and Long Beach, which make up the largest and busiest port complex in the United States, the ILWU has restricted dispatching skilled crane operators to operate yard cranes, the PMA maintained.

Shipping lines and terminal operators believe that the lack of a contract could permanently hurt business at West Coast ports. Already, many shippers have said they will divert their cargo to other U.S. ports next

year on the Gulf Coast and the East Coast. Some have stated that this diversion could be permanent for them.

Last year, federal mediators were called in to resolve contract negotiations between longshore workers organized by the **International Longshoremen's Association** and their East Coast and Gulf Coast port employers.

Negotiations between the two parties on the West Coast haven't been this tense since 2002, when the PMA locked out the labor union and shut down every container operation on the West Coast for 10 days in late September and early October, during the crucial holiday shipping period.

A federal judge in San Francisco granted the George W. Bush administration's request for a temporary injunction lifting the lock-out and sending West Coast longshoremen back to work. The court order was a prelude to the declaration of an 80-day "cooling-off" period under the provisions of the anti-union Taft-Hartley Act.—*Deborah Belgrave*

CFF and TALA Celebrate 67th Annual Holiday Party for Neighborhood Kids

The kids knew all the answers to the "Frozen" quiz. In fact, most raised their hands before deejay Christina Dimakides finished asking the question about the award-winning **Disney** movie. Dimakides and her fellow former **Radio Disney** deejays, Jennifer Tate and Heather Daughtry, led the group in a "freeze dance" to the theme song from "The Lego Movie," "Everything Is Awesome." Then the children piled into the photo booth to take pictures wearing funny hats and sunglasses.

It was all part of the scene at the 67th annual Holiday Party, hosted by the **California Fashion Foundation (CFF)** and the **Textile Association of Los Angeles (TALA)** and held Dec. 17 on the top floor of the **Cooper Design Space** in Los Angeles.

Children from four after-school centers and nonprofits—including the **Boys & Girls Club of East Los Angeles**, the **Los Angeles Boys & Girls Club**, **Para Los Niños** and the **Virginia Road Elementary School**—filled

the space, which was decorated with a veritable forest of sparkly Christmas trees and holiday decorations provided by the **Dale Domnick Zizi** showroom. All that was missing was the snow.

Volunteers served the kids a meal of hot dogs and mac and cheese, followed by mini cupcakes and other treats.

It was a very festive party, but the highlight for the kids was the visit from Santa, who gave each child a gift bag filled with toys, clothing and other gifts.

Among the event's sponsors were the **California Market Center**, **CIT**, the **Cooper Design Space**, **Creative Intellects**, **De-**

sign Knit Inc., **Fineman West & Co. LLP**, **J.T. Design Studio/Eight Sixty**, **Karen Kane**, **KWDZ Manufacturing**, **Ragfinders of California**, the **Rags for Riches Foundation**, **Velvet**, **Merchant Factors**, **The Janel Group**, **STC-QST** and the **Ben and Joyce Eisenberg Foundation**.—*Alison A. Nieder*



VOLKER CORELL



The California Market Center's Jaime Lee and the Cooper Design Space's Steve Hirsh



CIT's Debbie Steinberg and the California Fashion Association's Ilse Metchek

We Help Companies Balance Cash Flow Better

Financing new opportunities often requires liquidity beyond the fixed formulas and capital ratios that traditional lenders rely upon. For the past 75 years, mid-size and large businesses have relied on Rosenthal & Rosenthal to solve cash flow issues and provide timely financing for growth. We provide solutions for the complex financial needs of our clients. Decisions are made promptly, without bureaucracy, and clients have access to key decision makers.

Domestic & International Factoring—
Letters of Credit

Working Capital Loans—Term Loans—
Collateral Management Services



Rosenthal & Rosenthal

NEW YORK LOS ANGELES SHANGHAI

For a confidential consultation, please
contact Harry Friedman: 818 914-5901
or hfriedman@rosenthalinc.com

ROSENTHALINC.COM



Notable Retail Openings and Closings in 2014

JANUARY

- **Ace Hotel** takes a bow in downtown Los Angeles. Many hope the boutique hotel will be the catalyst to bring high-end retail to downtown's Fashion District.
- The **National Retail Federation** comes out in opposition to a call to raise the minimum wage in President Obama's State of the Union address. It sets the stage for a national discussion of the issue.
- With unique merchandising, Little Tokyo's **Popkiller** store opens a sister boutique called **Pop**. T-shirts are merchandised like vinyl LPs.

FEBRUARY

- **Del Amo Fashion Center** in Torrance, Calif., starts a major redevelopment wherein the north side of the sprawling mall was closed to build a new two-level mall and a **Nordstrom**, which will open in fall 2015.
- **Gap Inc.** shuts its **1969** denim studio in downtown Los Angeles.
- **The Fashion Bookstore** at the **California Market Center** was acquired by the bookshop's longtime employees Rina Castro and Yolanda Bragg.
- Gap Inc. announces that it will raise its minimum wage to \$9 in 2014, then to \$10 in 2015.

MARCH

- Japanese retailer **Muji** is known for making fashion and other goods with a design philosophy of an elegant simplicity. On March 5 it announced that it would move into a space that formerly housed a Patagonia store on Main Street in Santa Monica.

APRIL

- LA fashion comes to Las Vegas. **Kitson** opens a 12,000-square-foot shop at **The LINQ** in Las Vegas.
- **Desert Hills Premium Outlets**, near Palm Springs, Calif., bows a major 146,000-square-foot expansion for its designer outlets center.
- **Wet Seal Inc.** shuts its young contemporary **Arden B.** division. Arden B.'s 31 stores were scheduled to be turned into **Wet Seal Plus** stores.
- Influential LA clothier and career **Fred Segal** retailer John Eshaya opens his first free-standing **JET** boutique on Los Angeles' Beverly Boulevard.

MAY

- Los Angeles' fashion district's Scandinavian connection grows stronger. Sweden's **Acne Studio** makes headlines by opening a boutique in the district in late 2013. In May, Swedish design house **Austere** opens a sprawling 5,000-square-foot space a block away from Acne.
- **Forever 21** bows a new concept, **F21 Red**, at the new **Azalea** mall. F21 Red promises to be cheaper than the cheap-chic Forever 21.
- Azalea, a new mall, debuts in South Gate, a predominately Latino, blue-collar city 13 miles south of downtown Los Angeles. The mall is forecast to power an economic boost for the city.
- **Westfield Group** unveils designs for the open-air retail center **The Village at Westfield Topanga** in Los Angeles' San Fernando Valley. The \$350 million development is scheduled to

open in fall 2015.

- **H. Lorenzo** bows a new look for its women's store in West Hollywood, Calif.'s **Sunset Plaza** retail district.
- **Luxury Jones** opens a shop on Los Angeles' Melrose Avenue for its made-to-measure streetwear for women.
- Fred Segal names Paul Blum to be its chief executive officer. He is charged with helming the expansion of the venerable boutique's stores.
- The **Gypsy 05** brand bows its first boutiques, one off of Los Angeles' Robertson Boulevard, another in Malibu.
- The fur ban in West Hollywood survives a court challenge and is deemed constitutional. It is the only municipal ban on new fur clothing in the United States. In September, West Hollywood officials note that the fur ban will be amended to make the law more clear to retailers.
- **Zara** bows a 27,000-square-foot flagship at **Figat7th** in downtown Los Angeles.
- Boutique retailers of the landmark 500 Broadway building of Fred Segal Santa Monica are ordered to vacate to make way for construction of a new structure.

JUNE

- The **Amour Vert** label puts eco apparel into the spotlight with its first boutique. It is located in San Francisco.
- New York-based streetwear line **SSUR** opens its LA-area flagship in West Hollywood.
- **Pacific City** breaks ground in Huntington Beach, Calif. The mixed-use center will offer boutique retail, restaurants and a hotel adjacent to one of Southern California's popular surfing beaches.
- Keith Hufnagel, founder of the skate brand **Huf**, confirms that his brand will open a boutique on Fairfax Avenue.
- Steve Birkhold resigns from his job as chief executive officer for **Bebe Stores Inc.** Jim Wiggett is appointed as the interim CEO for the mall-based contemporary retailer. In December, Wiggett is named as the permanent CEO.
- **Phenomenal Threadz** boutique opens in Inglewood, Calif., to sell independent brands for women.
- **Bonobos Guideshop** opens at **District La Brea**. The physical shop/showroom for the formerly pure-play e-commerce brand offers a different take on omnichannel shopping.

JULY

- In a district increasingly dominated by branded stores, the independent **In Heroes We Trust** boutique opens in the Abbot Kinney area of Venice.
- **Love Culture**, a cheap-chic retailer founded by Forever 21 alums Jai Rhee and Bennett Koo, files for Chapter 11 bankruptcy.
- **Tengram Capital Partners** announces that it has made an investment in **Active Ride Shop** to fuel expansion for the action-sports and streetwear chain.
- **Hail Mary**, a business that mixes boutique retail and a wholesale showroom, opens in Santa Monica, Calif.

AUGUST

- Call it a loss for the main drag in Los An-

geles' Arts District. **Guerilla Atelier** moves a mile or so from its former home at 821 E. Third St. to 427 S. Hewitt St. Hipsters follow the new location for its art shows, parties and high-end fashion.

- The **Stanford Shopping Center** in Palo Alto, Calif., announces a major renovation with a facelift for the mall's common area and an open-air shopping area. It will take a bow in 2015.
- **Fred Segal Collective** takes a bow at the **SLS Las Vegas**. It is Fred Segal's first store outside of LA County.
- Australian-based surf giant **Billabong** sells **Swell.com**, an Irvine, Calif.-based e-commerce surf emporium, to a group of investors that include the founders of **SurfStitch**, an Australian e-commerce group.
- **The Outlets at Tejon**, an outlet center 90 minutes north of Los Angeles, takes a bow. It offers stores from Gap, **Brooks Brothers** and **Calvin Klein** at off-price.

SEPTEMBER

- High-fashion designing twins Dean and Dan Caten open their **DSquared2** flagship on Rodeo Drive. It is their first American flagship.
- After taking the runway at many **Mercedes-Benz Fashion Weeks** in Miami, the LA-based **Wildfox** label opens its first flagship in West Hollywood's Sunset Plaza district.
- The **University of Southern California** commits \$650 million to **USC Village**, a mixed residential and retail center. The 1.25-million-square-foot district promises to reshape the university, according to a USC statement.
- **Uniqlo** opens a handful of highly anticipated stores in Southern California malls such as **South Coast Plaza** and **Beverly Center**.
- Ed Thomas rejoins beleaguered retailer The Wet Seal Inc. as its chief executive officer. He vows to return the retailer back to profitability.
- In a boost to social-media commerce, San Francisco-headquartered **Twitter** unveils a "buy" button.
- **Macy's Inc.** announces new developments in its omnichannel strategy, including same-day delivery and accepting the **Apple Pay** payment platform.
- Austin, Texas-based men's boutique **Stag** opens on Abbot Kinney Boulevard.
- **Harper's**, a Corona Del Mar, Calif., store, closes its physical boutique and offers a "VIP drop-off" service from its e-commerce store.
- **Boot Barn Inc.**, an Irvine, Calif.-headquartered Westernwear emporium, files for an IPO.

OCTOBER

- **A.P.C.**, the French tailored basics line, produces a star-studded party for the debut of its Melrose Place store. Fashion muse and provocateur Kanye West appears at the gala. A.P.C. also has scheduled to open a boutique in downtown Los Angeles.
- The **Skingraft** label opens its highly anticipated boutique in downtown LA.
- **H&M's** refined sister store, **COS**, opens its first U.S. location in Beverly Hills.
- **Gucci** unveils a remodel of its Rodeo Drive renovation.
- **Salvatore Ferragamo** opens a boutique at Los Angeles' Beverly Center.

- Glenn Murphy, Gap Inc.'s chairman and chief executive officer, announces his resignation from the world's biggest specialty retailer.
- Bob McKnight, founder of **Quiksilver Inc.**, announces his retirement as the surf giant's executive chairman.
- **American Rag**, a Los Angeles retail pioneer, confirms that it is opening stores in China.
- **AltHouse**, a new downtown Los Angeles boutique, is opened by Jennifer Althouse, an American Rag alumna.
- The City Council of Redondo Beach, Calif., votes to write a new environmental impact report for **The Waterfront**, a proposed district of boutiques and restaurants. The writing of a new EIR could delay the project for one year.
- **Barneys New York** unveils its redesign for its high-end Beverly Hills department store.

NOVEMBER

- Quiksilver's **Boardriders** boutique moves into a Pasadena, Calif., space that once housed a location for **Val Surf**, a pioneering surf shop.
- **Eva Franco**, a whimsical dress brand, opens its first standalone boutique in Los Angeles' Los Feliz neighborhood.
- **Hyden Yoo**, a downtown Los Angeles brand, opens its first standalone store on Abbot Kinney.
- **Diane Von Furstenberg** opens a handful of boutiques in the Los Angeles area. The first one opens in the **Santa Monica Place** retail center.
- Amber Fredman-Tarshis is hired as the chief marketing officer for **Pacific Sunwear**. It is a new position at PacSun, a mall-based retailer of surf, skate and action-sports brands.
- E-commerce brand **Nasty Gal** opens its first physical boutique, on Los Angeles' Melrose Avenue. It's in a space that formerly housed a boutique for the contemporary chain **Madison**.
- **Tankfarm** and **Schott NYC** join **The Americana** at **Brand** retail center.
- Christopher Bailey, **Burberry's** chief creative officer, accepts a **Rodeo Drive Walk of Style** plaque the same weekend that Burberry unveils a flagship on the designer fashion street.
- **Westfield Santa Anita**, located in Arcadia, Calif., unveils a \$20 million renovation.
- **M.Fredric** opens a new location at the **Collection at River Park** retail center in Oxnard, Calif.
- After 40 years in boutique retail, Ron Robinson opens his first standalone **Ron Robinson** boutique in Santa Monica, Calif.
- **Caruso Affiliated** closes escrow on 2.8 acres in Los Angeles' ritzy Pacific Palisades neighborhood. Rick J. Caruso later holds a town hall-style meeting in Pacific Palisades to discuss plans for his **Palisades Village** retail district.

DECEMBER

- **Coach** debuts the remodel of its flagship store on Rodeo Drive with a gala party.
- Downtown Los Angeles' string of debuts of high-end boutiques takes a turn when Gap Inc., the largest specialty store on the globe, opens an off-price **Gap Factory** store near Los Angeles' Fashion District.—*Andrew Asch*

The Year in Trade: Trade Agreements a No-Show for 2014

Originally, the Obama administration was hoping that negotiations on a free-trade agreement with 11 other countries involved in the Trans-Pacific Partnership would be wrapped up by 2012.

But two years later, the negotiations drag on with issues such as intellectual-property rights, automobile imports and agricultural tariffs becoming a bigger than expected hurdle. The United States has been pushing for stronger copyrights for music and film. It also wants to see longer-lasting patents in force.

Some sticking points in the apparel and textiles sector have been whether a yarn-forward provision should be included. Other free-trade pacts have embraced yarn-forward rules, meaning that tariff-free clothing must be made from yarns that come from the free-trade regions.

Countries such as Vietnam, which does not manufacture much of its own yarn, would like to see the yarn-forward rule eliminated so it could import fabric from China, South Korea or other Asian countries to qualify for no tariffs on its goods.

The last round of TPP negotiations took place earlier this

month in Washington, D.C. Scores of protestors opposed to the free-trade pact among the 12 Pacific Rim countries rallied outside the offices of the U.S. Trade Representative, where the meetings were being held. Many of the demonstrators believe the trade accord will lower wages, raise medicine prices, eliminate jobs and harm the environment.

The 12 countries involved in the Trans-Pacific Partnership are the United States, Japan, Australia, Brunei, Canada, Chile, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam. South Korea and China have asked to join the pact but haven't been admitted yet.

Free-trade agreements are an important part of President Obama's agenda to boost U.S. exports and financial-service industries and improve other areas.

Obama is also pushing for negotiations to wrap up with the Trans-Atlantic Trade and Investment Partnership with 28 European countries. Negotiations for this accord got underway in the summer of 2013.

Negotiations are taking place alternately between Brus-

sels, Belgium and Washington, D.C. The nuts-and-bolts meetings are expected to take place next year between February and July. Europeans would like to see the pact finished and ready for approval before Obama leaves the White House in January 2017.

Crucial to both trade agreements' passage is whether Obama can renew the fast-track approval process, which stipulates that Congress vote yes or no on the accord but cannot add amendments or filibuster the pact's approval. An up-or-down vote must be done within 90 days after a trade accord has been submitted for approval.

This fast-track system is known as Trade Promotion Authority. The most recent TPA expired in 2007 but was still applicable to trade negotiations that had started when TPA was in effect. Legislation was introduced at the beginning of 2014 to reauthorize TPA for four years.

This fast-track method helped push through recent free-trade agreements with South Korea, Peru and Colombia.

—*Deborah Belgu*

Altamont Invests in Hybrid

Altamont Capital Partners finished the year with the announcement that it made an investment in another clothing business.

On Dec. 22, the Palo Alto, Calif.-headquartered private equity firm announced that it led a group of investors to invest in **Hybrid Apparel**, a Cypress, Calif.-based full-service apparel house that makes all categories and classifications of apparel, which include knits, woven tops, bottoms, tees and accessories, according to a Hybrid statement. The company has worked with brands such as **Levi's** and **Reebok**.

Altamont made headlines this year with a string of investments. On Oct. 31, it announced that it invested in **Huf Worldwide**, a leading skate brand. On Dec. 12, it announced that it had invested in **Fox Head Inc.**, a leading motocross and motocross-wear brand. It did not disclose how much it invested in the Huf and Fox deals. It also did not confirm how much it invested in Hybrid.

However, the Altamont statement did say that it joined with existing shareholders in the Hybrid investment. The other shareholders included Jarrod Dogan, Hybrid's founder and chief executive officer, and the founding Fox family of Fox Head.

In a statement, Dogan said that the group's investment will help his 17-year-old company grow. "I am confident that with their guidance and experience, we will be able to achieve our business-building goals to take Hybrid to the next level. Part of our core values as a company has been to embrace change, and the partnerships with Altamont and Fox is the change Hybrid needs in order to move our brand-development capabilities forward," Dogan said.

Hybrid's expertise in supply chain and product development will benefit Fox, an Altamont statement said.

Hybrid will continue to function as an independent, private company at its Cypress headquarters. Dogan will continue to serve as the company's CEO.—*Andrew Asch*

American Apparel *Continued from page 1*

control about 44 percent of the stock.

Charney was fired from his job on Dec. 16 after the board finished its investigation into alleged misconduct on his part.

He is being replaced by Paula Schneider, a veteran clothing-industry executive who has led companies such as **Laundry by Shelli Segal** and **Speedo** swimwear. In documents filed with the Securities and Exchange Commission, Schneider's base salary was listed as \$600,000 plus other benefits if certain targets are met. Schneider begins her CEO job on Jan. 5.

Meanwhile, a new chairman of the board

has been appointed. Colleen Brown, who was appointed to the board in August, is the new head of the board. Co-chairmen Allan Mayer and David Danziger are stepping down from the top spot but will remain on the board.

"It's time to focus on the work ahead of us and push this company to reach its full potential," Brown said.

Two promotions of long-term employees were also announced. Patricia Honda has been named president of wholesale and Nicole Gabbay president of retail. ●

The Top 25 Most Read Stories of the Year

1. Lip Service, Kill City Founder Drew Bernstein, 1963–2014
2. Feds Raid LA Garment Companies in Mexican Drug Money-Laundering Scheme
3. Forever 21 Opening New Store Concept
4. Controversy Over the 'Made in America' Label
5. Georges Marciano Returns With New Denim Line
6. Boutiques Ordered to Vacate Fred Segal Santa Monica
7. Pinup Girl Clothing: How Retro-Style Clothing Formed a Multi-Million-Dollar Company
8. Toms and Target Unveil Their Holiday Collaboration
9. J Brand Co-founder Jeff Rudes Leaving Company
10. First Look at the Nasty Gal Clothing Store on Melrose
11. Novelty Textile Wins Major Case Over Fabric Design
12. Karen Kane: Bringing Production Back to the U.S.
13. Pacific City Opening Luxe Waterfront Center in Huntington Beach, Calif.
14. SoCal Mall Store Openings Include Uniqlo, Topshop, Tilly's and Lululemon
15. Los Angeles Fashion Week, Fall 2014
16. Los Angeles Fashion Week, Spring 2015
17. How Apparel Manufacturers and Retailers Are Coping With the E-commerce Threat
18. Sears Holdings to Close Stores
19. P.J. Salvage Founder and Creative Apparel Director, Mickey Sills, 55
20. Silver Jeans Stores Files Chapter 11, Plans Store Closings
21. Apparel Counterfeiters Banned From LA Fashion District and Fined \$26 Million
22. Hollister House Party in Santa Monica
23. California Apparel Makers Concerned About 'Made in U.S.A.' Labeling
24. American Apparel: 'We Have Good Ethics'
25. What Buyers Are Looking for in an Apparel Company

Calendar

Jan. 4

Accessories The Show Fame Moda

Jacob K. Javits Convention Center
New York
Through Jan. 6

Jan. 5

Agenda

Long Beach Convention Center
Long Beach, Calif.
Through Jan. 6

Intermezzo Collections

Piers 92/94
New York
Through Jan. 7

Jan. 8

Surf Expo

Orange County Convention Center
Orlando, Fla.
Through Jan. 10

"Starting a Fashion Business" workshop

California Market Center, A792
Los Angeles

Jan. 11

Los Angeles Fashion Market

California Market Center
Gerry Building
Los Angeles
Through Jan. 14

Lazr

The Vertigo Building
Los Angeles
Through Jan. 14

Retail's BIG Show, NRF's Annual Convention

Jacob K. Javits Convention Center
New York
Through Jan. 14

Jan. 12

Los Angeles Fashion Market

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

Designers and Agents

The New Mart
Los Angeles
Through Jan. 14

Select

Transit

California Market Center
Los Angeles
Through Jan. 14

DG Textile Expo Fabric & Trim Show

Hotel Pennsylvania
New York
Through Jan. 13

Brand Assembly

Cooper Design Space
Los Angeles
Through Jan. 14

Jan. 13

Premiere Vision New York

Pier 92
New York
Through Jan. 14

Indigo

Pier 92
New York
Through Jan. 14

Printsource New York

Metropolitan Pavilion
New York
Through Jan. 15

Jan. 14

SoCal Materials Show

California Market Center
Los Angeles
Through Jan. 15

Jan. 15

Swim Collective

St. Regis Monarch Beach
Dana Point, Calif.
Through Jan. 16

Jan. 16

Imprinted Sportswear Shows

Long Beach Convention Center
Long Beach, Calif.
Through Jan. 18

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.

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS**®: (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: **California Apparel News**®, **Market Week Magazine**®, **New Resources**®, **Waterwear**®, **New York Apparel News**®, **Dallas Apparel News**®, **Apparel News South**®, **Chicago Apparel News**®, **The Apparel News (National)**, **Bridal Apparel News**®, **Southwest Images**®, **Stylist**® and **MAN (Men's Apparel News)**®. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2014 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.

NEED EXPERT
INDUSTRY ADVICE?

THE BUHLER
BOYS

WE HAVE ANSWERS.
sales@buhlyarns.com



SUPPLY CHAIN TRANSPARENCY

How do you know the yarn you buy is the yarn you get? It is easy to be deceived in today's marketplace, and sourcing overseas often clouds communication.

Our supply chain partners share our high standards for honesty, integrity, and quality. Plus, our Oeko-Tex® Standard 100 Certification guarantees our processes and products for safety.

We stand behind our products so that you can stand behind yours.

GET MORE THAN JUST YARN.



APPAREL BY THREE DOTS SPRING 2015 COLLECTION / THREEDOTS.COM / MADE IN THE USA



US Supima Cotton

Preferred by luxury brands for its length, strength, and fineness. Dedicated to conservation and carbon neutrality.



Lenzing Micro TENCEL®

Superior in moving moisture, reducing bacterial growth, and offering strength and comfort. Made from FSC-certified pulp.



Lenzing MicroModal®

The ideal fiber for flexible clothing. Now with Edelweiss technology for a more sustainable and renewable luxury product.

buhlyarns.com

1881 Athens Highway, Jefferson, GA 30549 t. 706.367.9834 e. sales@buhlyarns.com



Trade Shows: Acquisitions, Launches and New Venues

The big apparel trade show news of 2014 was the September announcement that **Advanstar**—parent of **MAGIC**, **Project** and **Coterie**—was sold for \$972 million to British trade-show producer **UBM PLC**.

But that wasn't the only acquisition of the year. Shortly before the start of 2014, **George Little Management LLC**, parent company of trade show **Surf Expo**, was acquired for \$335 million by **Emerald Expositions Inc.**, organizers of the **Outdoor Retailer** trade show. In January, **Reed Exhibitions**, which has a portfolio of more than 500 events around the world, including the **Agenda** trade show, purchased the **Capsule** trade show for an undisclosed amount.

Première Vision S.A.—the French textile and trim trade-show organizer that runs the **Première Vision**, **Indigo**, **Expofil**, **Modamont**, **Tissu Premier** and **Fatex** shows—acquired leather and fur trade show **Cuir à Paris** from **SIC S.A.**

Boutique denim trade show **Kingpins** skipped its March event in Los Angeles to prepare for the launch of its new Amsterdam show, which was part of a four-day trade/consumer event called **Denim Days**.

In July, Advanstar took the **Pooltradeshows** to New York to run alongside its **Project New York** and **The Tents** shows at the **Jacob K. Javits Convention Center**.

Also in July, **Barker Hangar** in Santa Monica, Calif., was the home of **Fi3**, a new menswear show, retail pop-up shop and conference featuring 60 specialty brands from men's apparel to accessories.

The West Coast swimwear show **Swim Collective** re-

turned to the **Hyatt Regency** in Huntington Beach, Calif., for its August show, where it soft-launched **Active Collective**, a new section of the show for activewear resources.

The **Los Angeles Men's Market**, produced by **The Ntwrk Agency**, celebrated its first anniversary in October at the **California Market Center**.

The year also saw some location changes for existing

of America, discussed sustainability issues for the global apparel and textile industries.

Footwear trade show **Lazr** moved from the **Cooper Design Space** to **The New Mart** in April and then moved again to a loft-like space overlooking the intersection of Ninth and Los Angeles streets for its October show.

Streetwear trade show **Venue** moved from the **Los Angeles Convention Center** to the **Cooper** for its January and July shows. Organizers then announced the show would move to **The Reef** (formerly called the **LA Mart**) in downtown Los Angeles next May.

Swim Collective is also moving to the **St. Regis Monarch Beach Resort** in Dana Point, Calif., in January, when its new **Active Collective** show will officially launch.

The end of the year brought a flurry of announcements about new trade shows planned for next year. **American Events**, producers of the **NW Materials Show** in Portland, Ore., and the **NE Materials Show** in Bos-

ton, will launch the **SoCal Materials Show** in Los Angeles in January. In September, Reed announced plans to launch a new show in February in New York called **Axis** under the direction of **Agenda WMS'** Vanessa Chiu. In November came the announcement of a new sourcing show called **Factory Direct**, which is scheduled to bow in March at The New Mart. And in December the CMC announced plans to launch a new athleisure show called **Shape** in March.

—Alison A. Nieder



WWD MAGIC in Las Vegas in August



The Reichman Associates showroom at Los Angeles Fashion Market in January

shows, including the **Première Vision** New York and **Indigo** New York shows, which saw record attendance when they moved from the **Metropolitan Pavilion** and **Altman Building** to a new, larger location at **Pier 92** in July. The show also featured the launch of the **C.L.A.S.S.** (Creativity, Lifestyle and Sustainable Synergy) summit, where executives from **Gucci**, **Loomstate**, **Rogan**, **Eileen Fisher** and **Coca-Cola**, as well as model and actress **Amber Valletta** and members of the **Council of Fashion Designers**



Accessorize.

Limit your exposure to past due invoices. Bibby Financial Services provides a cash flow boost to help you take advantage of growth opportunities.


FUNDING THAT'S GOT YOU COVERED:

- > 24-hour funding on invoices
- > Credit management and collections
- > Facilities from \$250k up to \$12 mm
- > Local decision-makers and one point of contact working alongside you
- > Export finance and purchase order finance available

www.bibbyusa.com
or 877-88-BIBBY


BIBBY
FINANCIAL SERVICES
Your Apparel Finance Experts

Stronger.
Smarter.
Faster.
Gerber.



The **GERBERplotter™ MP Series** delivers on all fronts. Featuring innovative design enhancements, it's hard-working, intelligent, easy-to-use and equally at home in the trendiest office space and the grittiest production floor. Bottom line? The GERBERplotter MP Series meets your most challenging workflow demands, delivering unprecedented reliability, advanced performance, and maximized return on investment.

To learn more, visit
gerbertechnology.com/mpplotter



In Memoriam More Apparel Production Returns to the United States

Apparel and textile executive
Edward Woods, 80

Apparel executive Mickey Sills,
55

Fashion Institute of Design
& Merchandising's Mary
Burroughs, 71

Surf-industry pioneer and founder
of the Hobie brand, Hobart
"Hobie" Alter, 80

Costume designer, stylist and
fashion designer L'Wren Scott, 49

Susie's Deals' Stephan Hyman,
66

Fashion designer Edith Flagg, 95

Lip Service and Kill City founder
Drew Bernstein, 51

Fashion designer Richard Downs
Bowman, III, 53.

Everyone talks about making their clothes in the United States, but is it all talk and no action?

Apparently not. According to a study by Chicago management consulting firm **A.T. Kearney**, 12 percent more cases of U.S. apparel production took place in 2014 over 2013. This is amidst a trend for more production in other industries to move overseas.

In its "2014 Re-shoring Index," the consulting firm said that off-shoring to other countries outpaced re-shoring in most industries. The index is expected to show a 20 basis points, or 0.20 percent, decline in domestic production during the past year as more companies opt to manufacture in foreign markets instead of domestically.

Key highlights of the study included:

- The top three re-shoring industries, as measured by the number of cases in A.T. Kearney's database, are electrical equipment, appliance and component manufacturing, with 15 percent of the cases; transportation equipment manufacturing, with 15 percent; and apparel manufacturing, which previously had not been expected ever to come back, with 12 percent.

- Improvement in delivery time led the reasons for re-shoring, with quality improvement a close second, followed by brand/image.

- While there has been an overall lift in U.S. manufacturing for five straight years since 2009, imports of off-shored manufactured goods into the U.S. have increased at a faster rate than any return of manufacturing operations here.

- The 14 top off-shoring locations are China, Taiwan, Malaysia, India, Vietnam, Thailand, Indonesia, Singapore, the Philippines, Bangladesh, Pakistan, Hong Kong, Sri Lanka and Cambodia.

"While the so-called re-shoring trend has helped improve the

mood of U.S. manufacturing since the recession, the reality is that the import value of manufactured goods into the U.S. from 14 low-cost Asian countries has grown at an average of 8 percent per year in the last five years," said Pramod Gupta, an A.T. Kearney principal and study co-author. "The '2014 Re-shoring Index' is not only an indicator of U.S. manufacturing capital flows but also how the U.S. stacks up in terms of attractiveness as a source of manufactured products versus countries like China, Bangladesh and Cambodia."

The move to more domestic production of apparel was alive and well in Los Angeles. Recently, **Made-Well-LA** was formed to provide full-package resources for apparel makers while offering low minimums and turning products in three to four weeks. It was launched by Mike Basteguian, whose family owns two apparel factories in the Hollywood/Los Feliz area.

In December, Thelma Siguenza opened her **Parker & Barrow** store at 814 S. Broadway in downtown Los Angeles. She offers custom-made items such as

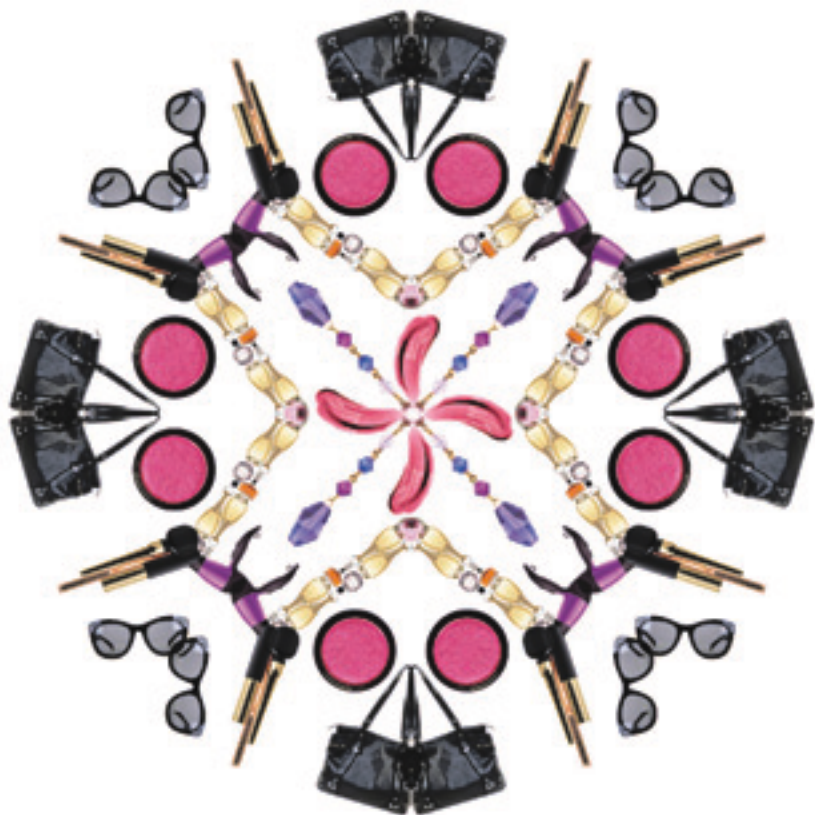
shirts and skirts as well as casual trousers and pants sewn just a few doors down from her store.

Also helping the "Made in Los Angeles" cause was Houman Salem, who started an online directory of apparel- and textile-related businesses in Southern California. The website is www.made-bylosangeles.com and provides a badly needed service for those who want to manufacture clothes in Los Angeles but don't know where to go.

Another website launched this summer tries to connect consumers to American-made clothing and other brands. The **American Brand Project** is based in Encinitas, Calif. The site, at www.americanbrandproject.com, has more than 300 labels and products listed for sale.—Deborah Belgum



The Made-Well-LA company offers full-package production in Los Angeles.



WE ARE THE INDUSTRY SECRET

Have you heard of the ASD show? Did you know that we are the **largest, affordable fashion accessories show** in the country? Do you realize that you can find over 600 vendors just in the accessories and beauty area? ASD MARKETWeek is the most efficient way to buy affordably priced, on-trend merchandise with the highest profit margins. Period.

Register Now at ASDMARKETWeek.com

ASDMARKETWEEK

YOUR AFFORDABLE SHOPPING DESTINATION

9 shows. 1 location.

March 1-4, 2015 // August 2-5, 2015
Las Vegas, Nevada

PROGRESSIVE LABELINC

LABELS • HANG TAGS • LOOKBOOKS • HARDWARE • & MUCH MORE

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040



Getting you back in fashion

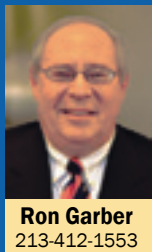
The right lender makes all the difference.

Timely funding and premium Factoring services with the excess capacity to provide credit coverage.

If you've outgrown your current lender, are looking to stage a turnaround, or need greater flexibility, you need a working capital solution from First Capital. A team of dedicated professionals understand your business goals and have the expertise to help you achieve them.

Local Factoring solutions for designers, manufacturers, distributors & more

FIRST CAPITAL
First Capital Western Region, LLC
FirstCapital.com



Ron Garber
213-412-1553



Tom Sullivan
213-412-1545



The concept of factoring is simple:

**You Give Us Your Invoice.
We Give You the Money.
You Pay Your Bills.**

Factoring Made Simple.

No bells, unnecessary, really. No whistles, not needed as well. No tricks. Ditto.

At Goodman Factors, we simply offer smart, dedicated good service from an experienced team of pros. Along with money at competitive rates when you need it—today, for instance.

Goodman Factors

— Since 1972 —

Please call 877-4-GOODMAN
or visit us at goodmanfactors.com. Simple, right?

New Laws *Continued from page 1*

Mandatory Paid Sick Leave (AB 1522)

This law affects both large and small employers. It stipulates that paid sick leave should be provided to any employee who worked in California for 30 days at an accrual rate of one hour for every 30 hours worked.

Employers are allowed to limit an employee's use of paid sick leave to 24 hours or three days in each year of employment and may put a maximum cap on total accrual of 48 hours or six days. The effective date for employers to begin providing the paid sick leave benefit is July 1, 2015.

The law requires that as of Jan. 1, employers must post the new requirements in the workplace and provide written notice to new employees at the time of being hired.

The new law does not require a worker to provide medical certification to be eligible for the paid sick leave. Stiff penalties can be enforced on employers who do not provide the mandatory paid sick leave.

Time Off for Emergency Responders (AB 2536)

California law generally prohibits an employer from discharging or discriminating against an employee for taking time off to perform emergency duties such as a volunteer firefighter, peace officer or emergency rescue personnel.

AB 2536 clarifies that employees who are health-care providers must notify their employer at the time they become designated as "emergency rescue personnel" and when they will be deployed as a result of that designation.

This legislation also expands the definition of emergency rescue personnel to include an officer, employee or member of a disaster medical response entity sponsored or requested by the state, such as the California Medical Assistance Team.

Protection for Unpaid Interns (AB 1443)

There has been lots of news lately about unpaid interns suing companies for doing work that most employees would be paid for.

Now a new state regulation gives unpaid interns the same protections as employees when it comes to discrimination, harassment and retaliation in the workplace.

It also extends religious-belief protections and religious-accommodation requirements to anyone in an apprenticeship training program, an unpaid internship or any other program that provides unpaid experience.

Protection for Undocumented Workers Who Receive Driver's Licenses (AB 1660)

Starting Jan. 1, undocumented residents in California will be able to apply for driver's licenses. New legislation stipulates that employers cannot discriminate against an individual for holding a driver's license that has been issued to an undocumented individual.

AB 1660 also provides that it is a violation for an employer to require a person to present a driver's license, unless possessing a driver's license is required by law or required by the employer and the employer's requirement is otherwise permitted by law.

AB 1660 further requires any driver's license information obtained by an employer to be treated as private and confidential.

More Protection for Undocumented Workers (AB 2751)

This legislation amends a previous regulation that protects undocumented workers

from retaliation. Before, an employer was prohibited from filing a false report or complaint about an undocumented worker with the police. The new law now also prohibits filing false reports with state and federal agencies.

The new law continues to prohibit an employer from discriminating against or retaliating against employees who update their personal information based on a lawful change of name, Social Security number or federal employment-authorization documents.

The law also protects workers who update their records based on lawful changes to immigration-related information regardless of whether the employee previously had submitted false information.

Non-discrimination Against Workers Receiving Public Assistance (AB 1792)

New regulation prohibits discrimination, retaliation or discharging employees receiving public assistance, which is defined as meaning the Medi-Cal program, a state insurance program for low-income families, seniors, the disabled, children in foster care and pregnant women.

AB 1792 also requires state agencies to prepare an annual list of the top 500 employers with the most number of employees enrolled in a public assistance program. The reports will be made public and will be prepared starting in January 2016.

The theory behind the law is that low wages paid by some employers are leaving their workers little choice but to enroll in public assistance programs to make ends meet.

The law expires in 2020 unless it is extended by the state legislature.

Paid Family Leave (SB 770)

There are already rules under the Paid Family Leave Program governing paid time off to take care of a family member, which in the past has included a parent, spouse, a registered partner, child or to bond with a newborn. Now that list under SB 770 has been expanded to include a parent-in-law, grandparent, grandchild or sibling.

The paid time off is not provided by the employer but comes by applying to the California Employment Development Department for state benefits.

Abusive-Conduct Training Mandate (AB 2053)

This new law requires that employers add abusive-conduct training to the already mandated sexual-harassment training of supervisors.

This new rule does not mean that an employee can sue for abusive conduct in the workplace unless, of course, the conduct becomes discrimination or harassment against a protected class. The law merely requires training on prevention of abusive conduct.

Increased Liability for Employers Who Contract for Labor (AB 1897)

Companies that use labor contractors or temporary staffing agencies are now liable for all wage-and-hour and safety issues. Basically, if a labor contractor fails to pay its workers properly or fails to provide workers' compensation coverage for those employees, the "client employer" can now be held legally responsible and liable.

The purpose of the law is to hold companies accountable for wage-and-hour violations when they use staffing agencies or other labor contractors to supply workers.

This could result in claims against a company even when the company had no way

New Laws *Continued from previous page*
of knowing that its labor contractor was in violation of the law.

Rest and Recovery Periods in Hot Weather (SB 1360)

Last year, legislation was passed to amend previous legislation regarding mandated five-minute breaks for rest and recovery during hot weather. This new law clarifies that rest and recovery periods are paid breaks.
The legislation applies only to employers with outdoor places of employment, but the definition makes it unclear whether this law should be extended to truck drivers and warehouse workers unloading goods.

Time Frame for Recovery of Wages: Liquidated Damages (AB 2074)

A new law stipulates that a lawsuit seeking to recover liquidated damages for minimum-wage violations can be filed at any time before the expiration of the statute of limitations that applies to the underlying wage claim, which is three years.
Some recent court cases had held that liquidated damages claims had to be filed within one year.

Child Labor Law Violations: Increased Remedies (AB 2288)

The Child Labor Protection Act of 2014 provides additional penalties for violations of California laws regarding employment of minors, including a penalty of \$25,000 to \$50,000 for “Class A” violations involving minors 12 years old and younger.
In addition, the statute of limitations for claims that arise from violations of employment laws is delayed or suspended until the minor is 18 years of age.

Foreign Labor Contractors (SB 477)

This new legislation requires foreign labor contractors to meet registration, licensing and bonding requirements by July 1, 2016.
Employers are prohibited from using

non-registered foreign labor contractors to supply workers in California. This new legislation also imposes disclosure requirements and other obligations on foreign labor contractors.
There are penalties for noncompliance and joint liability for employers who use non-registered foreign labor contractors and the potential for civil action.
Email for Workplace Safety Reports (AB 326)
New laws make it easier for employers to report work-related injuries. The latest update to the law allows employers to email their reports of a work-related serious injury, illness or death to the Division of Occupational Safety and Health. Previously, it required an immediate report by telephone or telegraph. The reference to telegraph is removed and replaced with email.
Penalties for Failure to Abate Safety Hazards (AB 1634)
Under this updated regulation, certain limits are put on California’s Occupational Safety and Health Appeals board for modifying penalties for Cal-OSHA violations that are designated as serious.
It also says that employers must fix any work hazard that is the subject of a “serious violation” citation even if the citation is being appealed.
Law Barring Forced Waiver of Civil Rights (AB 2617)
This bars people from being forced to waive civil-rights protections as a condition of entering into a contract for the provision of goods or services, including the right to file a civil action with the state attorney general, the Department of Fair Employment and Housing, and any court or government entity.
The law requires those seeking enforcement of a waiver of the protections—including the right to be free from violence and discrimination based on one’s political affiliation or because of one’s sex, race or religion—to prove that the waiver was knowing and voluntary. ●

Coming Soon in
January 2015



January 2
Cover: Retail
Surf Report
Fashion Resource
Waterwear

1/2/15

January 9
Cover: Real Estate
Retail Report
New Lines & Showrooms
Made in America* +
Fashion Advertorial
Finance Advertorial
NY Textile Preview and
Resource Guide*



1/9



January 16
Cover: LA Market Wrap
2014 Financial Review/2015
Financial
Forecast
Surf Expo Wrap
Technology Advertorial

1/16

January 23
Cover: Trade Show
Coverage
New York Textile
Coverage
T-Shirt Report
Retail Technology
Fashion Faces



1/23

TECHNOLOGY RESOURCES

Gerber Technology

24 Industrial Park Road West
Tolland, CT 06084
(800) 826-3243
(860) 871-8082 (outside USA)
www.gerberetechnology.com
Contact: Erin Hollandsworth;
erin.hollandsworth@gerbertechnology.com
(760) 473-4593
Candace Dozer;
candace.dozer@gerbertechnology.com

(949) 307-4870
Products and Services: Gerber Technology™ delivers a complete suite of integrated design product line management software as well as comprehensive manufacturing systems for some of the biggest names in apparel and sewn goods. Over 100 Fortune 500 companies in over 130 countries depend upon Gerber to help them create and develop their products, communicate and collaborate with their global partners, and manage their data

more efficiently throughout the entire process. From the industry-leading AccuMark® pattern-design, grading and markermaking software to textile spreading systems, single- and multi-ply Gerber cutters, and the UniquePLM™ Product Management software. Gerber’s knowledge of the apparel industry and its worldwide service organization allow it to offer some of the world’s biggest brands fully-integrated solutions.

<p>Apparel News Group</p> <p>69 1945-2014 <i>Sixty-nine years of news, fashion and information</i></p> <p>CEO/PUBLISHER TERRY MARTINEZ</p> <p>EXECUTIVE EDITOR ALISON A. NIEDER</p> <p>SENIOR EDITOR DEBORAH BELGUM</p> <p>RETAIL EDITOR ANDREW ASCH</p> <p>EDITORIAL MANAGER JOHN IRWIN</p> <p>CONTRIBUTORS ALYSON BENDER BEN COPE VOLKER CORELL RHEA CORTADO JOHN ECKMIER CAITLIN KELLY TIM REGAS FELIX SALZMAN N. JAYNE SEWARD MIGUEL STARCEVICH SARAH WOLFSON</p>	<p>WEB PRODUCTION ALISABETH MCQUEEN</p> <p>CREATIVE MARKETING DIRECTOR LOUISE DAMBERG</p> <p>DIRECTOR OF SALES AND MARKETING TERRY MARTINEZ</p> <p>SENIOR ACCOUNT EXECUTIVE AMY VALENCIA</p> <p>ACCOUNT EXECUTIVE LYNNE KASCH</p> <p>SALES & MARKETING ASSOCIATE TIFFANY SOLIS</p> <p>SALES & MARKETING COORDINATOR TRACEY BOATENG</p> <p>SALES ASSISTANT/RECEPTIONIST NOEL ESCOBAR</p> <p>ADMINISTRATIVE ASSISTANT RACHEL MARTINEZ</p> <p>SALES ASSISTANT PENNY ROTHKE-SIMENSKY</p> <p>CLASSIFIED ACCOUNT EXECUTIVES ZENNY R. KATIGBAK JEFFERY YOUNGER</p> <p>CLASSIFIED ACCOUNTING MARILOU DELA CRUZ</p> <p>SERVICE DIRECTORY ACCOUNT EXECUTIVE JUNE ESPINO</p>	<p>PRODUCTION MANAGER KENDALL IN</p> <p>ART DIRECTOR DOT WILTZER</p> <p>PRODUCTION ARTIST JOHN FREEMAN FISH</p> <p>PHOTO EDITOR JOHN URQUIZA</p> <p>CREDIT MANAGER RITA O'CONNOR</p> <p>BUSINESS DEVELOPMENT MOLLY RHODES</p> <p>PUBLISHED BY TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: California Apparel News Waterwear Decorated</p> <p>EXECUTIVE OFFICE California Market Center 110 E. Ninth St., Suite A777 Los Angeles, CA 90079-1777 (213) 627-3737 Fax (213) 623-5707 Classified Advertising Fax (213) 623-1515 www.apparelnews.net webmaster@apparelnews.net PRINTED IN THE U.S.A.</p> <p>BPA Registered</p>
---	---	---

CALIFORNIA
ApparelNews

CALL NOW FOR SPECIAL RATES
TERRY MARTINEZ
(213) 627-3737 x213

CONTRACTOR

Cutting/Sewing
Under one roof • Orange County Contractor
Specialists—Sportswear • Tennis wear • Board Shorts
Lycra experts • Special Design Cutting

BELLAS FASHION
1581 E. St. Gertrude Pl.
Santa Ana, Ca 92705
bellasfashioncs@yahoo.com

(714) 709-3035
Fax: (714) 556-5585
bellasfashion.com

GARMENT RACKS

Moving, Expanding or Consolidating
Consulting • Design • Engineering • Installation

- Garment storage racks
- Speed rail systems with packing stations
- Packing tables and work tables
- Pallet racking and shelving
- Rolling racks for garments
- Chain link fencing and gates
- Merzaines
- Conveyors live and gravity roller

J.C. Rack Systems
5232 Alcoa Ave., Vernon, CA
1-323-588-0137 fax 1-323-588-5067
www.jcracksystems.com

MODEL SERVICES

Rage MODELS
"Real Models for Real Clothes for Real People!"
FIT MODELS
MODELS OF ALL AGES & ALL SIZES

FIT, SHOWROOM, TRADE SHOWS, PRINT, COMMERCIAL, RUNWAY

818-225-0526
teamrage@ragemodels.com
www.ragemodels.com

FIT MODELS

FIT MODELS – ALL SIZES
Fit • Print • Runway • Showroom • Trade Shows

MAVRICK Models
323.931.5555
"Contact Ms. Penny to set up a Fitting or Casting."
Penny.Middlemiss@mavrickartists.com
Tiffany.Stubbs@mavrickartists.com

MODEL SERVICES

PEAK MODELS & TALENT

FIT MODELS ALL SIZES!
FIT, PRINT, E-COMMERCE & SHOWS!
WOMEN, MEN, KIDS, PLUS & PETITE SIZES TOO!

INFO@PEAKMODELS.COM
818-889-8800
WWW.PEAKMODELS.COM

PATTERN SERVICES

SWIMWEAR & LINGERIE SPECIALIST

SAMPLE DEVELOPMENT

- TECHNICAL DESIGN
- PATTERN MAKING
- SAMPLE MAKING
- GRADING
- MARKERS
- TECH PACKS
- DUPLICATES
- SMALL RUN PRODUCTION

HIGH END LUXURY SAMPLE DEVELOPMENT FOR
SWIMWEAR • LINGERIE • ACTIVEWEAR • YOGAWEAR
CALL FOR APPOINTMENT: 213-233-0253

To advertise in the Directory of Professional
Services & Business Resources
call June Espino 213-627-3737 x250
or E-mail: june@apparelnews.net

CLASSIFIEDS

www.classifieds.apparelnews.net

P 213-627-3737 Ext. 278, 280 F 213-623-1515

www.apparelnews.net

Jobs Available

Full Time Assistant Designer
Women's contemporary cut and sew knits collection
Stateside is looking for a full time assistant designer.
Qualifications include:

- Strong Adobe Illustrator skills
- An understanding of sample development process
- Extremely organized
- Deadline driven
- Portfolio of design work

Please email resumes to: maxine@statesideproject.com



Account Executive

We are looking for a Savvy Sales Rep to join the team at our corporate office. Responsible for selling to boutiques, specialty boutiques and online retailers. Must have a minimum of 3 years' experience with established sales contacts. Trade show travel. Please send resume to: sales@urbanexpressions.net

EDI & LOGISTICS COORDINATOR

We are looking for an experienced EDI & Logistics Coordinator to join our team. Receiving & processing EDI orders. Creating UPC's. Preparing shipping docs, arranging pick up. Must have knowledge of GXS Inovia Catalog. GXS Di Central. 3-5 years' experience. Please send resume to careers@moda-luxe.com.

Jobs Available

LF SPORTSWEAR
1st PRODUCTION PATTERNMAKER
LA contemporary company seeking 1st - Production Patternmaker. Min 2 years exp. Must be proficient at Gerber system. Must specialize in garment dye knits and denim garments. Assist in creation and execution of product. Expert at fit, construction, draping, textiles, shrinkage. Ability to work in fact paced environment. Email resume to: susan@lfstores.com



Sales and Production Assistant

We are looking for a Sales & Production Assistant. Contributing to the production process. Build relationships with vendors and internal customers. 1-3 years' experience in apparel/accessory production and sourcing. Please send resume to: sales@urbanexpressions.net.

STANDARD FABRIC OFFERING IMMEDIATE EMPLOYMENT:

2 CAD ARTISTS
1 COLORIST
Email resumes to: abraham@paramounttextile.com

Jobs Wanted

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

Buy, Sell and Trade

WE BUY FABRIC!
Excess rolls, lots, sample yardage, small to large qty's.
ALL FABRICS!
fabricmerchants.com Steve 818-219-3002

WE NEED FABRIC
Silks Wools Denims Knits Prints Solids...
Apparel & Home decorative.
No lot to small or large...
Also, buy sample room inventories...
Stone Harbor 323-277-2777
Marvin or Michael

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



NEWSPAPER 2ND CLASS

CALIFORNIA

ApparelNews

THE VOICE OF THE INDUSTRY FOR 69 YEARS

\$2.99 VOLUME 70, NUMBER 46 OCTOBER 24-30, 2014

LOS ANGELES FASHION WEEK

IT'S A WRAP

JOHN ECKHART

Pedram Couture

Los Angeles Fashion Week wrapped up its run at The Reef in downtown Los Angeles, where Style Fashion Week hosted its slate of shows. For highlights from the events, see page 8.

IMPORT/EXPORT

Apparel Importers Hope to See Solutions to Local Port Congestion Problems

By Deborah Belgum Senior Editor

For nearly two weeks now, Ram Kundani has been waiting to receive seven cargo containers filled with tops, sweaters and dresses shipped from Bangladesh, China and Indonesia to the ports of Los Angeles and Long Beach.

But some 10 days after their arrival, the containers on Oct. 21 were still stacked on container vessels at gridlocked docks made it difficult to unload the big metal boxes.

"The problem is, once they are off the boats, God knows when we will get them," he said, noting that after the goods are unloaded, they are difficult to extract from the docks because there are so many cargo containers stacked up, one behind the other.

Kundani said his retail clients, who are department stores and discount stores across the country, have been sympathetic because just about every apparel importer bringing goods through the West Coast ports is experiencing the same problem.

Port page 3

INSIDE

Where fashion gets down to business™

6

8

Made in California: Groceries ... p. 6

Industry Voices: Made in California meets tech ... p. 7

Fashion Market Northern California ... p. 8

Made in California Resources ... p. 9

www.apparelnews.net

American Rag to Open in Shanghai

By Andrew Koch Retail Editor

American Rag Cie is taking its show to the world.

The pioneering Los Angeles retailer announced that the company recently signed off on a licensing deal that will bring American Rag to Shanghai, possibly in the first half of 2015. A fleet of more than 30 stores will be opened in the next two years in China, said Larry Russ, a partner in the deal.

The announcement of a Shanghai store follows the recent debuts of a handful of other overseas projects for Mark Werts, American Rag's founder, and his business partners. During a recent event at the American Rag store in Los Angeles, Werts said that he was interested in expanding in emerging markets that are picking up great strength.

This summer, an American Rag store opened in Thailand. In the past year, Werts, Russ, Rudolphe Faulcon, Levi Strauss & Co. and a Turkish licensee introduced two Industrie Denim stores, a separate concept from American Rag, in Istanbul. There are two Industrie Denim stores

American Rag page 2

*Have a happy
and prosperous
new year—
which never goes
out of style.*

cmc

california | market center

2015 DATES

LAFM

LOS ANGELES FASHION MARKET

JAN 11 - 14 Summer 15

MAR 15 - 18 Fall 15

JUN 07 - 10 Fall II / Holiday 15

AUG 02 - 05 Holiday / Resort 15

OCT 11 - 14 Spring 16

Markets start Sunday at the CMC.

la.textile

los angeles int'l textile show

MAR 02 - 04 Spring / Summer 16

SELECT

BETTER CONTEMPORARY BRANDS

JAN 12 - 14 Summer 15

MAR 16 - 18 Fall 15

JUN 08 - 10 Fall II / Holiday 15

AUG 03 - 05 Holiday / Resort 15

OCT 12 - 14 Spring 16

LOS ANGELES MAJORS MARKET

APR 07 - 09 Fall 15

OCT 05 - 07 Spring 16

transit

THE LA SHOE SHOW

JAN 12 - 14 Summer 15

MAR 16 - 18 Fall 15

JUN 08 - 10 Fall II / Holiday 15

AUG 03 - 05 Holiday / Resort 15

OCT 12 - 14 Spring 16

LOS ANGELES GIFT & HOME market

JAN 21 - 26 Winter Market 15

MAR 29 - 31 Spring Market 15

JUL 15 - 20 Summer Market 15

SEP 27 - 29 Fall Market 15

INTRODUCING

MAR 16 - 18 FALL 15
JUN 08 - 10 FALL II / HOLIDAY 15

SHAPE

AUG 03 - 05 HOLIDAY / RESORT 15
OCT 12 - 14 SPRING 16

LAUNCHING IN MARCH, LA'S PREMIER RESOURCE FOR CONTEMPORARY ATHLEISURE FASHION & LIFESTYLE BRANDS.

california | market center | LA's hub of the style industries. 110 E. 9th st. Los Angeles 213.630.3600 // Leasing 213.630.3668

californiamarketcenter.com