

CALIFORNIA ApparelNews

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AGENDA LIGHTS: Attendees register under a sign's bright lights for the Agenda trade show. It ran Jan. 5-6 in Long Beach and was the first show of the trade-show season.

ANDREW ASCH

Wet Seal Shuttters 338 Stores, Fires More Than 3,000

By Andrew Asch Retail Editor

Beleaguered retailer **The Wet Seal Inc.** announced on Jan. 7 that it will close two-thirds of its fleet of more than 500 stores after being unable to negotiate favorable terms with its landlords. It also cut the jobs of thousands of its workers.

Ed Thomas, chief executive officer of Wet Seal, stated the juniors retailer would close 338 retail stores effective immediately. The Foothill Ranch, Calif.-headquartered Wet Seal will continue to do business with its remaining 173 physical stores and e-commerce store (www.wetseal.com).

Thomas also announced that 3,695 of its full- and part-time employees will lose their jobs.

"This was a very difficult decision to make, but after reviewing many other options since I returned to the company in September, our financial condition leaves us no other alternative than to close these stores. This is an extremely difficult time for the entire Wet Seal team, and we are doing everything we can to protect the interests of all of our stakeholders, including our employees. We acknowledge and sympathize with how hard these recent events have been on our employees, both those staying with the company and especially those who are leaving the com-

pany this week," Thomas said in a statement.

Former employees posted on the windows of shuttered Wet Seal locations placards protesting the mass job loss, according to media reports. Social-media sites such as **Twitter** and **Reddit** had expressions of outrage. A Twitter user named Debbie Dong wrote "@wetseal Shame on you for your treatment of your employees. You owe them respect and honesty, failed." She signed off with the hashtags #forgetwetseal and #boycottwetseal.

The past few years have been turbulent for Wet Seal, with proxy battles, declining sales and three different CEOs helming the company in the past few years. In a Dec. 10 statement, the company revealed that its future might be in flux and that bankruptcy was a possible scenario.

On Dec. 29, Wet Seal hoped to stave off bankruptcy when it entered into a forbearance agreement with the **Hudson Bay Master Fund Ltd.** when Hudson Bay demanded to collect \$27 million, on which Wet Seal was in danger of defaulting.

The lightning-quick store closings will be expensive for the retailer. Wet Seal expects to incur estimated pre-tax charges ranging from \$5.4 million to \$6.4 million connected with inventory write-off, asset impairments and employee terminations. ●

MADE IN AMERICA

Garbe Luxe: Fusing Sport and Street to Encompass an Active Lifestyle Brand

By Alyson Bender Contributing Writer

Garbe Luxe is a contemporary activewear lifestyle brand headquartered, sourced and manufactured adjacent to downtown Los Angeles.

While in a yoga class in Los Angeles in 2010, Natalia MacLeod noticed all the women in her class were wearing generic-looking, all-black outfits. Furthermore, she noticed many people in LA were wearing activewear outside the studio—to drop off and pick up their kids, run errands, or shop the farmers markets on the weekends. MacLeod decided to launch her own collection of chic transitional activewear. She

began research and development in 2010 and then launched Garbe Luxe nationwide in 2013.

"Right when we officially launched the company, we were at the forefront of the activewear-lifestyle movement," MacLeod said. "The company developed early on, before most department and luxury retailers offered active sections. There was not really any crossover in contemporary retail yet."

MacLeod remained true to her original vision of what she wanted Garbe Luxe to be—by assessing what was missing in her own wardrobe and how she wanted the collection to be made.

➔ Made in America page 3

Will Port Congestion Fees Be Imposed?

By Deborah Belgum Senior Editor

Cargo in January normally speeds through the **Port of Long Beach** and the **Port of Los Angeles** like water gushing through a pipeline.

But the worst Los Angeles/Long Beach port congestion problem in a decade still has cargo stacked up high on the docks. Goods continue to take two to three weeks to get out of the ports and onto trucks and rail cars.

With so much cargo backed up, some shipping lines again are thinking about imposing a costly port congestion fee on every cargo container offloaded at the docks.

So far, **Hapag-Lloyd** and **Matson Inc.** have filed docu-

➔ Ports page 3

TRADE SHOW REPORT

With Agenda, Busy Beginning to 2015 Trade-Show Season

By Andrew Asch Retail Editor

A cold winter helped produce a hot show at **Agenda**, the first trade show of the 2015 trade-show season, which ran Jan. 5-6 at the **Long Beach Convention Center** in Long Beach, Calif.

A cold snap in December pushed a higher demand for apparel, retailers said. A few days after the New Year, Agenda booths were packed with buyers, according to vendors. The show is best known for streetwear, action sports and lifestyle

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DESIGN
SPACE

December Seen as Modest

December retail sales results were described by analysts as good but modest.

While total results for the holiday 2014 retail season had not been formally announced—the **National Retail Federation** is scheduled to release sales figures for the entire 2014 holiday season on Jan. 14—December sales results seem to confirm a holiday business that was forecast to be solid but not break records.

“Santa delivered this Holiday season with most retailers reporting December comps/Holiday sales/4Q14 earnings beating modest expectations,” Ken Perkins, president of

Pacific Sunwear of California Inc. reported on Jan. 8 that its December same-store sales increased 9 percent. The mall-based specialty chain typically reports its sales results quarterly. The Anaheim, Calif.—headquartered chain took the opportunity to update its financial outlook for the fourth quarter of its 2014 fiscal year. It forecasts that its same-store sales will increase 6 percent and that its non-GAAP loss from continuing operations per diluted share will be in the range of \$(0.12) to \$(.11) compared with previous guidance of loss of \$(0.17) to \$(0.12).

Retailers, Wall Street analysts and mall managers seemed to see December as a month when mall parking lots were full and business was defined by promotions.

Shoshana Puccia, senior marketing manager of the **Santa Monica Place** retail center in Santa Monica, Calif., said retail traffic grew solidly throughout the holidays. Christina Riojas, marketing manager of the **Glendale Galleria** retail center in Glendale, Calif., estimated that traffic increased compared with holiday 2013.

Retailers such as **Macy's** were offering generous promotions such as 25 percent to 65 percent off selected items in the week before Christmas. The holiday retail season started with generous promotions and ended with retailers offering discounts to attract consumers, said Jeff Van Sinderen, a retail analyst with financial-services firm **B. Riley & Co.** “I think that [2014's holiday] will go down in history as a highly promotional season for the apparel business,” he said.

—Andrew Asch

December Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
The Buckle	\$190.60	+5.4%	+2.5%
Gap	\$2,100.00	+2.0%	+1.0%
L Brands Inc.	\$2,207.00	+5.0%	+4.0%
Stein Mart	\$189.50	+7.9%	+5.8%
Zumiez	\$143.40	+14.4%	+8.0%

Information from company reports

the Boston-area **Retail Metrics**, wrote in a Jan. 8 research note.

Gap Inc., the largest specialty-store chain in the world, reported a same-store-sales increase of 1 percent in December. (It also reported results for holiday 2014. Gap Inc.'s same-store sales increased 3 percent for November and December.)

Zumiez Inc., a burgeoning mall-specialty store for action-sports apparel, posted same-store sales of 8 percent for December. **Stein Mart Inc.**, a Florida-headquartered off-pricer, reported same-store sales of 5.8 percent in September.

Agenda *Continued from page 1*

brands for men, but Agenda is continuing to develop its women's offerings at the show's **Agenda WMNS** section as well as shoes in its Footwear section.

The boost in December business fueled optimism, said Ron Abdel, co-owner of **Jack's Surfboards**, a prominent specialty retailer headquartered in Huntington Beach, Calif.

“It was very cold, and we sold a lot of jackets, sweatshirts and cold stuff,” Abdel said



AGENDA SCENES: From left, Pierre André Senizergues of Etnies and a display from the Hurley brand



of business in the last month of 2014. “I hope 2015 will be up.”

Despite a steady beat of lackluster economic forecasts and headlines during the past few months, many retailers and analysts noted that 2014 ended on a positive note and that business seemed good for the streetwear and action-sports retailers served by Agenda.

An index of core surf and skate shops showed steady growth. Sales from January to November of 2014 increased 1.2 percent compared with the same time the previous year, according to an index maintained by **Action-Watch**, a market-research company that focuses on independent action-sports retailers.

There was real estate growth for retailers in the action-sports category, too. Specialty chain **Active**, headquartered in Rancho Cucamonga, Calif., announced during the summer that it plans to open 30 more stores in the next five years. In the last week of November, Jack's opened a new location in Santa Monica, Calif. Many of these stores dropped by Agenda, which claimed to host 750 brands in the entire space of the Convention Center, which takes up more than 250,000 square feet of space.

Shopping the show were mall-based specialty stores such as **Pacific Sunwear of California**, **Tilly's Inc.**, **Zumiez Inc.** and **Urban Outfitters Inc.** Buyers from **Macy's Inc.** reportedly browsed the show. High-profile independent surf shops such as **Sun Diego**, Jack's and **Surfside Sports** sent buyers to the show. New independent boutiques such as **In Heroes We Trust**, based in Los Angeles' Venice enclave, and **Hi Pop Fashion** of West Covina, Calif., as well as e-commerce stores such as **Surfshop.com**, based in Orange County, Calif., dropped by the show. High-profile East Coast retailers such as the **17th Street Surf Shop** in Virginia Beach, Va., and influential Hawaiian retailers such as **Town & Country**, **Local Motion** and **Hawaiian Island Creations** were also spotted at the show.

International buyers from Asia and Latin America also looked for new styles at Agenda. Their presence was especially important, said Joel Cooper, chief executive officer of **Lost Enterprises**, an Orange County brand. “This is the one time in the year when they see you,” Cooper said of overseas retailers. “This is the show where they do business.”

Agenda's attendees saw the Fall 2015 looks of top streetwear and action-sports brands

such as **The Hundreds**, **Obey** and **Hurley**. At Agenda, the prominent **Volcom** brand showed retailers its relaunch of its denim program as well as artist collaborations such as **Lady-grouplove for Volcom**, a capsule collection designed with musician Hannah Cooper.

RVCA, a leading brand, also showed the relaunch of its denim program as well as a loungewear line for women called **The Sunday Collection**, along with the relaunch of its **Recession** line, which features premium

clothes at low prices. Vans expanded its Vans Wicked Dry technical fabric from its boardshorts line to some of its bottoms silhouettes.

Smaller brands announced new lines and launches at Agenda. **Kennington** established a reputation of being a men's shirting line and unveiled a new line of chino and corduroy bottoms. **Vissla** introduced fleece walk shorts made in a boardshort silhouette. New Zealand-headquartered brand **I Love Ugly** made its U.S. trade-show debut at Agenda.

Checking the schedule

Business at the trade show also brought complaints. Many vendors complained about having to fly cross country to attend the Jan. 8–10 run of the **Surf Expo** trade show in Orlando, Fla., immediately after Agenda.

Many complained that Agenda is scheduled too early. Lost Enterprise's Cooper said most vendors had to scramble to show their Fall collections at Agenda. “For 90 percent of small brands, this is too early to have Fall. Let me guarantee you that no one is writing Fall orders,” Cooper said.

Dale H. Rhodes, executive vice president of sales at **KatinUSA**, said Agenda's schedule was a big help. It forces brands to start early. “It gives retailers and KatinUSA at least four to six months manufacturing time for on-time deliveries and Fall/Holiday delivery schedules,” he said.

Trend watch

At Agenda, men's fashion trends that seemed to be popular were slim-fit fleece pants for men and T-shirts with longer hems. Todd Roberts, co-owner of

the prominent **ZJ Boarding House** core surf shop in Santa Monica, Calif., said that there wasn't much change in men's styles. “Men's fashion remains sort of stagnant. A few changes to the uniform may see some pants getting a bit more comfortable and not so tight,” he said.

Hi Pop, a boutique that started business in March, was particularly interested in labels such as **Huf**, **Diamond Supply Co.**, **Stüssy** and **Converse**, said store manager Jacob Urbina.

Trends surging for women's looks at Agenda included florals, crochet laces in tops and dresses, graphic sublimation prints on activewear and yoga clothes, and urban motorcycle, said Tina Rani, a manufacturing consultant and designer and owner of the **Venice Rani** brand, which exhibited at Agenda. ●



AGENDA RANI: Tina Rani of the Venice Rani brand at Agenda

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Caruso to Receive NRF Foundation's Disruptor Award

2015 is starting out as the year when Rick J. Caruso, developer of **The Grove** and **The Americana at Brand**, is honored as a disruptor.

The NRF Foundation, the nonprofit division of the **National Retail Federation**, the largest trade group for U.S. retail, is featuring Caruso in "The List of People Shaping Retail's Future," which was announced on Jan. 5. It is producing a Jan. 11 gala in New York for the people honored on this list.

Caruso was listed under the "Disruptors," a category described by an NRF Foundation statement as "true originals who rock the boat with ideas so crazy they just might work. These are the people who make you rethink what you thought you knew about retail, opening you up to new possibilities for your customers, your business and your world."

While Caruso has been a star in mall-development circles for years, he made headlines during a keynote address at NRF's Big Show in January 2014 when he proclaimed that the traditional mall was dead.

During his keynote address, he said, "I've come to the conclusion that within

10 to 15 years the typical U.S. mall, unless completely reinvented, will be seen as a historical anachronism that no longer meets the needs of the public, retailers or communities. I believe the rebirth of retail will come as developers, retailers and cities understand the retail paradigm of the future is based on something timeless and enduring."

Since then, Caruso has started unique retail projects that have sought not to use traditional mall layouts, such as **Palisades Village**, a 2.8-acre development in Los Angeles' Pacific Palisades enclave that will redevelop the neighborhood's main retail drag. The project is scheduled to take a bow in 2017.

Other disruptors in the NRF Foundation awards include Adam Brotman, chief digital officer for **Starbucks**, and Darrell Cavens, chief executive officer for **Zulily**.

Other categories for the NRF Foundation's awards are Dreamers, Givers, Power Players and Influencers. U.S. Sen. Dick Durbin was listed as one of the Influencers. Jim Gold, president of **Neiman Marcus**, was listed as one of the power players, and Isabella Rose Taylor, a teen fashion designer, was listed in the award's Dreamers categories. —A.A.

Ports *Continued from page 1*

ments with the Federal Maritime Commission to start imposing a \$1,000 per 40-foot container fee starting Jan. 15 for all cargo traveling from Asia and landing at the 29 West Coast ports where longshore laborers are working without a contract, according to Gary Kardian, the FMC's director, Office of Service Contracts & Textiles. The last contract expired on July 1.

It is still uncertain if the fee will go forward. Originally, shipping lines said they would start charging a congestion fee on Nov. 17. But the FMC got the companies to postpone additional charges until the end of 2014.

Many importers thought the port congestion problem would be a recent memory by now. But that hasn't happened.

There continues to be a lack of chassis used to transport cargo containers in and out of the ports. And with no new contract, longshore worker slowdowns are aggravating the situation.

On Jan. 5, the U.S. Federal Mediation and Conciliation Service said it planned to send in Scot Beckenbaugh, a skilled mediator and the service's deputy director, to get the longshore workers and their employer, the **Pacific Maritime Association**, to agree to a new six-year contract. The association, which represents terminal operators and shipping lines, has been negotiating with the labor union since mid-May.

While strides have been made to resolve one of the stickiest points of the contract—healthcare—other issues have not been as easy to resolve. One difficult subject is what role the ILWU will have in repairing and maintaining the chassis fleet that once was owned by the shipping lines.

Last year, almost all the shipping lines sold their chassis inventory to three leasing companies that are not obligated to use longshore workers to keep the chassis running. One shipping line—**SSA Marine**—still owns and operates its own chassis.

The leasing companies have had a hard time evenly stocking each port terminal with chassis—with too many at one and not enough at another. That may change in February when the three leasing companies—**Direct Chassis-Link**, **TRAC Intermodal** and **Flexi-Van**—as well as SSA Marine create a gray chassis pool that is interoperable, making it easier to pick up and drop off chassis at any terminal.

"It is still real bad," said Robert Curry Sr.,

president of **California Cartage Co.**, a large trucking and warehouse concern in Long Beach, Calif., that contracts with about 200 truckers to pick up cargo containers.

Curry calculates that his company is behind by 1,200 loads, and there is no way to ease the congestion because there are not enough truck drivers to get the job done. "We just had a meeting with the **Evergreen** steamship people. They are looking for more truck power to move some of their cargo to the railroads going east, and we have no more truck power."

To clear back-logged cargo faster from the docks, the Pacific Maritime Association announced on Jan. 2 it would reduce the number of workers ordered to unload ships on the night shift, which generally runs from 6 p.m. to 3 a.m., so containers don't continue to stack up, making it harder to locate unloaded containers and get them out of the gridlocked system.

"It makes no sense to maintain the pace of removing containers from ships when there's no room for them on the terminals," said PMA spokesman Wade Gates. "If a parking lot were full, you would clear out empty spaces before bringing in more cars. The same rule applies here."

The PMA has also been complaining that since the end of October the ILWU has been withholding skilled yard crane drivers from their shifts.

"The PMA is squarely blaming the longshore union for sending over trainees instead of top-of-the-line people to unload the ships. They can't work as fast as the really good crane operators," said Debra Taylor, a customs broker at **Alba Wheels Up**.

She said some of her customers are now just getting cargo that arrived dockside on Dec. 17.

ILWU spokesperson Craig Merrilees said the PMA's action to reduce the number of night gangs that would otherwise be filled by trained equipment operators is counterproductive and will only exacerbate the backlog of ships waiting for berths. As of Jan. 7, there were seven cargo-container ships anchored off the Los Angeles/Long Beach breakwater waiting for space to dock. Normally, there are none.

"The shortage of yard crane operators is a consequence of the PMA's refusal before the commencement of negotiations to adequately train. The PMA regularly rejected the union's overtures for such training and also refused to register new workers," Gates wrote in an email. ●

Made in America *Continued from page 1*

All of MacLeod's designs are fashion-inspired with attention to small details and "support where needed."

"We use technical yet luxurious-feeling fabrics that are breathable, moisture-wicking, don't pill after a couple wears and will not shrink after one wash," she said. Above all else though, she added, "comfort is key. If a woman is not comfortable, she is not going to buy or wear an item."

The company sources eco-friendly fabrics from mills within the vicinity of downtown LA, such as mid-weight organic cottons and fabrics that are made from recycled plastic bottles. It also strives to use environmentally



Natalia MacLeod

friendly dye processes and have always kept production local, ensuring optimal quality control. "It was an extremely conscious decision of how and who would be making our collection," MacLeod said.

While Garbe Luxe produces a new collection each season with a continued expansion of its lifestyle offerings, some of its original designs, including its "Moto" leggings and "Chloe" cardigan, are top sellers to this day.

Garbe Luxe is currently carried at retailers **Satine**, **Curve**, **Shophop**, **The Four Seasons** in Beverly Hills and **Equinox**, plus other boutiques, spas and upscale gyms throughout the country. It also has an e-commerce channel on its website.

Categories offered include tees, bra tops, leggings, pullovers and cardigans. Wholesale prices range from \$29 for tees to \$88 for outerwear.

For more information, visit garbeluxe.com. ●



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NEW SHOWROOMS

ENAUURA BRIDAL
A340
Bridal Blossom *Veils & Accessories*
Enaura Bridal

MINI MOD MODE
A601
Mini Mod Mode *Children's*

ALEXANDER 1922
A708
Alexander 1922

FRNCH
B571
Frnch *Contemporary dresses, outerwear, tops*

NEW LINES

ACCESSORIES

ROBERT ARUJ
A1085
Hedgren *Small leather goods*

LEA GOLDMAN
A1087
Lva Scarves *Fashion scarves*

UTE WEGMANN/JIM ROWLEY
A1089
Gypsy Soule *Fashion jewelry, footwear*

ROXSTAR
A1092
Bobo Designs *Fashion jewelry*
California Style *Fashion jewelry*
Maiden-Art From Italy *Fashion jewelry*

INTIMATE APPAREL

WELLS INTIMATES & APPAREL
B301
Black Spade
I Collection
Triumph Foundations

MODERN/UPDATED

CREATIVE CONCEPTS
SHOWROOM
A272
Cristina Gavidì *Dresses, tops, bottoms*

MICHAEL BUSH LA APPAREL
A284
Maude *Tops, sportswear*
Natalia Sabe *Tops, dresses Made In USA*

FRED POSTAL
A301
Midori *Tops, sportswear*

J V ASSOCIATES
A314
Vine Street *Bottoms, dresses, tops*

SHEILA LOTT SALES
A325
Jessamine *Tops*
Maati *Accessories*

AIMEE Z. ET.CIE
A326
Jane Yoo *Updated*

JON KATZ & ASSOCIATES
A335

Alice Barnabe *Updated*
Dressori Plus *Updated*
Z Concept *Updated*

DORIS JOHNSON
A380
Le Paris Petit *Bottoms, tops, dresses*

KAREN GEORGE & COMPANY
A394

A. Maglia *Tops, bottoms, plus size*
Lindi *Tops, dresses, outerwear*
WAPI *Tops, plus size*

KRISTINE CLEARY LIFESTYLES
A398
Jade *Tops*

CONTEMPORARY

JACHS NEW YORK
B403
Jachs Girlfriend New York *Tops, bottoms*

L ON 5
B503
209 West *Contemporary dresses, tops*
Moon & Sky *Contemporary dresses, tops*

LE FRENCHLAB
B523
Eon Paris *Tops, dresses*
Les Petits Carreaux *Children's*
Romy And Ray *European outerwear*
Sphere'll We Are *Tops*
Tammy And Benjamin *Children's*

KARMA SHOWROOM
B573
Belcho USA *Jewelry*
Wear Mens *Tops*

CHILDREN'S

ROCHELLE SASSON PERLMAN
A604
Tractor Jeans *Girls', preteen*
LOLA JO SALES
A607
Baby Laundry *Children's accessories*
Baby Nay *Infants' and toddlers'*
ELOISA & MIA
A611
Bling Temp Tattoos *Girls' 4/16, made in USA*
The Daisy Baby Girls', infants' and toddlers'
Haute *Children's*
Heidi Ngo *Children's*
L'oved Baby *Children's—infants' and toddlers' accessories*
Mini Shatsu *Children's*
Trumpette *Children's—infants' and toddlers' accessories*

ALLISON SHOWROOM
A649
Little Flock Of Horrors *Children's*
WEST COAST MATERNITY
A651
Pancho Baby *Maternity*
TERESA'S ROOM
A653
Fly Kids *Infants' and toddlers'*
Kalencom *Infants' and toddlers'*
Who.di.hoo *Children's accessories and gifts*

BODEGA INTERNATIONAL LLC
A657
Moi *Girls'/boys'—infants' and toddlers'*
REBECCA EBERSHOFF
A656
Jeff Clay Collection *Girls'/boys'—infants' and toddlers'*
Le Club Swim *Children's swimwear*
Ragdolls & Rockets *Girls', infants' and toddlers'*
Snap Me Swimwear *Girls' swimwear*

ELEPHANTS & AMPERSANDS
A660
Livie & Luca *Children's*
TIFFANY STRICKLETT
SHOWROOM
A670
Izzy + Ferd *Children's accessories and gifts*
IN PLAY SHOWROOM
A672
Tiny Whales *Children's—infants' and toddlers' accessories*
SPOON SHOWROOM
A677
Kishu Baby *Infants' and toddlers'*

RANDEE'S SHOWROOM LLC
A679
Five Loves Two Fish *Children's*
KanDi Jewelry *Children's*
Melton Hosieri *Children's*
Wiggy Studio *Children's*
Zooties *Children's*
SYLVIA GILL
A680
Amber Hagen *Children's*
Rainbow Jo *Children's*
DON WELBORN AND ASSOCIATES
A684
Baby Ziggles *Girls', infants' and toddlers'*
Ferrari – Italy *Boys', infants' and toddlers'*
Penguin *Infants' and toddlers'*
Reebok *Girls'/boys'—infants' and*

toddlers'
Roxy *Girls'/boys'—infants' and toddlers'*
SHAYNA MASINO
A689
David + Goliath *Children's*
Harajuku Girls *Children's*
SMALLSHOP SHOWROOM
A692
...Lost *Children's*
Rockin Baby *Girls'/boys'—infants' and toddlers'*

GIFT & HOME

HARPTOR BARRETT
C999
Bolier Emerson Bentley
ZIZI SHOWROOM
C1251
Mica Lamps

MEN'S

PROPER BRANDS SHOWROOM
B479
Bass
Black Kaviar
Cloud Nine
DFYNT
Gods & Generals
Post Game
PSSPRT
Quintin Co.
Two Angle

COOPER DESIGN SPACE

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NEW SHOWROOMS

RESEARCH AND DEVELOPMENT
Suite 212
Callahan
The Crystal Oak
Della
Diarte
Just Female
Wings Hawai'i

BUTIK
Suite 328 (New Location)
Butik Beads
Charmsies
David Aubrey
five and two
Hudson & Bleeker
Kitsch
M. Grace
Made
Mashallah
Pernille Corydon
Sunahara
Wanderlust
Wildf

SUITESHOP
Suite 409 (New Location)
Casual Friday
Chole Oliver
For Love & Lemons
House of Harlow Jewelry
Kingsley
Knitz by For Love & Lemon
Love Leather
Skivvies by For Love & Lemon

NEW LINES

AUSTRALIAN FASHION LABELS LTD.
Suite 315
Esson Heritage
RAMY BROOK
Suite 504
Apres Ramy Brook
Ramy Brook RTW
Ramy Brook Hangbags

THE NEW MART

127 E. Ninth St.

NEW SHOWROOMS

UGG AUSTRALIA
Suite 502
I Heart UGG Kids' *Footwear*
UGG Australia *Cold-weather accessories, men's and kids'*
UGG Australia *Loungewear, men's and women's*
UGG Australia *Kids' footwear*
UGG Collection *Men's footwear*
UGG for Men *Footwear*
UGG Home Collection

NECESSITEES APPAREL
Suite 708
Necessitees Apparel

PIPER JUNE SHOWROOM
Suite 800
4th Avenue
Brokedown
House of Eleven
Kutula Kiss
Love Token

Milk The Goat
Peace Knots
Robin Ruby
Silva
Single
Talia Hancock
Zowee Jewels

NEW LOCATION

HUDSON
Suite 200 (FORMERLY IN SUITE 412)
Hudson Jeans

PINK TARTAN
Suite 605 (FORMERLY IN SUITE 609)
Pink Tartan

MAVI JEANS
Suite 701 (FORMERY IN SUITE 411)
Mavi Jeans

THE GIG SHOWROOM
Suite 905 (FORMERLY IN SUITE 1002)
2(x)ist
Calvin Klein Men's Jeans
Calvin Klein Men's Underwear
Calvin Klein Women's Jeans
Calvin Klein Women's Underwear
Clo Intimo
Fogal Legwear
Invisibelt
Jimmyjane
Lahco of Switzerland
Luz de la Riva
Maison Close
The Natural
Private Arts
Spanx
Splendid Intimates
Underella by Ella Moss
WG
Zimmerli of Switzerland

MARY HARDIE SHOWROOM
Suite 1008 (FORMERLY IN SUITE 605)
Calvin Klein Performance
Pure Karma
San Francisco City Lights
Wooden Ships by Paola Buendia

DIANE LEVIN
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Cirana
Sita Murt

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Dear John
Jack & jinger
NIKKI Rich
Orange Beld
Philine

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Lola Jeans
Zelda

JENNIFER MICHELLE SALES
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Kerisma Knits
Kerisma T-Luxe

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Kaya di Koko
Lysse Active

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Oakbay Fits

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Levis' (Tops)
Ourcaste
Wewood Watches

PACIFIC COAST REPS (THE T ROOM)
Suite 503
Frankie's Bikinis
L-Space
Lenny Niemeyer
Lisa Lozano
Krystal Sasso

Calendar

Jan. 11

Los Angeles Fashion Market
California Market Center
Gerry 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 Expo Fabric & Trim Show

Hotel Pennsylvania
New York
Through Jan. 13

Brand Assembly
Cooper Design Space
Los Angeles
Through Jan. 14

There's more
on ApparelNews.net.

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

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

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Studio 908

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Frnch Label

California Market Center, Suite B571
(213) 243-5855
www.frnch.fr

The B-wing of the **California Market Center**'s fifth floor just got a little more French with the opening of a new brand, **Frnch Label**, a young contemporary line designed in France and Los Angeles and produced in Asia.

The collection is a sister line to **Lucy Paris**, which was founded in France in 1998 and has been in the U.S. for about nine years.

Frnch Label was created by husband-and-wife team Frank Lin and Chloe Jin. (The brand pays homage to the first letters of their first names: Fr-n-Ch.)

Heading up sales for the United States is Simon Jin, brother of Chloe Jin, who recently opened a showroom for Frnch Label in the CMC.

When Simon Jin and U.S. designer Alice Chang moved into the space, they had it painted white and removed a wall blocking the view of the building's central atrium.

The clean, modern space provides a backdrop for the equally modern line, which is filled with black-and-white pieces punctuated with bright yellow, persimmon and electric blue.

"We would like to keep the focus on the clothing," Jin said. "We are trying to bring something new and different to the market."

The Frnch Label customer

is fashion-conscious, Jin said, but the pieces are very wearable.

"They are very easy pieces," Chang said.

Jin chose to launch the line at the California Market Center because he wanted to start somewhere "solid—somewhere that has a history."

Wholesale prices for Frnch Label range from \$20 for tops to \$30 for dresses and up to \$50 for coats.

The line is bowing during the **Los Angeles Fashion Market** before showing at **WWD**MAGIC and **Fame** in New York.—*Alison A. Nieder*



FRENCH BOW: Designed in France and in the U.S., new young contemporary line Frnch Label is debuting at Los Angeles Fashion Market.

Necessitees

The New Mart, Suite 708
(800) 791-TEES (8337)
www.necessiteesapparel.com

After 26 years at the **California Market Center**, Hallie Shano decided it was time for a change.

When her CMC lease expired last year, she decided to move across the street to the seventh floor of **The New Mart**, opening a 1,200-square-foot space that is even brighter than her old space—if that is possible.

All the walls in her long, rectangular showroom are painted an eye-popping **Pepto-Bismol** pink. A gray shag rug and a white couch occupy the front sitting area, and a silvery-sequined mannequin greets visitors near the door.

Tall ceilings and a wall of paned windows add to the brightness and make it easier to take in Necessitees' collection of colorful T-shirts, dresses, pants and jackets made of domestically produced fabric. The line is cut and sewn in Los Angeles.

Even though every item is manufactured in Los Angeles, wholesale prices are modest with basics going for \$14 to \$18. The most expensive item, a long dress, fetches \$42 wholesale.

To get the word out about her move, Shano sent out 4,000 postcards, letting

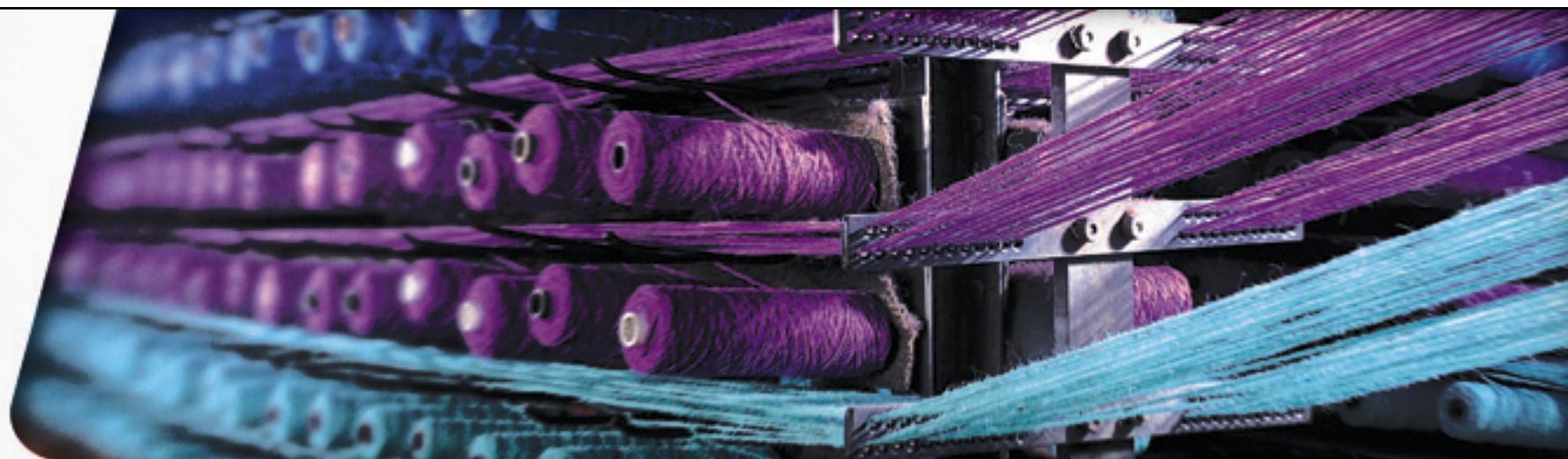


TEE TIME: These colorful tops trimmed with lace are just one of the several styles in the Necessitees collection.

retailers and buyers know she had a new location with a cheery vibe. "This will be our first [market week] show here, and we think the timing is perfect for people looking for Spring items. We do a huge Spring/Summer business."

Necessitees is known for its wide array of vivid colors. The line comes in 60 hues that would brighten any beach.

This year, the brand is concentrating on its 96 percent micro-Modal and 6 percent Lycra fabric that has a very soft touch. "It is a tighter knit. That 6 percent Lycra helps keep the color, and it doesn't pill."—*Deborah Belgum*



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Research and Development

Cooper Design Space, Suite 212
(310) 487-2513
www.rd-showroom.com/collections

Candice Clark, owner of the **Research and Development** showroom in the **Cooper Design Space**, shared a showroom on the building's second floor for about a year and a half but found she was outgrowing the space for her four collections: **Just Female**, **Diarte**, **Della** and **Callahan**.

In the days leading up to **Los Angeles Fashion Market**, a space opened up on the same floor, and Clark moved in. Located just off the elevators, the 750-square-foot space has reclaimed-wood walls, which was a good fit with the aesthetic and ethos of the showroom's lines.



NEW LOCATION: Candice Clark, owner of the Research and Development showroom, moved to a new space in the Cooper Design Center.

The largest collection is **Just Female**, a Copenhagen-based line that sells in the U.S. to retailers such as **Shoppop**, **Urban Outfitters** and **Nasty Gal**. The 150-piece collection takes up the most space in the showroom and is wholesale priced from about \$40 to \$60, with some Fall pieces priced a little higher. "It's a really advanced look at a really good price," Clark said.

Madrid-based **Diarte** is made with all-natural fibers and produced entirely in Spain from fabrics sourced in the European Union. Wholesale prices range from \$80 to \$120. Clark said the collection is a good fit for her stores looking for eco-friendly fabrics and socially responsible production.

Another line for ethically conscious retailers is **Della**, which is produced in Ghana and made with original prints. The brand has done collaborations with brands such as **Vans** and retailers such as **Urban Outfitters**.

Wholesale prices range from \$25 to \$45.

Los Angeles-based **Callahan** is a small knit line designed in the U.S. and produced overseas. Wholesale prices range from \$60 to \$90.

For **Los Angeles Fashion Market**, Clarke said she will have "a little of everything," including Fall and Summer goods as well as some Spring merchandise. Later this season, she will take her collections to New York and Las Vegas to show at **Capsule**.—*Alison A. Nieder*

Tivoli Paris Collections

Gerry Building, Suite 804
(858) 452-7777
www.tivoliparis.com

For her very first independent showroom, Smadar Elkayam chose to be in the **Gerry Building**, where other showrooms carrying European lines are located.

Elkayam is the U.S. distributor for two contemporary French lines—**Deca** and **MC Planet**—as well as one Greek line, called **La Stampa**.

The three womenswear lines are similar because they cater to the 30- to 60-year-old client who wants good fabric that travels well and sleek style that is sophisticated enough to wear to work during the day and elegant enough to carry over into the evening. They are all manufactured in Europe.

"A lot of my customers already come to this building to shop during market," said Elkayam inside her 1,200-square-foot showroom, which was occupied by Renee Cohen until she retired. "We want to make this building known as a building that sells European lines."

Elkayam, originally from Israel, has been the U.S. distributor of **Deca** since 2009. Until recently, the line was represented by Lesley McEntire at the **Showroom Shift** at **The New Mart**. But when Elkayam last summer became the U.S. distributor for **MC Planet** and **La Stampa**, she decided it would be



EURO VIBE: Smadar Elkayam holds a top from the **La Stampa** line.

nice for her buyers to have one place to visit all her lines and where she could spend more time advising clients about the various aspects of the collections.

Elkayam is not only in sales but likes to give her input on the collections before they are produced. She feels every line should have a tunic of some sort that zips up the front and is easy and versatile to wear.

Twice a year, she travels to Paris to see the collections and has visited **La Stampa's** headquarters outside Athens, where much of the production is done.

Wholesale price points for **Deca** range from \$50 to \$225. **La Stampa's** wholesale prices go from \$39 to \$164 while **MC Planet** has an average wholesale price of \$150.

—*Deborah Belgium*



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Fashion Resource Guide

ASDMARKETWeek

www.asdmarketweek.com

Products and Services: ASDMARKETWeek comprises one location and nine shows. Did you know that ASD is actually the largest accessories show in the U.S.? With over 1,000 vendors, ASDMARKETWeek is where you will find the latest trends and styles of affordably priced handbags, fashion jewelry, sunglasses, apparel, beauty and fragrance products, and more. This show is the best-kept secret in the industry. Now more than ever is the time to discover the show that offers you the opportunity for higher margins! Show dates are March 1-4 and Aug. 2-5 at the Las Vegas Convention Center. Register for free today.

California Gift Show

www.californiagiftshow.com

Products and Services: The California Gift Show returns to the Los Angeles Convention Center from January 23-26, 2015, to showcase fresh new finds from around the world. From unique designs with international flair to best-selling brands and up-and-coming style-setters, retailers will find it all in eight well-defined product categories in Kentia and South Halls. The expansive product selection is backed by a full roster of buyer amenities, including deeply discounted hotel rates, parking reimbursement for pre-registered buyers, giveaways, seminars, continuous shuttle service between the show and the LA Mart and CMC, and more.

California Market Center

110 E. Ninth St.
Los Angeles, CA 90079
(213) 630-3600

www.californiamarketcenter.com

Products and Services: Five seasons a year, buyers from around the globe flock to the California Market Center (CMC) for Los Angeles Fashion Market, the West Coast's premier destination for thousands of apparel, gift, and lifestyle collections displayed in hundreds of the CMC's showrooms and featured trade shows. Our array of resources includes the SELECT Contemporary Tradeshow, TRANSIT LA Shoe Show, LA Kids Market, and the Gift, Home & Design Showcase. L.A. Fashion Market at the CMC now offers visiting retailers and brands more show options than ever to exhibit in and shop from. The Los Angeles International Textile Show (LA

TEXTILE) is the fashion industry's West Coast destination for premier textile, design, and production resources. Offering hundreds of fabric collections and design services from around the globe, the caliber of resources and fashion direction is presented with our contemporary designer audience in mind.

Cooper Design Space

860 S. Los Angeles St.
Los Angeles, CA 90014

(213) 627-3754

info@cooperdesignspace.com

www.cooperdesignspace.com

Products and Services: The Cooper Design Space, at the corner of Ninth and Los Angeles streets in the heart of L.A.'s Fashion District, hosts a space that embraces cross-pollination among L.A. lifestyle businesses in fashion, media arts, and publishing. The building is 11 stories tall and, having been built in 1927, represents the city's history of creative commerce. It's a space that encourages fluidity across functions by offering an event venue, offices, and showrooms in a single location.

Fashion Market Northern California

3701 Sacramento St., Suite 204
San Francisco, CA 94118
(415) 328-1221

info@fashionmarketnorcal.com

www.fashionmarketnorcal.com

Products and Services: Fashion Market Northern California is starting its eighth year at the San Mateo Event Center. The easy-to-shop Fashion Market is the largest open-booth show on the West Coast, with over 2,000 clothing and accessories lines. Our exhibitors are from every category: European, contemporary, updated, and juniors lines, plus a wide range of classic to trend accessories. Every market offers complimentary continental breakfast, lunch coupons for buyers, and coffee and cookies in the afternoon—another plus! The buzz is this is the show to attend! The San Mateo Event Center is a convenient location approximately 10 miles south of SFO, easily serving retailers in Northern and Central California, the Northwestern, and Rocky Mountain states. We have introduced "Late Night at FMNC"—extended hours on Monday to allow buyers to miss the evening traffic commute and enjoy complimentary wine or beer from 4 to 7 p.m. There will

be free parking on Monday and Tuesday until 10 a.m. Our January Summer Market will be January 25-27, Sunday to Tuesday. The hours are Sunday, January 25—9 a.m. to 6 p.m., Monday, January 26th—9 a.m. to 7 p.m., and Tuesday, January 27th—9 a.m. to 5 p.m. Buyers can turn in their parking receipts at the registration desk for reimbursement.

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Single

2324 Hunter St.

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info@singledress.com

(213) 239-9933

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Jobs Available

LA Import Garment Manufacturer looking for:

PRODUCTION COORDINATOR - Mandarin/English speaking. Knowledge of Tech Packs and Vendor Compliance.

PATTERNMAKER - 1st thru production. Knits & Wovens. Knowledge of PAD Systems.

E-mail Resume: lonni@majorapparelgroup.com

Jobs Available

ACCOUNT EXECUTIVE

Velvet Heart a rapidly growing contemporary brand seeking Account Executive for Corporate Los Angeles Showroom in the New Mart. Must have 3 plus years proven track record, the ability to thrive in fast paced environment with a positive attitude and team spirit. Must be willing to travel and work road appointments/ trade shows. Please email resume stacia@velvetheart.com Salary + Commission and benefits

Monique Lhuillier

Customer Service/Data Entry

Seeking organized, detailed indivd w/ min 4-5 yrs exp in customer service, data entry, invoicing, sales support & inventory control w/ excellent follow thru. Must know Excel, any manufacturing software system a plus. Send resume/ salary history to briannec@moniquelhuillier.com

ACCOUNT EXECUTIVE

Mia Marcelle Swimwear is looking for an Account Executive: Min. 3 years experience in Apparel/Swimwear brands sales preferred -Travel is required - Grow new account base and foster existing buyer relationships -Plan, manage and execute sales and merchandising strategy -Knowledge of competitive pricing, merchandising and trends. -Attend trade shows - Meet or exceed sales goals -Base salary and commission based on experience.

Email: Rebecca@miamarcelle.com

Sales Representative

Vertical apparel company in contemporary missy market currently looking for outstanding and responsible In house & independent Sales Representative.

• More than 10 yrs experience in garment sales for major stores and active Business connections.

• Able to multi task, strong communication & organization skill. Good work ethic and positive attitude.

Please submit your cover letter and resume w/salary history to: annie@zitaapparel.com and young@zitaapparel.com

For Independent Sales Rep, please submit to alan@chungwoocorp.com

Jobs Available

Apparel Designer

A contemporary knitwear line is looking for a talented designer for an open-ended freelance position. The ideal candidate for this position will know the design process from A to Z; and be able to take the owner's vision to create a finished product. Designer will be tasked with creating garments that are chic and sophisticated, however cost effective.

Qualification's:

Fashion degree preferred

Ideally 3-5 years experience in knit's, woven's and the sleepwear market

Good understanding of garment construction

Must be able to hand sketch quickly and accurately

Strong sense of trend/style/forecasting

Strong sense of fashion, color and print

Proficient in Illustrator and Photoshop,

CAD savvy

Knowledge of textiles, trims, fit construction, draping, pattern and sewing process

Please submit your resume along with your portfolio dreamdollsoungewear@gmail.com

ENTRY LEVEL DESIGN ASSISTANT

- Data Entry
- Fabric/Trim sourcing
- Manage s/o
- Must have basic knowledge on: garment construction, pattern making, sublimation and/or silk

Please email your resume to Katy Zheng:

katy.z@bluprintcorp.com

GRAPHIC DESIGNER

- 3 yr minimum experience
- Must know Photoshop & illustrator
- Must have silk screen & sublimation production knowledge.

Pls. email your resume to Teresa Maldonado:

teresa.m@bluprintcorp.com

IWEAR, INC. Garment Manufacturer based in Bell, CA is looking for:

- *Premium Denim Designer (Senior or Assistant)
- *Missy Knit Designer

Please send resume to info@usjeanscompany.com

CUSTOMER SERVICE/DATA ENTRY/ CREDIT CONTROL

Strong communication skills as well as customer service. High level of computer literacy required. Able to work with factor. 3-4 years garment industry experience. EDI experience. Email resume: emil@emilrutenberg.com

Jobs Available

PRE-PRODUCTION PATTERNMAKER

Pre-Production Patternmaker

Looking for temporary pre-production patternmaker for leading contemporary brand.

Must be able to convert original design sketches into first patterns and construct detailed pattern cards.

Work closely with cutters and sample makers to ensure correct construction of first sample.

Test patterns by fitting sample garments with design and execute corrections to first pattern.

Must have strong communication skills/follow-up and work in a fast paced environment.

Must be proficient in Gerber, Microsoft Excel, Outlook and Microsoft Word.

Minimum 5+ years' experience

Timeline: approximately 8 weeks

Please e-mail your resume to
replyresume4review@gmail.com

Fast paced LA based clothing company is seeking detail oriented candidates for following positions

1. IMPORT PRODUCTION COORDINATOR

- follow up all phases of production
- communicate with overseas vendors daily
- monitor WIP, TNA
- work well under pressure
- extremely organized, team player

2. IMPORT PRODUCTION ASSISTANT

- assist production coordinator on daily production matters
- maintain weekly work in process
- issuing PO's
- follow up shipments
- required good communication skills, and proficiency in Excel.

Please email resume to jenny.l@bluprintcorp.com



IMPORT/DOMESTIC 1st thru PRODUCTION PATTERNMAKER"

(FULL-TIME) Well-organized candidate with 5+ years exp. Working with Missy/Woman's production patterns and fittings, including knowledge of grading. Junior or Contemporary exp. is a plus. Knowledge of Excel, Outlook and Gerber(8.3) req. Position might require overseas communication with ASIA. Located in Calabasas. Email resume to: robhirsh@johnpaulrichard.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.

BEDHEAD PAJAMA DESIGN ASSISTANT

- Must have at least 1-3 yrs' exp. as a design asst., working with a co. with prints is a plus. Need exp. doing cost sheets, tech designs, CADS, color separations & spec sheets. Must be highly motivated, energetic, & willing to adapt quickly in a fast paced environment. Must have good computer skills & know AIMS, Excel, Photo Shop & Illustrator. Will be in charge of the full sample process from fabric & trim purchasing to Cads & line sheet production. Must be highly organized & not afraid to try new systems or develop systems to save time.
- Contact wendy@bedheadpjs.com

Jobs Available



1st THRU PRODUCTION PATTERN MAKER

We are looking for an experienced 1st thru Prod. pattern maker. Must have experience in women's apparel. Strong communication and organizational skills. Gerber system a plus. Min 2 yrs exp.

SPEC/COSTING TECHNICIAN

Candidate must be able to develop cost sheets and spec sheets from sample. Garment construction experience needed. Detail oriented, highly motivated, able to handle multiple tasks. Min 2 yrs previous exp domestic/import costing. Proficient in AS400, Excel and Lotus Notes.

CUSTOMER SERVICE SUPPORT

Answer customer calls and data entry
Reports, new accounts. Sales inquiries, order process
Min 1 yr exp in CS in apparel industry
Prior AS400 and EDI a plus. Bilingual Eng/Sp a must
Send resume in PDF/Word format to
resumes@kareneane.com or
fax to 323-277-6830

Multi-Division apparel firm has openings for the following two positions:

PRODUCTON COORDINATOR

Min. of 5 years exp in off-shore production. Knowledge of Wal Mart, Target, Kohl's or JCP production processes, approvals, sourcing cost negotiation. Must have strong problem solving and communication skills.

FABRIC PURCHASING MANAGER

Min. of 5 years' experience in purchasing, price negotiation, sourcing, fabric construction, testing methods, and dyeing. Must have exp. with both knits and wovens. Must be detail-oriented, have strong computer skills, and excellent communications skills.

Send resume with salary history to:

Lisa Grayson

MGT Industries, Inc.

13889 S. Figueroa Street

Los Angeles, CA 90061

Fax: (310) 538-1343 or E-Mail: lgrayson@mgtind.com

SPORTSWEAR CUSTOMER SERVICE

Experienced in a Garment Industry.

Dynamic and excellent verbal communications

Duties includes customer and sales rep order processing and follow ups.

Work closely with Production. Knowledge of AIMS a plus.

SALES ASSOCIATE

A Leading Activewear Manufacturer is seeking an energetic, self driven and motivated sales associate to call on new and maintain current accounts. Able to travel to trade Shows to set up and make presentation. Min. of two years experience required. Salary plus commission.

Email resume to: sion@expertbrand.com or
fax to (323- 526-5866)

Administrative/Business Manager Asst.

Premium denim "adaptive" jean line seeks self-motivated e-commerce manager for processing orders/customer service, follow-up with Prod. Manager, making line sheets, inventory, and other business management tasks.
Email resume to jobs@abldenim.com

1st - Production Pattern maker

- 10+ years experience w/ Tukatech
 - Women's Woven dresses and tops
 - 1st - production & able to run fittings
 - Proactive, organized, & a team player
 - Proficient in Excel and on computers
- contact: Nicole@azizla.com

Jobs Available



Production Sportswear Patternmaker

Seeking right candidate to work in our Women's Sportswear Division. Ideal patternmaker must possess excellent technical & verbal skills to assist in fittings with designer and production. Must have recent exp. with gerber pds 8.4. We offer an ideal working environment and competitive benefits package. Candidates not having gerber exp. will not be given a pattern test. Send resumes to hr@swatfame.com.

Junior Designer & Teck Pack Designer

Junior / Contemporary Missy Manufacturer looking for a passionate designer with 5-10 yrs experience in apparel design and development. Excellent trend forecasting skill A Must.

* Tech pack designer with 1-2 years experience, understanding of fit comment and measurement, Knowledge of Illustrator / excel preferred
Speak Korean & English

Send Resume to HR@damoclothing.com



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

TECHNICAL DESIGNER

Technical designer with 2-3 yrs experience in the junior denim bottoms market needed. Must have well rounded knowledge of garment construction and the production process. Will be responsible for ensuring the accuracy, consistency and quality of the fit, construction and specs of the garments. Must be able to create detailed Specs/ Tech packages for denim bottoms. Must be proficient with Excel and Illustrator.

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

Experienced Sales Person/Buyer/Keyholder

Augustina's in Carmel-by-the Sea is looking for a motivated and experienced Sales Person who can manage the daily operations, buying & social media. Must be upbeat, stylish, and computer savvy (Mac). Min. 2 year commitment. Salary Commission, Benefits.

Send Resume to delaney@augustinaleathers.com

Manager of Sales

Established wholesale clothing line is looking for an experienced Manager of Sales; an individual who has the ability to support, and grow both new and existing accounts by leading and directing a team of seasoned Sales Representatives. Candidates should be expert leaders; skilled at managing people, coaching sales conduct, improving processes, and making changes when/where necessary. Send resume and cover letter to jobs.confcompany@gmail.com

EIGHT SIXTY PRODUCTION PATTERNMAKER

Looking for an experienced production pattern maker...

Candidate must have strong communication and organizational skills. Gerber V8 system a must, Knits and Wovens, Min 5 years' experience in women's contemporary apparel. Downtown Los Angeles. Benefits
Contact: Aida Vasquez avasquez@eightsixty.com or
fax resume to 213-683-8390

Jobs Available

Bookkeeper

Responsible for A/P, A/R, G/L, Bank Reconciliation; Responsible for Payroll, W-3, 1096; Responsible for Tax Preparation, Payroll Taxes, 1120, 571L, BOE; Prepare F/S, Balance Sheet and Cash Flow Statement; Oversee HR, Worker's Comp, Appeals and Audit; Responsible for Cert of Reg w/DLSE
Email resume to: maria@maggiewardco.com

1st Costing

Trixxi is looking for an energetic self-starter for our 1st Costing dept. He/she will be working with 1st patternmakers, fabric/trim vendors, and production. Should have good knowledge of cost sheets, costing, patterns/yields, fabrications, and trims. (Not a design position.) Must have 2+ years exp. in juniors, have excellent communication skills, and handle fast pace and high volume. Full Circle exp. a plus. Submit resumes to resume@trixxi.net.

TRIM BUYER

Trim Buyer - 2 year experience sourcing and purchasing trims.

Pre-Production Coordinator - exp. following up from pp to production and issue fit comments on illustrator.
Please forward all resume to: hr@bluprintcorp.com

Sales Person

Clothing company looking for a strong willed and determined sales person in the fashion industry and eager to earn commission and salary. email to: angela@bluegalaxyinc.com

PATTERNMAKER

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hr@kimandcami.com



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

PRE-PRODUCTION/PRODUCT DEVELOPMENT

Must be a self-starter, detail oriented individual and have strong written and verbal comm. skills.

- Understanding of overseas 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.
- Be proficient in illustrator and have a working knowledge of Photoshop & excel.
- Needs to be detail oriented and be able to work well under pressure in a team environment
- Ability to multitask on multiple accounts
- Private label experience
- Denim experience a plus

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

PATTERN MAKER

Garment Dye mfg. patternmaker. Experience in woven & knits. Ability to apply shrinkage to patterns & follow specs. Lectra experience. Near Burbank.
Email to: cmcpatternmaker@gmail.com

Jobs Available



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

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.

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

THOMAS WYLDE

LA BASED LUXURY FASHION BRAND is hiring:

- Head Designer
- Director of Sales
- Director of Production

Minimum 5 yrs experience. Send resume w/salary history to jene@thomaswylde.com or meldy@thomaswylde.com

We will respond to qualified candidates only

PATTERNMAKER

5-7 of exp. 1st thru production pattern maker to work on collection pieces including jackets, tops, bottoms and dresses. Create development and production ready patterns and make changes and edits by hand as needed. Denim experience preferred. Email resume: rebekah@emailrutenberg.com

Patternmaker

Contemporary womenswear brand seeking a Patternmaker to create manual patterns (3+ yrs exp req). In-house freelance role in downtown LA. Resumes to be sent to tarina@the80twenty.com or call 323.454.7820. Sign up on www.the80twenty.com today!



Assistant Technical Designer

Seeking dynamic indivl to join our pre-prod team. Duties: creating spec & tech packs to insure original concept is carried thru to prodn. Must be detail oriented & organized. Illustrator & Photoshop a must. Min 1-2 yrs exp. Send resume & salary history to hectorg@moniquelhuillier.com

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- Maintain and bring new trim suppliers a must.
- Follows up on incoming orders AS400 and PLM system experience a plus.
- Corresponds with vendors; provides excellent service and attention to detail for sales, design and production

Job Requirements:

- 5+ years experience
- Competencies & Skills
- Strong communication skills including ability to work in a team environment, give honest and direct feedback
- Meet deadlines, prioritizes appropriately..
- Is accountable for results, approaches obstacles proactively and looks for ways to resolve problems and issues.

Email resumes to: corporatesourcing2166@gmail.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

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