

CALIFORNIA Apparel News

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LOS ANGELES FASHION WEEK ON THE RUNWAY

The runway shows of Los Angeles Fashion Week continued as designers from across town and across the world showed their Fall '15 collections. For highlights from the events, see page 6.

Datari Austin

TRADE SHOW REPORT

Orders, Out-of-Town Buyers and Mixed Traffic Reports at LA Market

By Andrew Asch, Deborah Belgum and Alison A. Nieder

Traffic appeared lighter than usual for March at the recent run of **Los Angeles Fashion Week**, but exhibitors said traffic was steady and reported landing orders from local and out-of-town retailers.

The March 16-19 run of LA Market drew well-known retailers such as **American Rag**, **Satine**, **Nordstrom**, **Neiman Marcus**, **Intermix** and **Shopbop.com** as well as boutique stores from across California and the U.S.

In addition to the permanent showrooms located in the

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CALA Doubles Attendance at Show in New S.F. Location

By Christina Aanestad *Contributing Writer*

SAN FRANCISCO, CALIF.—**CALA** exhibited the latest ready-to-wear Fall 2015 fashions at its new location in the **Fort Mason Festival Pavilion**, shifting the atmosphere from a hotel-room show to an open-floor format for the first time in its 20-year run in San Francisco.

After holding CALA shows at the **Westin St. Francis** hotel in San Francisco's Union Square neighborhood for the past eight years, CALA founder Gerry Murtagh said it

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American Apparel Resolves Lawsuits Against Ousted CEO Dov Charney

By Deborah Belgum *Senior Editor*

Months after firing Dov Charney, two lawsuits against the founder and former chief executive of **American Apparel** have been settled.

In the resolution of one lawsuit, awards and attorneys' fees will cost Charney, American Apparel and the company's photographer at least \$2.5 million, according to court documents. Another lawsuit's settlement remains confidential.

Cleaning up frayed legal ends comes as American Apparel executives are entertaining offers to sell the company. **Irving**

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Where fashion gets down to businessSM



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New trade show coming to The New Mart ... p. 2

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Macerich Rejects Simon Bid

The board of directors for the **Macerich Co.** unanimously rejected an unsolicited bid from mall giant **Simon Property Group Inc.** on March 17.

Macerich Chairman Arthur Coppola said the Simon bid had undervalued his company, which develops and runs malls including **Santa Monica Place** in Santa Monica, Calif. On March 9, Simon made a bid to acquire the company for \$91 per share in cash and stock, which some media reports said could add up to \$16 billion.

On March 19, Macerich's stock closed at \$93.50.

In a statement, Coppola noted that his company sold lower-quality malls from its portfolio and acquired "Class-A properties and developments" in some of America's wealthier neighborhoods. The real estate deals increased Macerich's sales per square foot from \$517 to \$587, Coppola said. The Macerich chief also contended that his board fully supports the company's projects and strategies. The company will be continuing a campaign to increase its

value. In the next five years, it will spend \$400 million to \$500 million per year on projects, which Coppola forecast will bring a high rate of return and would materially enhance stockholder value.

David Simon, Simon Property's chairman, called Coppola's view of Macerich's future a "rosy" one in a March 17 statement.

"The Macerich board has sent shareholders a clear message that it will do everything in its power to block a value-creating transaction and prevent them from having a voice in matters critical to the value of their investment. It is truly disappointing Macerich would not even meet to discuss our proposal and remarkable that its view on value could have changed so drastically just four months after issuing 10.9 percent of its shares at the \$71 level," Simon said in a statement. He advised Macerich stockholders to closely examine the Macerich board's actions. Also on March 17, Macerich posted a presentation on the investing portion of its website that details the board's reasons why the company should remain independent.—*Andrew Asch*

Moda 360 to Take a Bow at The New Mart

Moda 360, a trade show for independent designers, will make its debut at **The New Mart** showroom building in downtown Los Angeles April 24–25, said Debora Pokallus, the founder and chief executive officer of the show.

Moda 360 made a debut run in New York last June. The show primarily served buyers from boutiques and specialty stores. Vendors included international designers with a unique fashion edge such as U.K. brands **NCIIR by Tee Njoroge**, Natacha Arranz, Lucy Tammam and Eva Cammarata. Also exhibiting was Sara Hegazy, a designer with a Dubai office, and

Kinga Földi, whose **Baharat** label is headquartered in Hungary.

Moda 360's New Mart show will feature a performance from the dance troupe **Culture Shock Los Angeles** and a runway show from Melissa Laskin, a veteran stylist. Pokallus also hopes to screen short films from emerging directors at her show. A statement from Moda 360 noted that it gives vendors "an editorial presentation" of their work. It also offers press and media interesting visuals for stories. For more information, visit www.moda360intl.com or email Pokallus at belesprit@ureach.com.—*A.A.*

MODA 360

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MODA 360 is a high-fashion concept for international fashion designers, artists and filmmakers. The groundbreaking platform combines fashion, art, music and video in exhibits, screenings and live runway shows for a unique presentation of creative work to buyers, press and public.

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CALA *Continued from page 1*

was time for a change.

"It was bursting at the seams," said Murtagh, whose CALA shows in Denver and Seattle also have an open-booth format. "Most of all, this is what the buyers were crying out for. The proof of that shows in our attendance."

According to Murtagh, attendance nearly doubled from its previous show with 569 buyers. Previously, at the Westin St. Francis, sales representatives and designers showed their collections in their hotel rooms—a setup that offered more privacy but also more pressure to buy, said **Relish SF** sales representative Harmony Hayner, a first-time CALA show attendee. She brought seven U.S.-made accessories lines, including California brands **Lemonade** and **Camino Brands**. Lemonade is a line of sterling-silver and gold-fill jewelry handmade in Oakland, Calif., that retails from \$45 to \$150. Camino Brands produces leather handbags, also in Oakland, and retails from \$22 to \$195.

"I wouldn't have come if it were in a hotel," Hayner said. "I think buyers would rather walk and browse to see things before they go into a booth."

The new venue was also well received by retailers such as Carol Patin-Gipe, owner of **The Posh Moon** in Half Moon Bay, Calif., who placed an order for Los Angeles-based **Bed Head Pajamas**. The moderate to high-end line of sleepwear and intimate apparel ranges in retail pricing from \$34 for children's pajamas to \$410 adult robes.

"We found the hotel intimidating," said Patin-Gipe, who said she looks for American- and French-made items for her moderate clothing and home décor boutique. "[Before,] you had to go into rooms and if you didn't order something, it felt awkward. Here you get an overview. The openness is definitely a plus."

CALA's move to Fort Mason encouraged Lois Evans, a sales representative for Beverly Hills-based **Zynni Cashmere**, to exhibit at the show. Zynni is a 100 percent Mongolian cashmere collection of robes, T-shirts, loungewear, cardigans and coats whose retail prices range from \$350 to \$2,000.

"This is targeted toward a higher-end customer compared to a show like Las Vegas, where you get every different retailer," Evans said. "I haven't been at CALA for a while, but I was really happy to learn they have an open-booth format this time."

First-time attendee Julie Kawahara, owner of **Kindred** in Santa Rosa, Calif., found what she was looking for: five organic and fair-trade lines to stock her store, including **Mar y Sol**, a line of wallets, handbags and hats ranging in retail price from \$24 to \$135; **Sseko**, a line of handbags, scarves and sandals ranging in retail price from \$15 to \$245; **Indigenous**, an organic clothing line ranging in retail price from \$150 to \$500; **31 Bits**, a Uganda-made jewelry line ranging in retail price from \$15 to \$88; and **Mercado Global**, an accessories line of wallets and tote bags ranging in retail price from \$108 to \$328.

"We're looking for hand-crafted, ethical, fair-trade companies," said Kawahara, who learned about CALA from Meredith Hazan of the Los Angeles-based **Maritime Showroom**, which carries Sseko and other fair-trade accessories and clothing brands.

Indigenous attends CALA shows in San Francisco regularly, said Lisa Ward, vice president of sales for the fashion company, based in Sebastopol, Calif. She said CALA



Julie Kawahara, owner of Kindred in Santa Rosa, Calif.



Zynni Cashmere



Camino Brands



Indigenous

draws a high-end Bay Area clientele. Ward said she landed 14 orders during the two-day show—most of them from new customers.

"We always make new business because Indigenous is organic. They get it here in the Bay Area," she said.

Murtagh booked the more-than-50,000-square-foot Fort Mason space for the next year to continue to test the waters. The Festival Pavilion at Fort Mason is a large exhibition space with windows overlooking the San Francisco Bay and the Golden Gate Bridge. Natural light adds to the spacious atmosphere. CALA provided free parking at Fort Mason, catered lunch and a hosted lounge area where attendees could relax and chat.

"This is the evolution of the show," Murtagh said. ●

LA Market *Continued from page 1*

California Market Center, The New Mart, the Cooper Design Space, the Gerry Building and The Lady Liberty Building, buyers also had several temporary trade shows to shop, including **Designers and Agents, Select, Coeur, Brand Assembly** and **Shape**, the new athleisure show organized by the CMC.

Appointment-driven at CMC

Buyers from all sorts of stores and online venues were visiting the **California Market Center** to check out the various temporary shows and showrooms.

The prospect of finding department-store buyers at the CMC prompted Harry Choi to open a temporary showroom on the fifth floor for **Tov**, the young contemporary label he represents as director of sales. Tov already has a showroom at the **Los Angeles Fashion Center** on 12th Street, but Choi was hoping to find a new set of buyers.

"Right now we are selling mainly to specialty boutiques," he said of the street-chic line, which has a certain glam-rock vibe to it. The pieces often strayed from the ordinary with rabbit-hair sweaters mixed with mesh strips sewn on the sleeves. Gold sequined pants and dark-brown floor-length cotton dresses lined in camouflage added touches of creativity. The more conservative side of the collection—with silk blouses and dresses—is made in Italy from Italian fabrics. The line wholesales for \$48 to \$210.

But Choi was discovering that the CMC market can be more appointment-driven than walk-in traffic. "At the moment, it is not as trafficky as I thought it would be," he said. On Tuesday, the second day of market but the first day he had his temporary showroom, he had seen five buyers. Most of them were looking for Fall goods while he had Spring and Summer merchandise.

Also renting a temporary showroom was Janée Amber, who represents the women's collection for **Kinetix**, which for years concentrated on men's T-shirts. Now the new women's line consists of soft cotton T-shirts and tanks that have clever sayings screen printed on the front. They range from "I need a six-month vacation, twice a year" to "LA made me this way."

The four-day market was turning out to be fruitful for

Most of her buyers come from specialty stores, resorts and spa stores. Most are local or close to California, but this market she saw a store buyer from Vermont who didn't get to any New York shows because it was so cold and snowy on the East Coast.

Cleary's buyers are looking for novelty items. One big hit was her **Hips Sister**, a stretchy band of performance fabric worn around the hips that lets you carry your wallet, cell phone, keys and lipstick while you keep your hands free. Another popular item is something called **Sleevey Wonders**, a kind of lace, mesh or jersey cropped top with three-quarter-length sleeves that lets you expand your wardrobe, converting sleeveless and strapless dresses into frocks with more coverage.

Her **Lisette L** pant line, made in Montreal, has captured retailers' attention because it has been worn three times by Oprah Winfrey on the cover of her *O* magazine.

The New Mart: E-tail surge

The March market was the time for e-commerce retailers, said Jackie Bartolo of The New Mart's **Jackie B Showroom**.

Appointments with e-retailers surged compared with the same market the previous year, Bartolo said. Some e-tailers who visited her showroom included **ModCloth, Lulus** and **Swell**, a surf and beach fashion-oriented online shop headquartered in Irvine, Calif. Specialty retailers visiting the showroom included **42 Saint** of Phoenix and **Le Tote** of San Francisco.

Bartolo said the market started strong with appointments coming in early on Sunday, a day before the official opening of the market. However, the pace of retail traffic declined by Wednesday, the third day of the four-day market.

Buyers seemed bullish, Bartolo said. "They are going deeper on the brands that are working for them," she said.

At The New Mart's **The Gig Showroom**, categories

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TENNIS, ANYONE?: Lindzi Ebernik and Sophie Caster of L'Etoile Sport were some of the pioneers to attend the first Shape athleisure trade show, organized by the California Market Center.



KNITS AND DRESSES: At the Siblings showroom in the Cooper Design Space, Israel Ramirez said categories such as casual knitwear and printed dresses were being ordered by buyers.

Amber. She saw the buyer for **Ron Herman** in Japan, who was placing orders for some of the women's T-shirts, which wholesale for \$18 to \$32.

Kristine Cleary whose multi-brand **Kristine Cleary Lifestyles** showroom is on the CMC's third floor, said market was very interesting this year. "Sunday was super busy. Monday was a little quiet, and then Tuesday, Wednesday and Thursday were very busy," she said. "Traffic was sporadic, but overall it was a very good market."

Weather is influencing how buyers are shopping, she observed. Warmer weather on the West Coast means stores want lighter fabrics for winter. "Manufacturers are going to have to address that," Cleary said.

American Apparel *Continued from page 1*

Place Capital, a New York private equity firm, said it would be interested in offering up to \$1.40 a share for the Los Angeles clothing concern, whose stock has been trading around 73 cents a share.

While *Bloomberg News* recently reported that those talks had stalled, a source close to the proceedings said the talks with Irving Place were ongoing.

A rash of lawsuits against Charney, claiming sexual harassment, assault and battery, among other things, was one of the reasons the American Apparel board of directors said it decided in December to fire the company founder as its chief executive for alleged misconduct.

Paula Schneider, a veteran apparel executive who headed up **Speedo USA** and **Laundry by Shelli Segal**, was named the new chief executive, assuming her job in early January. Since her arrival, she has dismissed two creative directors— Iris Alonzo and Marsha Brady—and on March 13 fired head designer Merrily Lupo, who had worked at the company for some 14 years.

PR campaign

Meanwhile, Charney is trying to inch his way back into the company even though he was dismissed from all executive duties and signed a stand-still agreement.

He currently owns 43 percent of the company's stock, with the help of a loan from New York hedge fund **Standard General**, the investor that loaned him money to increase his stock percentage from 27 percent to 43 percent. But as collateral for the loan, Charney relinquished his voting rights to Standard General.

Charney thought Standard General would help him regain control of the company and return him to his executive office, but the hedge fund ended up backing the board of directors' decision to terminate Charney's affiliation with the clothing company he founded in 1998. "We stole the car together, and then they threw me out the door," Charney remarked recently.

Still, Charney said he "ain't gonna let go." He has been mounting a public-relations campaign for his return by rallying the workers who sew the T-shirts, shorts, rompers and underwear made in a huge factory in downtown Los Angeles.

Hermadad Mexicana, a nonprofit that advocates for immigrants rights, is working with the "Coalition of American Apparel Factory Workers United to Save American Apparel" to conduct meetings related to workplace complaints and alleged deteriorating work conditions under the new management.

On March 19, Hermadad Mexicana said sent a letter on be-

half of American Apparel workers to the company's board of directors complaining of 13 items that included employee morale being at an all-time high, the sweatshop-free business model being jeopardized, the current board of directors not having clothing or retail experience except for one member, and that as soon as Standard General was introduced to the company, the cash flow began to deteriorate.

American Apparel's Schneider said in a statement that she supports employees' rights to state their views and will engage in active dialogue with them.

The Hermadad Mexicana website has a link to a page called "I Love Dov." On it is a petition asking people to sign if they want to see Charney return as the head of American Apparel.

The "I Love Dov" page notes that "Dov is the founder of American Apparel and he made it large and great by working with and listening to us, the workers." It goes on to say Charney made it possible for the workers to receive good wages and benefits, defended the rights of immigrant families, and that he opposes the lay-offs that the current American Apparel management is carrying out.

Schneider and a mostly new American Apparel board of directors are trying to turn around a company that has had more than \$300 million in net losses since 2010. Last year, it was near bankruptcy, sources said, and had to issue a new round of stock to raise more capital to keep the company afloat.

That round of capital initially ended up diluting Charney's direct ownership from 43 percent of the company's stock to 27 percent.

On March 18, American Apparel told the Securities and Exchange Commission it would delay filing its annual financial report while it reworks a lending agreement with **Capital One Financial Corp.** to receive a \$15 million loan from Standard General.

Last year, Standard General agreed to capitalize American Apparel for \$25 million in exchange for board seats. The first \$10 million was used last July to buy an American Apparel loan with **Lion Capital**.

American Apparel said it estimates that sales for 2014 were down 3.9 percent to \$609 million with a \$69 million net loss compared with a net loss of \$106 million the previous year.

Settling up

The legal settlements are just the latest chapter in an ongoing saga that had several people—both former and current employees at the time of the filings—suing Charney and his company for sexual harassment, assault and other misdeeds.

Four years ago, Irene Morales, Alyssa Ferguson and Tesa

Lubans-Dehaven, former American Apparel employees who previously had filed sexual-harassment lawsuits against Charney, followed their first lawsuits with another lawsuit against Charney, American Apparel and company photographer Kyung Chung for defamation, intentional infliction of emotional distress, invasion of privacy and impersonation online.

In that second lawsuit, filed in Los Angeles County Superior Court, the former American Apparel employees said fake blogs purporting to belong to them began showing up on the Internet after they filed their first sexual-harassment lawsuits.

On the alleged fake blogs, it looked as if the women had pasted nude or semi-nude pictures of themselves on the Internet, legal papers said. The purportedly fake blogs also made it appear as if the women were admitting to an unlawful scheme to extort Charney and American Apparel, the lawsuit said.

The case eventually went to arbitration last year. The result is that in January, the court granted Ferguson a \$1 million award as well as \$814,000 in attorneys' fees. Morales was awarded \$200,000 and \$506,000 in attorneys' fees. Lubans-Dehaven requested to be dismissed from the lawsuit after her portion of the lawsuit was resolved last May.

In another recently settled case, Michael Bumblis, a former American Apparel store manager in Malibu, Calif., filed a lawsuit alleging that Charney choked him and tried to rub dirt in his face.

In the lawsuit filed in Los Angeles County Superior Court in 2012, Bumblis said that on April 29, 2012, Charney visited the Malibu store with creative director Iris Alonzo.

Bumblis said Charney was at the store to inspect a new renovation project. Going to a second-story makeshift stockroom, the lawsuit said, Charney started to complain about dirt in the area and that there was too much inventory even though the company had converted to a just-in-time inventory system.

When Bumblis commented that the just-in-time inventory system didn't always work, Charney shouted, "That's not good enough" and "dove at plaintiff, grabbed plaintiff's throat with both hands and began to forcibly squeeze plaintiff's throat in an attempt to choke and strangle plaintiff. ... Plaintiff began gasping for air and making a gagging sound after which time Charney released his grip," the lawsuit said.

The two went downstairs, where Charney found dirt between a makeshift dressing room and a wall, legal papers said. Picking up the dirt, the American Apparel executive tried to smudge it on Bumblis' face, the lawsuit said.

The lawsuit, which claimed Charney assaulted and inflicted emotion distress on Bumblis, was settled in February in a confidential filing. ●

COMING
SOON



March 27

Cover: LA Runway
Denim Report
Surf Report
New Resources
Spot Check

Denim Advertorial
Education in Focus

Bonus Distribution

LA Gift & Home Market 3/29-31
LA Majors Market 4/7-9

April 3

Cover: Retail
Technology
Made in America

Industry Focus: Finance
Made in America
Advertorial

Bonus Distribution

LA Majors Market 4/7-9
Fashion Market Northern
California 4/12-14

April 10

Cover: Trend Report
Retail Report
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April 17

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April 24

Cover: Fashion
Spot Check
Retail Roundup

Retail Focus with Tech

Bonus Distribution

2015 Scholarship Awards Luncheon 4/30
Designers & Agents NY 5/4-6
Imprinted Sportswear Show Nashville 5/7-9
Apparel Sourcing Show Guatemala 5/19-21

NEWS

Georges Marciano Files Lawsuit Against Guess Over Name

Georges Marciano, who founded **Guess** 35 years ago, filed a lawsuit against the Los Angeles clothing company run by his brothers to be able to use his name for new clothing labels he wants to develop.

Marciano, who now lives in Montreal, filed the motion in the Superior Court of Quebec on March 18.

His attorney, Quentin Leclercq, said that four years ago Marciano tried to trademark the name **Royal Navy by Georges Marciano**. When he did, Guess Group Inc. filed an opposition to the trademarked name with the Canadian Intellectual Property Office, maintaining it could easily be confused with **Marciano by Guess**, one of the company's apparel labels.

Guess did not respond to requests to comment about the lawsuit.

In 1993, Georges Marciano sold his share of the company to his three brothers—Paul, Maurice and Armand. Paul and Maurice remain with the company. Before he left the company, Georges Marciano licensed his name to Guess in 1985. That license was revoked in 1993, legal documents said.

Recently, Georges Marciano tried to trademark the names **Georges Marciano**

Ranch, Georges Marciano by Georges Marciano and Georges Marciano, only to be told by the Canadian Intellectual Property Office that he could not do that because of Guess' opposition.

"We received a letter from the intellectual property office saying that Georges cannot register these trademarks because of the risk of confusion with the trademark Marciano and **Guess by Marciano**," Leclercq said. "We have asked the judge to give an answer to how and who can use the name Marciano. Our position is that everybody can use Marciano with their first name."

For years after leaving Guess, Georges Marciano lived in Beverly Hills, Calif., and invested in commercial real estate, making another fortune. But in 2008, Marciano was countersued for defamation by seven former employees, who he alleged had embezzled millions of dollars from him. A jury awarded the employees \$470 million, which later was reduced by the judge to \$260 million.

After the awards, Marciano's three Beverly Hills homes were put up for sale by a trustee in Marciano's bankruptcy proceedings. Marciano moved to Montreal.

—Deborah Belgum

LETTER TO THE EDITOR

In Response to Coverage of the Otis Creative Economy Report (California Apparel News, March 13-19 Issue)

Once again, there is an issue of data vs. substance, and clarity continues to be required when gathering and reporting on the diverse industry that is called "fashion."

Economists analyze data in individual ways. Every time there is a "new" economist on the project, the "old" analytics are discarded and new procedures are developed. That is exactly what has happened here. Since the **Otis** Report of 2008, new procedures and "cluster-gathering" data have been redeveloped twice! Comparing statistics from 2008 to 2015 is more than apples to oranges. It's more like apples to potatoes.

For example:

The entertainment/communication arts industry data includes "agents," graphic artists, technical services, transportation, security, food service, photography studios, etc.

Not so for "fashion." In the statistics of services required to produce, design and distribute the \$32 billion of product shipped from this region, there is no research into the numbers of sales "agents" housed in our downtown "marts," no mention of the industry-dedicated technology companies, the garment-only transportation companies, the tri-party warehousing required for online distribution, or the warehouses and distribution centers throughout the region that receive and then ship the globally sourced product—among other categories.

With regard to salaries paid to our accomplished technicians, designers, patternmakers, etc., there are accurate accumulated data researched every year by **24/Seven** in its annual report. I have reports from 2009 to the present. They reflect an entirely different picture than those shown in the Otis report.

We can go chart by chart, graph by graph and paint a much different picture detailing the changes in the fashion industry that have affected its growth, not its decline.

Ilse Metchek
President
California Fashion Association

Calendar

March 23

The Source/International Textiles Expo
Rio All-Suite Hotel & Casino
Las Vegas
Through March 24

Through March 28

FIG
Fashion Industry Gallery
Dallas
Through March 27

Loyola Law School
Los Angeles

March 25

Dallas Market Week
Dallas Market Center
Dallas

March 27

"Sketch Goes Tech" Symposium, presented by FGI-LA and Loyola Law School's Fashion Law Project

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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LA Market *Continued from page 3*

made all the difference. There were a lot of meetings for the showroom's men's styles, said Stacey Gossman of the Gig.

But meetings for the showroom's women's styles declined. It was because the showroom already had covered a lot of ground. "We've seen everybody between our January markets and February **Curve** shows in New York and Las Vegas," Gossman said.

Gig keeps a focus on intimates and lingerie and exhibits at the Curve trade shows, which also specialize in underwear.

Joel Gossman, a Gig co-owner, worried about the high parking rates being charged around the market. In downtown Los Angeles' construction boom of the past two years, many new projects have been built on the grounds of former parking lots.

There have been reports of a parking crunch in the city. Gossman forecast that it could spell trouble for future LA Fashion Markets. "Maybe people will say, 'I don't want to spend \$40 for parking,'" he said. They will demand that sales reps travel to see them rather than going to a showroom building.

The **Liza Stewart** showroom introduced a new line during the market, **C.S. Roberts**, which is headquartered in New York. Stewart forecast that her sales would be greater than the LA Fashion Market in March of 2014. "Lines were performing well," she said. "Retail has picked up."

The New Mart proved to be a busy place during the market, according to a building representative. Buyer attendance more than doubled compared with the same market in the previous year, said Ashleigh Kaspszak, director of marketing and public relations at The New Mart.

High-profile retailers at Cooper

For Lien Vets, founder of the **Noella** showroom in the Cooper Design Space, the March market may have been a harbinger of a warm fall.

"When retailers come in, they say that they can't buy coats and they can't buy any sweaters. They're just interested in lightweight pieces," Vets said.

A new Los Angeles-based line, **Cosette** made its debut

at Noella at market. However, Vets seemed to think that traffic at the market seemed slower than the March market of 2014. "It's been steady," Vets said. "We've seen some good accounts."

Los Angeles-based specialty stores such as American Rag and Satine were seen at the Cooper. Also, buyers from Nordstrom, Neiman Marcus, Intermix and Shopbop.com were reported to be in the building.

At the Cooper's **Siblings** showroom, Israel Ramirez noted that traffic at market seemed light. "January was better," he said. "But it is steady. Retailers are ready to spend money, and our regulars came in."

Ramirez said categories such as casual knitwear and printed dresses were being ordered by buyers.

For Patrick Heitkam of the Cooper's **Ted Baker London** showroom, the March market was punctuated by repeat business. "A lot of majors were in," he said. "There were a lot of independents looking for Immediates. We had a lot of people looking for reorders. That's how you drive business and keep the customers happy. We take stock risk in America so that we can be in a position to refill the best sellers." The Ted Baker line was founded in the U.K.

Sunday start for Gerry

Although most buildings and trade shows kicked off Market on Monday, March 16, some showrooms opted to open a day early for retailers who prefer to shop over the weekend. Sunday turned out to be one of the busiest days for showrooms at the Gerry Building, but Monday was equally as vibrant for many.

The showrooms that saw the most retailers were on the eighth and ninth floors, while traffic on the more sparsely

populated lower floors was hit and miss.

Lisa Lenchner, sales manager for the **Yu Li/Lulu** showroom on the seventh floor, said her traffic was "okay."

Buyers who visited her showroom were writing orders for things such as Yu Li sweaters that had lace around the bottom, wholesaling for \$49. Also popular were LuLu's sweats with tops trimmed with lace across the front and lace along the seams of sweatpants. Tops were wholesaling for \$44, and pants went for \$29. "Buyers are still looking at pricing," Lenchner said.



SWEATERS + LACE: A popular item with buyers during the recent fashion market were these Yu Li sweaters with lacy edges.

Season wraps at Lady Liberty

At the Lady Liberty Building, Kristen Aguilera, owner of the **One Showroom**, said she met with buyers from Neiman Marcus, Saks Fifth Avenue, Shopbop and Revolve.

"And they all wrote," she said. "We had appointments at 8:30 in the morning and never left before 7:30 [p.m.]."

Aguilera recently look on a new business partner, Eric Wheeler. The showroom represents apparel lines **Blank NYC** denim, **New Friends Colony**, **Otherworld** and **Tiger Mist**, accessories line **Salt & Stone**, and sandal lines **Mys-**

tique, **Elliott Label** and **Moses**.

At the **Kascade Showroom**, Richard Derr, vice president of sales for **Tiger of Sweden** and a partner in Kascade, said it was a "pretty decent" market.

"We've seen our usual suspects and written some orders," he said. Derr noted that the season for men's collections ends sooner than women's collections but said he had some goods available for Immediate delivery.

Showroom founder Chris Cantrell said March market in Los Angeles is a chance to finalize orders with existing ac-

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L.A. Runway Report

The runway shows, installations and parties of **Los Angeles Fashion Week** continued for a second week with more shows at **Art Hearts Fashion**, held March 9–13 at the **Taglyan Complex** in Hollywood, and **Los Angeles Fashion Council**, held March 10–11 at **Maker City L.A.** at **The Reef** in downtown Los Angeles. Additional runway coverage can be found online at *ApparelNews.net*, including coverage of the runway shows and installations at **Concept L.A.**, held on March 7 at **Beachwood Studios** in Hollywood. Los Angeles Fashion Week coverage continues in the next issue, including coverage of the **Style Fashion Week** shows.

William Bradley at Los Angeles Fashion Council



JOHN ECKMIER

Rose la Grua at Los Angeles Fashion Council



HAGOP PHOTO

Blank Silk by Meghan Walsh at Project Ethos at Art Hearts Fashion



JOHN ECKMIER

Sauri at Los Angeles Fashion Council



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TROY TACKETT

Kōcō Blāq at Art Hearts Fashion



JEFF LINNETT PHOTOGRAPHY

Linden at Los Angeles Fashion Council



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Lubov Tumanova at Project Ethos at Art Hearts Fashion



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Tumbler & Topsy at Art Hearts Fashion



JEFF LINNETT PHOTOGRAPHY

Liberty Garden at Project Ethos at Art Hearts Fashion



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LOS ANGELES FASHION WEEK

Braulia Avina at Los Angeles Fashion Council



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Consort 62 at Art Hearts Fashion



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Nathanaelle Couture at Project Ethos at Art Hearts Fashion



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House of Byfield at Art Hearts Fashion



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Mister Triple X at Art Hearts Fashion



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Millions & Millions at Project Ethos at Art Hearts Fashion



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Michael Ngo at Los Angeles Fashion Council



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Stella Proseyn at Los Angeles Fashion Council



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Artistix Jeans at Art Hearts Fashion



JEFF LINNETT PHOTOGRAPHY

LA Market *Continued from page 5*

counts and find a few new ones. “We’re here for new stores that pop up and wrapping things up,” he said. “Some stores want to review their notes from Vegas and place their orders.”

Steady at D&A

At the **Sol Angeles** booth at Designers and Agents, account executive Kevin Mobley was particularly busy on the first two days of the three-day show.

“It was definitely appointment-driven,” he said. “We had some walk-ins and opened some new accounts.”

For the Los Angeles-based knits brand, this was the third stop on a trade-show schedule that included New York and Las Vegas.

“That’s the thing about LA market. We get to see the accounts we missed [at the other shows], he said, adding that in addition to stores such as Shopbop and **Scoop**, he saw retailers from California, Oregon, Colorado, Minnesota, Michigan and Washington.

This season, Sol Angeles introduced some new fabrications, including a luxe French terry and a Modal sherpa.

Kim White, designer of Los Angeles-based **Kim White** handbags and belts, described the market as “not great but not awful.”



FOCUSED BUYERS: Although exhibitors at the Designers and Agents trade show at The New Mart reported seeing many California retailers, they also saw buyers from other states, including Texas, Hawaii and Florida.

White said she primarily saw California buyers but also retailers from Hawaii; Nashville, Tenn.; Portland, Ore.; and Dallas. This season, White said, more retailers were taking notes rather than writing orders.

“I usually book,” she said, but added that retailers typically place accessories orders last.

“They’re not going to get their belts before they get their dresses,” she said.

This was the second season at D&A for Los Angeles-based scarf designer Bryan Emerson. This season, Emerson launched a collaboration with Karlee Parrish of **Parrish Workroom**. Parrish was showing hand-stenciled and printed pieces, including a long skirt with a fold-over waistband and a slouchy pair of harem pants.

“It hasn’t been terribly busy but really steady,” Emerson said, adding that she opened a store in the Virgin Islands thanks to an order placed by a buying office that specializes in resort retailers. Emerson had first met the buyer two years ago at the Brand Assembly show but landed the first order at D&A.

Marilyn Portanova was showing the recently relaunched **Mona Thalheimer** shirt collection at D&A. Portanova said she landed some good stores in Laguna Beach, Calif.; Washington state; and Florida.

“Now I’ll go after the smaller stores that I have a relationship with,” she said. But I have limited time. Already, a lot of my stores are bought out. There used to be more time between the shows. The window is get-

ting smaller and smaller.”

According to organizers, traffic at D&A doubled on the first day over last year. But co-founder Ed Mandelbaum noted that last March, D&A was testing a Sunday opening day before deciding to shift back to a Monday-through-Wednesday format. Still, traffic was slightly ahead of the number from two years ago, when D&A was on its original Monday-through-Wednesday schedule.

Mandelbaum said he was feeling positive because of the increased traffic and was anticipating a greater turnout from European and Japanese buyers as the denim market rebounds.

“We’ve had some international [buyers], but it used to be a lot more,” he said. “Denim goes through peaks and valleys, and I feel like we’re on the cusp of it gaining again. When denim gets hot, it’s not just denim [all categories do well], and Europe and Japan flock to that.”

CMC launches Shape

With the athleisure clothing category hitting its stride, a new show highlighting that segment was launched by the California Market Center to coincide with Los Angeles Fashion Market.

The new **Shape** show invaded the CMC’s 13th-floor penthouse with some 30 exhibitors.

Most of the vendors were glad to have a



ARTISANAL: Drop City, the small independent marketplace at Henry Duarte’s studio, drew upscale retailers looking for higher-end, artisanal merchandise.

show they could call their own that concentrated on yogawear, athletic pants, tops and accessories to go with them.

A lot of the buyers were from either yoga studios, yogawear shops or athleticwear boutiques.

Jin Ryee of **Aimee M** was surrounded by walls of patterned leggings that come in 120 different designs created with sublimation printing. All the fabric comes from Taiwan, but the garments are cut and sewn in Los Angeles and wholesale for \$34.

Ryee was seeing buyers from mostly gyms, yogawear stores and athleticwear shops. While traffic wasn’t super busy, he was realistic about how much business would be done at a new show. “This is the first show, so you can’t expect too much,” he said as a yoga-studio owner wandered by and took note of the unicorn print on one pair of pants as well as other designs.

One buyer from a contemporary store in Boulder, Colo., Ryee said, noted she was interested in the printed leggings to pair with some regular sweaters and tops. “It’s not a legging legging these days but a part of fashion,” Ryee said.

Megan Lengyel, owner and chief executive of **SQN Sport**, was contacted by the CMC about the new show, which interested her. So she flew down from her office in Sun Valley, Idaho, where she also has a store. She is just branching out into the wholesale market after concentrating on online sales and her own retail sales.

She was getting a good response to her women’s luxury activewear line, which



EN PLEIN AIR: TLC & You from Orange County offers an array of beach-centric accessories, hats and purses that are made in Indonesia.

incorporates fabric made in Los Angeles. Her collection includes leggings, fleece ponchos, viscose T-shirts and coverups that wholesale for \$21 to \$40. In the first two days of the show, Lengyel said, she had seen about 20 buyers from all over the country. “I have met good people so far,” she said on the second day of the show.

Last year, **L’Etoile Sport** exhibited at the **Select** show, located in the Fashion Theater in the CMC building. But that wasn’t the right fit for the company, so the New York-based venture decided to try out the new Shape show to display its mostly contemporary tennis and golfwear. For Fall/Winter 2015, the company is expanding into athleisure.



BRISK START: At the Brand Assembly show, many exhibitors reported a busy opening day.

Lindzi Ebernik and Sophie Castor, who represent the line, said buyers perusing the show were interested in the skirts and tank tops the company manufactures in New York. Resort shops were looking for cute athletic dresses. The median wholesale price point for L’Etoile items is \$65, but the V-neck flapper tennis dresses go for \$165.

Curated mix at Coeur

Accessories, apparel and home décor brands showing at Coeur during its March 16–18 run on the top floor of the Cooper Design Space were pleased with the turnout.

“Overall, the show has been very positive,” said first-time exhibitor Lynn Rosetti, owner of the **#8 New York** showroom. “The mix of brands is excellent. [And] I’ve done every show known to man over the years.”

Rosetti was showing several handbag lines, including her own **Oliveve** line, as well as **Hare + Hart** and **Marie Turnor** and several jewelry lines, including **Poupette** and **Vanessa Lianne**.

Because it was her first time at the show, Rosetti set a moderate goal for orders to land at Coeur.

“We definitely surpassed it,” she said, adding that she saw buyers from **J Crew** and **The Dreslyn**.

This was the second time at Coeur for Davey Napoli, senior director of sales for Miami-based accessories line **Mainsai**. The collection, which launched in 2009 as a men’s line, has expanded to include unisex pieces as well as a women’s collection, which bowed for Spring 2015.



CURATED MIX: In addition to accessories collections, the Coeur trade show at the Cooper Design Space also featured apparel, home and lifestyle brands.

With core wholesale prices ranging from \$25 to \$95, Mainsai’s men’s collection is carried at Neiman Marcus, Saks Fifth Avenue, Bergdorf Goodman and Nordstrom, and the women’s line is carried at Barneys and Intermix.

Napoli, who only showed the Mainsai women’s line at Coeur, said the turnout at Coeur was predominantly from West Coast retailers.

“It is more California than elsewhere, but we saw a couple of Midwest accounts and a couple of European [stores],” he said.

In recent seasons, Coeur has expanded from its focus on accessories collections—including jewelry, handbags and footwear—to also include home décor and lifestyle lines.

Designer Anita Arze was showing her eponymous line of sweater knits for the first time at Coeur.

“It’s beautifully curated show,” she said. “The lines feel special. I’ve seen a few really good stores.”

Designer Pegah Anvarian was at Coeur to launch her new collection, **Prose & Poetry**. Anvarian,

who relocated from Los Angeles to New York, decided to launch at Coeur because show organizers Henri Myers and Lisa Elliot represented her former **Pegah Anvarian** collection.

Anvarian said she saw several retailers at Coeur, including **Des Kohan**.

Steadily busy at Brand Assembly

Exhibitors at the March 16–18 run of the Brand Assembly show on the top floor of the Cooper Design Space said business started strong and remained busy throughout the three days of the show.

“This is busier than any third day I’ve had in over two years,” said show organizer Hilary France.

It was the same at the **Monrow** booth, where appointments were booked on all three days.

“I wish it was a four-day show instead of three,” said Ashley Sarbinoff, a representative for the Los Angeles-based collection. Sarbinoff said she saw retailers from all over the United States but not as many international buyers as she typically sees at Brand Assembly.

“We usually get Japan here,” she said. “But we just signed with a Japanese distributor.”

This season, several collections were new exhibitors to the show, including Los Angeles-based **Calvin Rucker**.

“I love the atmosphere,” said co-founder Joie Rucker. “It’s clean and open and relaxed for everybody, not just us but the buyers also.”

LA Market *Continued from previous page*

Rucker said she saw buyers from Texas, Colorado, Seattle and New York at the show.

Peter Russell, Calvin Rucker's vice president of sales, said the second day of the show was the busiest of the three.

"Yesterday was nonstop," he said on the last day of the show.

Designer Mila Hermanovski returned to Brand Assembly after skipping a season. Hermanovski was at the trade show a week after showing her eponymous collection on the runway at the Los Angeles Fashion Collective during Los Angeles Fashion Week.

This season, Hermanovski's booth was tucked into a back corner of the show floor, which impacted her business.

"I really rely heavily on walk-ins," she said. "I've opened great accounts in the past at this show." Hermanovski said that at a past Brand Assembly show where she was more centrally located, she landed an order from Holt Renfrew.

"It's all about the placement," she said.

Getting Selective

The majority of the 35 companies at the Select show in CMC's Fashion Theater were accessories companies, but there were more clothing labels this season than in the past.

Taking part in the show for the first time was **Rock 'N Karma**, a Canadian company owned by sisters Naomi and Devorah Shapiro. They had only signed up for the show a week before it started after being contacted by the CMC to participate. They had never done a West Coast trade show before, concentrating on the East Coast, where they recently attended **Coterie** and **Stitch**.

Their line of women's contemporary wear is heavy in stylish black dresses, pants and tops, but some very stylish and artful prints and accents made the line stand out. "The show has been quiet, but the people we have seen walk by have given us a good response. They were happy to see something new," Naomi Shapiro said.

A more local company at the show was **TLC & You**, which makes accessories such as handbags, wallets, scarves, sarongs and jewelry that is designed in Laguna Hills, Calif., and produced in Indonesia. The line has a very walk-in-the-sand feel to it. The label has been at the show at least four times now, said Taylor Cole of the company's marketing department.

She said most of the buyers stopping by her booth had been specialty stores looking for accessories and dresses as well as sarongs, sunhats and jewelry.

Drop City

The intimate and independent designer showcase at Henry Duarte's studio on Los Angeles Street finally got an official name this season: **Drop City**, in homage to the 1960s hippie commune of the same name.

The designer showcase, which ran March 16-19, featured several returning exhibitors, including jewelry and accessories designers Beth Orduña; Danielle Welmond; Jaga Buyan, designer of the **Jaga** and **Duuya** collections; footwear and accessories designer Calleen Cordero; and designer Peter Cohen.

Randee St. Nicholas, designer of **RSN Boheme**, who had showed once before with the group, returned to show her latest collection.

St. Nicholas said she met with some of her exist-

ing clients as well as a few buyers she hadn't met before. "They like the idea that it's just a few designers," St. Nicholas said. "They can take time and focus."

Heidi Richardson, who represents designer Peter Cohen, said she also met with existing customers and potential new ones.

"They're coming to see the people here. They're not just walking through. And they stay," she said.

This was the first time Jane Boone and Sydney Curtis joined the showcase. The two designers have been collaborating on their lines. Boone designs a collection of romantic, feminine pieces under the name Jane Boone, and Curtis designs a collection of jewelry under the name **Aireheart by Sydney**.

Boone described Drop City as "very insider, hipster, cool." Curtis praised the atmosphere of the event and mix of designers.

"It's not a cubicle, and it's all designers here," she said. "The buyers want to meet with the designers."

Designers can best explain the creative process behind the collection to the retailers, Curtis said. "I put my heart and soul into making [my line]. I want them to be in love with it when they buy it."

One of the new exhibitors was Yasmine Staub, who was introducing her first collection of handworked scarves under the name **Y&D**. Made from cashmere, merino wool and silk, the scarves are wholesale priced from \$125 up to \$220 for the larger styles.

Orduña said Drop City is turning into a boutique showroom, which they plan to host four times per year. On the second day of the four-day event, the designers were scattered around the space, working with customers and finalizing orders. Orduña decline to name which retailers dropped by, saying, "Part of the attraction for the buyers is they have a hidden gem. We've got to keep some mystery." ●

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SAMPLE MAKER AND A CUTTER

Dynamic and leading apparel manufacturing company in Vernon looking for an experienced Sample Maker and a Cutter. Please contact Saem in Design Team. Tel: 213-741-1388

TECHNICAL DESIGNER

Min 5 years exp. Knowledge Flat Pattern, Photoshop, Illustrator, Excel. Create tech packs for overseas & domestic vendors, specs garments. andrew@andrewchristian.com

Jobs Available

Jobs Available

Jobs Available



In Cardena, California is a leader in the market of premium fashion t-shirts. We are committed to the highest standards in every aspect of our business. From Manufacturing to Customer Service to Shipping. Our greatest asset is our employees and our employees are equally committed to the Next Level Apparel mission which is delivering top quality product, outstanding value and great service.

**To meet the staffing needs resulting from our exceptional growth
NEXT LEVEL APPAREL is seeking experienced professionals in the following positions:**

QUALITY MANAGER	LOGISTICS MANAGER	PLANNING MANAGER	PRODUCTION MANAGER
<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES The Quality Manager oversees the quality department, manages the quality team domestic and global. Will review, recommend and implement strategies and actions to improve key quality performance metrics. Will manage and integrate quality systems through-out the supply chain. Manages customer and vendor compliance and certifications.</p> <p>QUALIFICATIONS Bachelor's Degree, Master preferred. Minimum 5 years' experience in Quality management in the consumer goods industry, textile and apparel industries preferred. Proficient in MS Office.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES The Logistics Manager oversees Distribution, Warehouse and Shipping. Will source, recommend and implement logistics cost effective strategies.</p> <p>QUALIFICATIONS Bachelor's Degree. Minimum 5 years' experience in logistics management including domestic and global. Proficient in MS Office.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES Responsible for managing the planning department and oversees scheduling of production locally and internationally. Will plan according to sales forecast, monitor trends and analyze statistical data based on our industry and product sold.</p> <p>QUALIFICATIONS Bachelor's Degree, Master preferred. Minimum 5 years' experience in Planning management in the textile and apparel industries preferred. Must be Proficient in MS Office, main concentration Excel.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES Responsible for Managing and directing production activities within the organization and at 3rd party vendors. Plan, organize and control production to ensure that goods are produced efficiently, on time, within budget, to standard, and within the strategy of the Company.</p> <p>QUALIFICATIONS Minimum Bachelor's degree in relative field, Master degree preferred, Knit Apparel Production Exp., Excellent computer skills.</p>
PLANNERS	CUSTOMER SERVICE REP	FABRIC TECHNOLOGIST	FABRIC QUALITY INSPECTOR
<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES Responsible for a product line, will monitor inventory use level in comparison to sales forecast, trends and statistical analysis. Will manage the workflow from raw material to garment delivery.</p> <p>QUALIFICATIONS Bachelor's Degree, Minimum 5 years' experience in Planning administration in the textile and apparel industries preferred. Must be analytical, proficient in MS Office, main concentration Excel.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES Handle all incoming calls and emails from customers with utmost politeness and professionalism. Ensuring orders are processed and shipped according to customer requirements. Monitor backlog for product needed and follow-up. Researches and professionally responds to customer inquiries via phone, mail and/or e-mail.</p> <p>QUALIFICATIONS Bachelor's Degree preferred, minimum 5 years' Customer Service experience. Apparel industries experience, Excellent typing and computer skills. Full Circle experience a plus. Bilingual English-Spanish helpful.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES Responsible for fabric development, fabric quality, specifications and costing.</p> <p>QUALIFICATIONS Experience in knitted fabrics with the following specialties: circular knitting, mainly cotton and cotton blends. Dyeing and finishing of high quality circular knit fabrics and knitting yarns. Relevant education preferred.</p>	<p>SUMMARY OF PRIMARY JOB RESPONSIBILITIES The Fabric Quality Inspector will be responsible for fabric quality.</p> <p>QUALIFICATIONS Bachelor's Degree pref., min. 5 years' Quality inspection in textile and apparel industries pref., experience in analytical and statistical tools and metrics, proficient in MS Office, Excel required.</p>

We offer a competitive compensation and benefits package. If you are interested and would like to apply, please send resumes with salary history to resumes@nextlevelapparel.com (WORD or PDF format only)

Please include position title in the email subject.
ECE
No phone calls please.

Join the Next Level Apparel team



ASSISTANT DESIGNER

Assisting Head Designer for design, trim & fabric sourcing for the junior/young missy market for an LA Import Garment Manufacturer. Minimum 2 years experience. Good computer & graphic skills on Photoshop. E-mail Resume: sammy@majorapparelgroup.com

SINGLE NEEDLE SEWING CONTRACTORS

Karen Kane is looking for single needle sewing contractors for better sportswear, tops, dresses and jackets. Must have valid garment registration & proof of WC insurance. Contact the production manager at: (323) 588-0000 ext. 1122.

SENIOR CUSTOMER SERV REP

Burbank Garment mfrg /importer needs Senior Customer Serv rep with at least 10 yrs exp in garment industry with majors - TGT, JCP, Sam's, Macys, Kohls, etc. Liaison with EDI and Sales Depts. Ability to multi-task in fast paced co. Send resumes to: hr@vestigroupinc.com

NEXT LEVEL APPAREL IMPORT/EXPORT COORDINATOR

The import/export coordinator will coordinate and oversee the services provided by contracted Customs Brokers, Freight Forwarders, and Truckers. Bachelor's Degree or equivalent preferred, 5 years exp., computer skills, Spanish a plus. Send resumes with salary history: resumes@nextlevelapparel.com

NEXT LEVEL APPAREL PRE-PRODUCTION COORDINATOR

Experience in samples department - all phases - from start to finish. Fabric sourcing. Extremely organized. Bachelor's Degree or equivalent preferred, 5 years exp. in textile and apparel industry, proficient computer skills, MS Office, Spanish a plus. Send resumes with salary history: resumes@nextlevelapparel.com

NEXT LEVEL APPAREL EXECUTIVE ADMINISTRATIVE ASSISTANT

Responsible for handling administrative function for CEO and COO on a daily basis. Requires personal errands as well. Bachelor's Degree or equivalent preferred, 5 years' exp. in textile and apparel industry, excellent computer skills, MS Office, customer service background and Spanish a plus. Send resumes with salary history: resumes@nextlevelapparel.com

NEXT LEVEL APPAREL CONVERTING COORDINATOR AND SCHEDULER

Experience with fabric conversion from yarn to finished fabric, yarn knowledge and sourcing, familiar with knit, dying and printing, mills and inventory control. Bachelor's Degree or equivalent preferred, 5 years exp., excellent computer skills, MS Office, Spanish a plus. Send resumes with salary history: resumes@nextlevelapparel.com

DESIGNER

Seeking a talented designer for a Junior & Young Missy knit & woven tops company. Must have at least 5 years experience and work well in a team environment. Please submit resumes to: designhr93@gmail.com

UPDATED MISSY/JUNIOR DESIGNERS

Responsibilities: Design & develop commercial & production friendly styles while meeting price points & customer needs. Collaborate with merchandiser to develop design strategies & work independently to develop products from Start to finish. Research and identify market trends on style, silhouette, fit & color, source fabrics & trims. Multi-task in a fast-paced environment & meet deadlines. Proficient in Illustrator and Photoshop. Please email resume to: rose@bboston.com

TECHNICAL DESIGNER

Contemporary tops/dresses co. in Commerce seeks: Technical Designer. Min. 5 yrs exp. in import production. Pattern making a must. Knowledge in tech pack, spec, garments and private label. Able to write fit comments with photoshop. Proficient in Word & Excel. Please send resume to Uniquestylehr@gmail.com.

Real Estate

GARMENT BUILDINGS

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

SPACE FOR LEASE

* In newly renovated Anjac Fashion Buildings in the heart of Downtown Fashion District. * Industrial, retail and office space also available throughout the San Fernando Valley. * Retail and office space also available just south of Downtown. 213-626-5321 or email info@anjac.net

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