

# CALIFORNIA Apparel News

THE VOICE OF THE INDUSTRY FOR 70 YEARS

\$2.99 VOLUME 71, NUMBER 3 JANUARY 9-15, 2015



ANDREW ASCH

**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.

## 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  
➔ **Agenda** page 2

## 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](http://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

### INSIDE

Where fashion gets down to business<sup>SM</sup>



New Lines ... p. 4

Showroom Profiles ... p. 6

Fashion Resource Guide ... p. 8

Finance Resources ... p. 8

New York Textile Preview & Resource Guide ... Inside

[www.apparelnews.net](http://www.apparelnews.net)

COOPER  
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
<b>The Buckle</b>	\$190.60	+5.4%	+2.5%
<b>Gap</b>	\$2,100.00	+2.0%	+1.0%
<b>L Brands Inc.</b>	\$2,207.00	+5.0%	+4.0%
<b>Stein Mart</b>	\$189.50	+7.9%	+5.8%
<b>Zumiez</b>	\$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.

FASHION HANGS WITH



SINCE 1929

HENRY HANGER

New York Showroom  
Toll-Free 1 877.HenryNY

Los Angeles Showroom  
Toll-Free 1 877.HenryLA

Nashua Office &  
Manufacturing  
Toll-Free 1 800.88Henry

WWW.HENRYHANGER.COM



HENRY HANGER

CUSTOM & IN-STOCK WOODS • ACRYLIC PLASTIC • FABRIC PADDED • METAL

## 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.”

### Fall collections and relaunches

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

# 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.

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. ●

## 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.,

## 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](http://garbeluxe.com). ●



# SINGLE

Proudly Made in USA



New York  
Commune Showroom  
212.302.1796

Los Angeles  
Piper June Showroom  
213.623.7500

Dallas  
Lai Collections  
214.468.8775

Single  
213.239.9933

[www.SINGLEDRESS.com](http://www.SINGLEDRESS.com)

# NEW LINES

## CALIFORNIA MARKET CENTER

110 E. Ninth St.

### SHOWROOMS RELOCATED

**ROXSTAR**  
Moved from A1004 to A1092

L ON 5  
Moved from B511 to B503

TULLE  
Moved from B405 to B582

### 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*

Spharell 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'*

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

860 S. Los Angeles St.

### 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**  
Suite 1008 (FORMERLY IN SUITE 900)  
Barbara Gerwit

Cirana  
Sita Murt

**LANDA SALES**  
Suite 1009 (FORMERLY IN SUITE 1104)  
Aratta

Dear John  
Jack & jinger  
NIKKI Rich

Orange Beld  
Philine

**JUDITH AUTUMN MANN SALES**  
Suite 1206 (FORMERLY IN SUITE 503)  
Jude

Lola Jeans  
Zelda

**JENNIFER MICHELLE SALES**  
Suite 1206 (FORMERLY IN SUITE 503)

Kerisma Black  
Kerisma Knits  
Kerisma T-Luxe

### NEW LINES

**NICHE SHOWROOM**

Suite 400  
Boemo  
Kaya di Koko  
Lysse Active

**STUDIO TWO CLOTHING**

Suite 401  
Dora Landa  
Feather & Stone  
Kira Grace

**VELVET HEART**  
Suite 403  
Free Heart  
New Leaf

**LA RUE SHOWROOM**  
Suite 406  
Wells Grace

**S.A.M SHOWROOM**  
Suite 407  
L'agence

**ENGEL'S SHOWROOM**

Suite 506  
DADA Fashion Hats  
Liz Soto Handbags  
Lovely BAG

**BOB DITCHIK & ASSOC.**

Suite 508  
2nd & Vine  
Dantelle

Dream Investor  
Final Touch

**REPRESENTING SHOWROOM**

Suite 509  
Kaftan  
OK 1984  
Wish by VFish

**JOKEN STYLE**

Suite 607  
Bombshell Sportswear  
Dirtee Hollywood  
ellie & leesa

House of Au-ORA  
Nines Brand  
Whispering Ivy

**LAURIE HASSON SHOWROOM**

Suite 700  
Vimmia

**COHEN SHOWROOMS**

Suite 703  
1929 Galore  
Eze Sur Mer  
John & Mickie

Kopal  
Une

**KLA/KAREN L. ANDERSON**

Suite 704  
Bellario  
Hallday Jeans

**GINGER SHOWROOM**

Suite 707  
Suki & Solaine

**A LA MODE SHOWROOM**

Suite 711  
Cleokai

Parallel Skies  
YASB

**DIAL M SHOWROOM**  
Suite 715  
Karen Klein

**BERNADETTE MOPERA SHOWROOM**

Suite 813  
Joe

**LIZA STEWART, INC.**

Suite 900  
Twenty

**THE GIG SHOWROOM**

Suite 905  
WG

**RANDE COHEN SHOWROOM**

Suite 1103  
Lisa Carrier Candles  
Michaela

**LYNN GIRARD SHOWROOM**

Suite 1203  
UP!  
Varro by Eva Varro

**KAREN KANE**

Suite 1204  
Karen Kane Hats  
Karen Kane Jewelry

Parallel Skies  
YASB

**DIAL M SHOWROOM**  
Suite 715  
Karen Klein

**BERNADETTE MOPERA SHOWROOM**  
Suite 813  
Joe

**LIZA STEWART, INC.**  
Suite 900  
Twenty

**THE GIG SHOWROOM**

Suite 905  
WG

**RANDE COHEN SHOWROOM**

Suite 1103  
Lisa Carrier Candles  
Michaela

**LYNN GIRARD SHOWROOM**

Suite 1203  
UP!  
Varro by Eva Varro

**KAREN KANE**

Suite 1204  
Karen Kane Hats  
Karen Kane Jewelry

**GERRY BUILDING**

910 S. Los Angeles St.

**MODA SETA**

Suite 201  
Christophe Sauvat  
Dsquared2  
Givinchy

**NATALIA ROMANO SHOWROOM**

Suite 202  
Natalia Romano

**ROBIN RUTH WEST COAST**

Suite 205  
Robin Ruth

**PRIMA MODA USA**

Suite 402  
Joseph Ribkoff

**TRIM NETWORKS, INC.**

Suite 405  
Accessories and identification products

**LEFT COAST APPAREL SALES**

Suite 407  
American Stitch Joggers  
Double Needle  
Hudson NYC/Outerwear  
Oakbay Fits

**LEVEL 7 SHOWROOM**

Suite 408  
Backerton  
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



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

## NEW LINES

Rose Bule  
**CHOIX/HOUSE OF MENTAL**  
**Suite 506**  
 House of Mental

**VERTIGO USA**  
**Suite 602**  
 Vertigo USA

**MIMI CHICA**  
**Suite 603, 605 & 607**  
 Mia Chica  
 MiMi Chica

**COLORBLIND**  
**Suite 606**  
 Bjewel/Paperkite  
 Doe & Rae  
 John Mark/PI Clothing  
 Peer Tee  
 Rumors  
 Silver Textiles/Twenty Six  
 Studio 908

**GALLERY 608**  
**Suite 608**  
 Avivit Yizhar  
 Bodil  
 Caz Knits  
 Daniella Lehavi – Shoes  
 and Handbags  
 Dorin Frankfurt  
 Dress to Kill  
 Ma Belle 2 – World Fashion  
 Mon Bijou  
 Vitamin

**ZELDA ENTERPRISE**  
**Suite 701**  
 Amenapih  
 Bands of LA  
 Hipanema  
 Rocks & Sugar

**MARIANA OJEDA**  
**SHOWROOM**  
**Suite 702**  
 Alquema  
 The Avenue West  
 Bia Miro  
 Elemente Clemente  
 Elm Design  
 Krista Larson  
 P Taylor  
 Sarah Pacini  
 Stella Carakasi  
 Veronique Miljkovitch

**ELLE FRANK**  
**ACCESSORIES, INC.**  
**Suite 703**  
 B.B. Simon  
 Farenheit  
 Mary Frances  
 Natto Leathers  
 Osgood Marley  
 Park Avenue  
 Rocco Originals  
 Vilaiwan

**CRAYOLA SISTERS**  
**Suite 704**  
 Barbosa  
 Caraucci  
 Elizabeth Marcell  
 Ethyria  
 Hanna  
 Kippy's  
 Lynne Andresevic  
 MARRIKA NAKK  
 Ozone Socks  
 Rising Tide  
 Saga  
 ULF Anderson  
 Vanite Couture  
 Yuka Beach

**DESIGNS BY HAVA**  
**Suite 705**  
 Designs by Hava

**MOSH FASHION, LLC**  
**Suite 705**  
 Fashion Jewelry

**SHEEN**  
**Suite 706**  
 Hectoras  
 Mac & Lou  
 Sheen

**ZERO DEGREES CELSIUS**  
**Suite 707**  
 Zero Degrees Celsius

**BARQUE**  
**Suite 707**  
 Barque (Men's / Kids')

**GIL & JAS**  
**Suite 707**  
 Gil & Jas

**SHU SHU/ LU LU/ YU LI/**  
**KERRI N KELSEY**  
**Suite 708**  
 Kerri N Kelsey  
 Lu Lu  
 Shu Shu  
 Yu Li

**LAUNCH USA**  
**INTERNATIONAL**  
**Suite 801**  
 Beatrice B  
 Marcoliani Milano  
 Sfizio

**SALT AND PEPPER SALES**  
**Suite 802**

Banana blue  
 Fenini  
 Kiyo  
 Kokomarina  
 Lunn. Fr  
 Zzan Jewelry USA

**IMPULSE MODA**  
**Suite 803**  
 Amma  
 Ball of Cotton  
 Harari  
 Olivi's  
 Sandy Duftler

**TIVOLI PARIS**  
**COLLECTIONS**  
**Suite 804**  
 DECA Paris  
 La Stampa  
 La Stampa Plus  
 MC Planet

**NEK-ENUF?**  
**Suite 805**  
 321Charlie  
 Bix/Paparazzi  
 Blessing Bracelets  
 Gretty zueger  
 Massana  
 MSP by Miracle Suit  
 Sandra Ingrish  
 Te  
 Verde

**KOMAROV**  
**Suite 807**  
 Komarov

**MPG**  
**Suite 808**  
 MPG

**NEETU MALIK**  
**Suite 901**  
 Bellinky  
 Cynthia Ashby  
 Itemz  
 Keren Naftali  
 MSquare  
 Risona  
 Walk Shoes

**ARLENE HENRY SALES**  
**Suite 902**  
 Aldo Martins  
 Art  
 Barcelona  
 Courtney Dee  
 Heart  
 Lauren Vidal  
 Leidiro  
 Lua  
 M & Kiyoko  
 Mado et les Autres  
 Manyus  
 Mezon

Staples USA

**JULIE & STUART**  
**MARCHER, LTD**  
**Suite 903**  
 Coatology  
 Damask  
 Elliott Lauren  
 Leota  
 Miracle Body Jeans  
 Nally & Millie

**JAMIE PRINCE SALES**  
**Suite 904**  
 Alembika  
 A'nue  
 Bryn Walker  
 Cigno Nero  
 Crea  
 Inizio  
 Lio  
 Ronen Chen

**BARBARA NOGG**  
**Suite 905**  
 AN Designs  
 Brodie Cashmere  
 Equestrian  
 Escape from Paris  
 Petit Pois  
 Rock'N Karma

**KAREN KEARNS SALES**  
**Suite 906**  
 Amy Brill Sweaters – Made in  
 the USA  
 Erin Draper Collection –  
 Made in the USA  
 Out of Israel  
 M.A.D. Dresses- Out of Israel  
 Matti Mamane Collection –  
 Out of Israel  
 pHd Paige Hamilton Designs  
 Handbags – Made in the  
 USA  
 Rafinalla Designs – Made in  
 the USA  
 Ruiz by Yolanda Collection –  
 Made in the USA  
 Vigorella Collection – Out of  
 Australia

**CAROL HERZOG**  
**Suite 907**  
 Amb Designs  
 Planet  
 Ultimate Miks

**STEVE LEVINSON**  
**Suite 907**  
 Dressori  
 Green Sewn  
 Just Jill  
 Sucre Soir

Van Klee

**JULIE WALLS**  
**Suite 908**  
 Glima  
 NIC + ZOE  
 NYDJ

**NINA PEREZ SHOWROOM**  
**Suite 908**  
 Beyond Threads  
 Coobie  
 Gr.Dano  
 Ioanna Kourbela  
 Love Evangeline  
 Niche  
 Siganka

**TEMPORARY**  
**SHOWROOMS**

**JULIYN TAYLOR**  
**SHOWROOM**  
**Suite 501 & 504**  
 Give Apparel  
 Juju Jams  
 Karma  
 LVR  
 Minka Binx  
 PrismSport  
 Rese Active

## THE LADY LIBERTY

843 S. Los Angeles St.

**KASCASDE SHOWROOM**  
**Suite 400**

Benson  
 Frank & Eileen Men's  
 J Brand Men's Tiger of  
 Sweden  
 Maaji Swim (for market only)  
 Moore & Giles  
 Relwen  
 Vix Swim (for market only)

**MCMILLIAN SHOWROOM**  
**Suite 401**

Bel Kazan  
 Boxie Wash, Rinse &  
 Repeat T's  
 Donna di Eleganza Leather  
 Suzywan Deluxe Jewelry



**Fashion Market**  
**Northern California®**

**Summer**  
**January 25-27**

**San Mateo Event Center**  
**over 2,000 collections.**  
**largest open booth show**  
**on the west coast.**

**fashionmarketnorcal.com**

## Frnch Label

California Market Center, Suite B571  
(213) 243-5855  
[www.frnch.fr](http://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.



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

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*

## Necessitees

The New Mart, Suite 708  
(800) 791-TEES (8337)  
[www.necessiteesapparel.com](http://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.



**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."

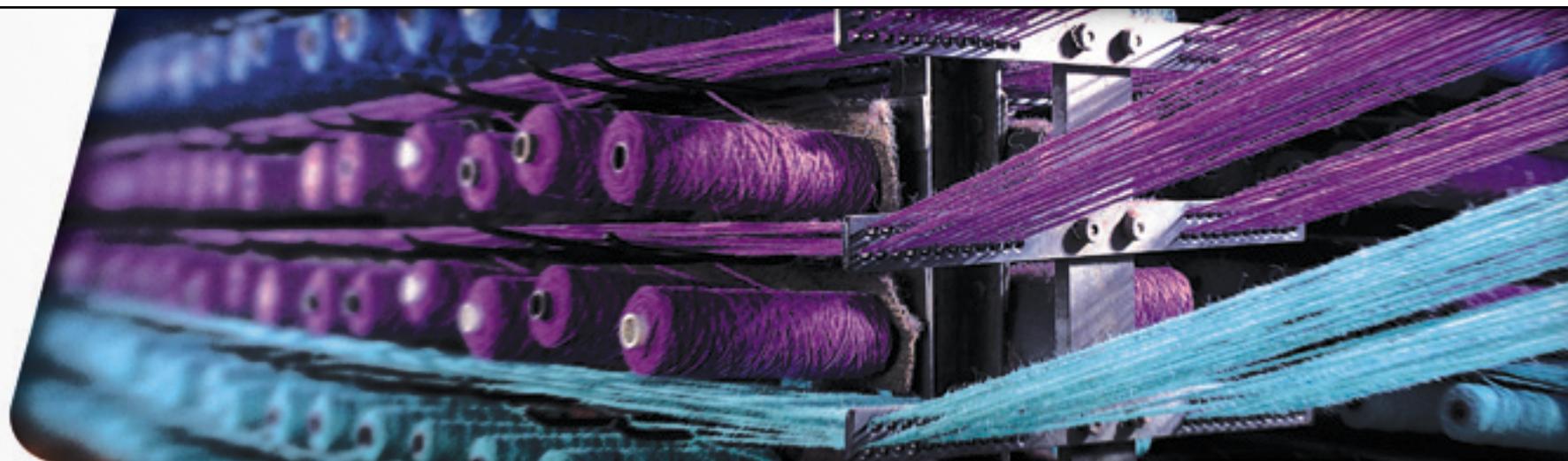
Necessitees is known for its wide array of vivid colors. The line comes in 60 hues that would brighten any beach.

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*

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



## An endless supply of knowledge and service.

Comerica has been serving the unique needs of the apparel and textile industries for 25 years. We deliver customized solutions to help you manage growth, cash, risk and wealth. Our commitment to our customers has helped propel Comerica to become the leading bank for business.\* When it's time to choose a partner to help you grow, come to Comerica, and Raise Your Expectations of what a bank can be.

It all starts here. Call us today or go to [Comerica.com/apparel](http://Comerica.com/apparel)

**Nick Susnjar**, VP/Relationship Manager, LA Middle Market Banking, [nsusnjar@comerica.com](mailto:nsusnjar@comerica.com), 213.486.6243

**Debbie Jenkins**, VP/Relationship Manager, LA Middle Market Banking, [djenkins@comerica.com](mailto:djenkins@comerica.com), 213.486.6212

**Tim Nolan**, SVP/Group Manager, LA Middle Market Banking, [tjnolan@comerica.com](mailto:tjnolan@comerica.com), 213.486.6216

**Comerica Bank**

RAISE YOUR EXPECTATIONS.

MEMBER FDIC. EQUAL OPPORTUNITY LENDER.

\*Based on commercial and industrial loans as a percentage of total assets. Data provided by Thomson Reuters Bank Insight, June 2014.

CBP-4173 11/14

## Research and Development

Cooper Design Space, Suite 212  
(310) 487-2513  
[www.rd-showroom.com/collections](http://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 **Shopbop**, **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](http://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 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*



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



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](http://goodmanfactors.com). Simple, right?

THE **dg expo**  
**FABRIC & TRIM SHOW**  
Suppliers with LOW MINIMUMS + STOCK

for Accessories, APPAREL  
& Home Furnishings

New York City - January 12 & 13  
Hotel Pennsylvania, 18th Fl, 7th Ave at 33rd

Miami - March 11 & 12  
Miami Airport Convention Center

for details go to: [www.dgexpo.net](http://www.dgexpo.net)

Miami / New York / San Francisco

Write: [info@dgexpo.net](mailto:info@dgexpo.net) / Telephone: 212.804.8243

# SEE THE WORLD ONLY IN L.A.



## CALIFORNIA GIFT SHOW

JANUARY 23-26, 2015

LOS ANGELES CONVENTION CENTER | SOUTH & KENTIA HALLS  
WWW.CALIFORNIAGIFTSHOW.COM



Photo Credits: Gourmet Blends, Ayala Bar for IsArt, Kufri Life Fabrics, Transpac Imports, Inc

## Fashion Resource Guide

### ASDMARKETWeek

[www.asdmarketweek.com](http://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](http://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](http://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](mailto:info@cooperdesignspace.com)  
[www.cooperdesignspace.com](http://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](mailto:info@fashionmarketnorcal.com)  
[www.fashionmarketnorcal.com](http://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.

### Henry Hanger

1-877-HenryLA  
(213) 747-6141  
[www.henryhanger.com](http://www.henryhanger.com)

**Products and Services:** The Henry Hanger Company has been a garment hanger icon since 1929. The company is third-generation family run and operated in New York, New Hampshire and Los Angeles with an additional factory overseas. Henry Hanger remains top-of-mind among famous designers on New York's Fashion Avenue and chic boutiques across America. No American garment hanger brand spells quality and fashion more than Henry Hanger. Product line includes custom and stock woods, fabric padded and the company's own signature acrylic line. Henry Hanger is synonymous with style.

### Single

2324 Hunter St.  
Los Angeles, CA 90021  
[info@singledress.com](mailto:info@singledress.com)  
(213) 239-9933

**Products and Services:** Our new collection is perfect to take on any vacation destination. It is light, airy, and it can take you from brunch to the beach and then to dinner! Most importantly it is 100% Made in USA. In this collection, more than ever before, "feminine beauty" was the main focus! Each piece was designed with the sheer purpose of making every woman who wears it feel absolutely exquisite, feminine, and exotic. So grab those last-minute tickets to Costa Smeralda, or to Cancun, and enjoy life as it was meant to be: beautiful, unique, special, and the one-of-a-kind lifestyle in Single Collection and Singledress dresses!

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the Fashion Resource Guide.

## Finance Resources

### Comerica Bank Apparel & Textile Industries Group

601 S. Figueroa St.  
Los Angeles, CA 90017  
(213) 486.6243  
Fax: (213) 486.6219  
[www.comerica.com/apparel](http://www.comerica.com/apparel)  
Contact: Nick Susnjar, Tim Nolan  
[nsusnjar@comerica.com](mailto:nsusnjar@comerica.com)

**Products and Services:** Comerica Bank has been providing financing and commercial banking services for nearly 150 years. Our apparel team has over 20 years of industry experience and delivers customized solutions for apparel and textile companies by providing management of growth, cash, risk, and wealth. Other tailored products include trade

finance, equipment and real estate financing, foreign exchange and hedging. We can also work with your factor through established inter-creditor agreements. Member FDIC. Equal Opportunity Lender.

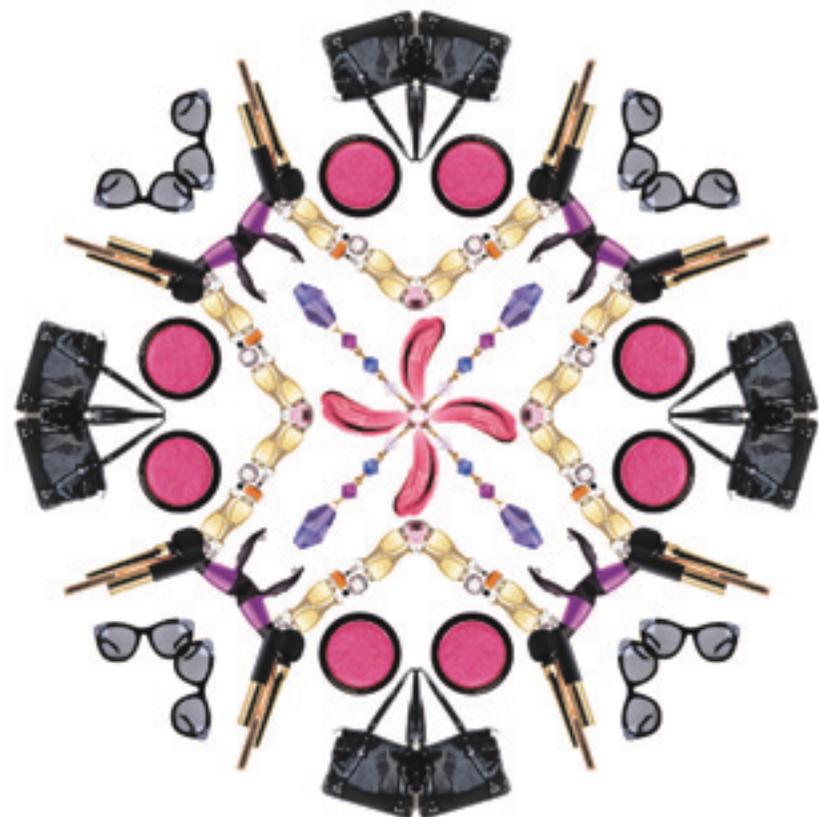
### Goodman Factors

3010 LBJ Freeway, Suite 140  
Dallas, TX 75234  
Contact: Joan Linxwiler (818) 448-9875 or Bret Schuch (972) 241-3297  
Fax: (972) 243-6285  
Toll-free (877) 4-GOODMAN  
[www.goodmanfactors.com](http://www.goodmanfactors.com)

**Products and Services:** As the oldest privately held factoring company in the Southwest, Goodman Factors provides recourse and nonrecourse invoice factoring

for businesses with monthly sales volumes of \$10,000 to \$4 million. Services include invoice and cash posting, credit and collection service, and cash advances on invoices upon shipment. Due to its relatively small size and centralized-management philosophy, Goodman's clients often deal directly with company management/ownership. Its size also enables it to provide flexible arrangements and quick decisions. Goodman Factors now operates as a division of Independent Bank (Memphis, TN), which has routinely been recognized as one of the Southeast's highest-rated independent banks in terms of customer approval ratings and in terms of capital soundness.

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within Finance Resources.



## 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](http://ASDMARKETWeek.com)

## ASDMARKETWEEK

YOUR AFFORDABLE SHOPPING DESTINATION  
9 shows. 1 location.  
March 1-4, 2015 // August 2-5, 2015  
Las Vegas, Nevada

FASHION + ACCESSORIES | BEAUTY + FRAGRANCE | CASH & CARRY (JEWELRY & GIFTS TO GO)  
GIFT + HOME | TOYS + NOVELTIES | GENERAL STORE | C-STORE | SMOKE | SOURCEDIRECT

### Apparel News Group



Seventy years of news, fashion and information

CEO/PUBLISHER  
TERRY MARTINEZ

EXECUTIVE EDITOR  
ALISON A. NIEDER

SENIOR EDITOR  
DEBORAH BELGUM

RETAIL EDITOR  
ANDREW ASCH

EDITORIAL MANAGER  
JOHN IRWIN

WEB PRODUCTION  
ALISABETH MCQUEEN

CREATIVE MARKETING DIRECTOR  
LOUISE DAMBERG

DIRECTOR OF SALES AND MARKETING  
TERRY MARTINEZ

### SENIOR ACCOUNT EXECUTIVE

AMY VALENCIA

ACCOUNT EXECUTIVE  
LYNNE KASCH

SALES & MARKETING ASSOCIATE  
TIFFANY SOLIS

SALES & MARKETING COORDINATOR  
TRACEY BOATENG

SALES ASSISTANT/RECEPTIONIST  
NOEL ESCOBAR

ADMINISTRATIVE ASSISTANT  
RACHEL MARTINEZ

SALES ASSISTANT  
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT EXECUTIVES  
ZENNY R. KATIGBAK, JEFFERY YOUNGER

CLASSIFIED ACCOUNTING  
MARILOU DELA CRUZ

SERVICE DIRECTORY ACCOUNT EXECUTIVE  
JUNE ESPINO

PRODUCTION MANAGER  
KENDALL IN

ART DIRECTOR  
DOT WILTZER

PRODUCTION ARTIST  
JOHN FREEMAN FISH

### PHOTO EDITOR

JOHN URQUIZA

CREDIT MANAGER  
RITA O'CONNOR

BUSINESS DEVELOPMENT  
MOLLY RHODES

PUBLISHED BY  
TLM PUBLISHING INC.

APPAREL NEWS GROUP

Publishers of:

California Apparel News

Waterwear

Decorated

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](http://www.apparelnews.net)

[webmaster@apparelnews.net](mailto:webmaster@apparelnews.net)

PRINTED IN THE U.S.A.



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

MEXICO PRODUCTION SHELTER

**Screen Printers and Assemblers**

Discover the SIMSA Advantage:

- Locate your operation close to a large textile mill in Sonora, Mexico, for a smooth flow of supplies and goods to and from Mexico
- Reduce red tape and downtime and increase labor savings and your bottom line
- Shelter services include 40 years of experience, plus the contacts and the knowledge needed to help you establish and run a profitable business in a preferential border zone

 Call Gus at (520) 803-0979 or visit [www.simsamexico.com](http://www.simsamexico.com) for more information

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**

GARMENT RACKS

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

- Garment storage racks
- Rolling racks for garments
- Speed rail systems with packing stations
- Chain link fencing and gates
- Packing tables and work tables
- Mezzanines
- Pallet racking and shelving
- 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](http://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](mailto:teamrage@ragemodels.com)  
[www.ragemodels.com](http://www.ragemodels.com)

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

**CLASSIFIEDS**

[www.classifieds.apparelnews.net](http://www.classifieds.apparelnews.net)

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

[www.apparelnews.net](http://www.apparelnews.net)

**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](mailto: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](mailto:stacia@velvetheart.com) Salary + Commission and benefits

**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 [dreamdollsloungewear@gmail.com](mailto:dreamdollsloungewear@gmail.com)

**AMERICAN REWASH ORIGINAL**  
 \*\*\*BRAND\*\*\*  
 NEW YORK - LOS ANGELES

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

**IMPORT PRODUCTION COORDINATOR/MERCHANDISER**

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

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

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

*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](mailto:briannec@moniquelhuillier.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](mailto:emil@emilrutenberg.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](mailto: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](mailto:annie@zitaapparel.com) and [young@zitaapparel.com](mailto:young@zitaapparel.com) For Independent Sales Rep, please submit to [alan@chungwoocorp.com](mailto:alan@chungwoocorp.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](mailto: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](mailto: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](mailto:info@usjeanscompany.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@karenkane.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@eightysixty.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

FIRST - PRODUCTION  
UPDATED MISSY SPORTSWEAR.  
DOMESTIC AND IMPORT  
PRODUCTION.  
VERNON LOCATION  
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!

*Monique Lhuillier*

### 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

## Position 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

## Jobs Available

### Trim Supervisor Wanted!

Job Functions:

- Manage Trim Dept. purchase orders, set trims codes in the systems.
- 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

## Buy, Sell and Trade

### 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

### WE BUY FABRIC!

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

## 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

### NEW YORK SHOWROOM TO SHARE 530 7TH AVE.

PRESTIGE DESIGNER SHOWROOM IN TOP DOORMAN BUILDING. FURNITURE, HI SPEED WI-FI, PHONE, FAX + AMENITIES INCLUDED. SPACE IS APPROX 950 SQ FT. CLEAN, MODERN with GREAT LIGHT  
213\*445\*4418



california | market center

# LAFM

LOS ANGELES FASHION MARKET

MARCH 15-18, 2015  
FALL 15 COLLECTIONS

Hundreds of premier showrooms for Women, Men, Kids & Lifestyle.  
One Location. The CMC on 9th & Main.

also featuring

## SHAPE

ATHLEISURE LIFESTYLE TRADESHOW  
MAR 16-18

## SELECT

BETTER CONTEMPORARY BRANDS  
MAR 16-18

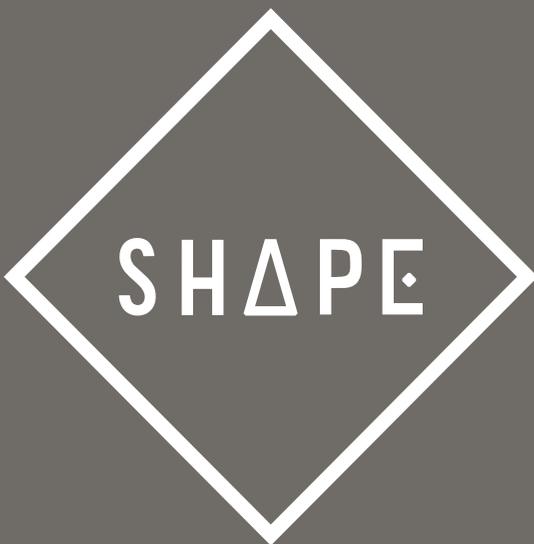
## transit

LA SHOE SHOW  
MAR 16-18

california | market center 9th & main. downtown LA. buyers 213.630.3683. leasing 213.630.3695.

DEBUTING MARCH 16-18 FOR LA FASHION MARKET

ATHLEISURE



LIFESTYLE

TRADESHOW

CALIFORNIA MARKET CENTER, DOWNTOWN LOS ANGELES

Featuring luxury active & leisure wear, active accessories & lifestyle products, SHAPE is poised to become LA's premier Athleisure (athletic + leisure) Lifestyle tradeshow, featured in conjunction with LA Fashion Market at the California Market Center

[WWW.SHAPETRADESHOW.COM](http://WWW.SHAPETRADESHOW.COM)

california | market center 9th & main. downtown LA. 213.630.3600