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LOS ANGELES FASHION WEEK RUNWAY WRAP

Los Angeles Fashion Week wrapped up its two-week run with the Style Fashion Week shows at The Reef in downtown Los Angeles. For highlights from the events, see pages 6–7.

Ashton Michael

Is the Retail Exclusive Disappearing—or Is It Changing?

By Andrew Asch *Retail Editor*

E-commerce can bring out the worst in some shoppers, said Sandy Lew-Hailer, owner of the Seattle boutique **Sandylew**.

A woman once came into her store and demanded a discount on an item. “I can get this for \$15 less online,” Lew-Hailer remembers the woman saying. Lew-Hailer didn’t attempt to match the price. She didn’t attempt to make a sale. Rather, in a market of increasingly blurred retail boundaries, she demands that e-commerce and bricks-and-mortar retail remain separate.

If a brand sells its products online, she won’t stock them in her fashion boutique. “I can’t compete with them,” she said of labels that do direct sales or sell their goods on their own branded e-commerce site.

The issue of brands selling goods online has been brewing for years and has given some boutique retailers pain.

➔ **E-commerce** page 4

Dov Charney Seeking \$40 Million in Wrongful-Termination Complaint Against American Apparel

By Deborah Belgum *Senior Editor*

Three months after Dov Charney was dismissed from American Apparel as its chief executive officer, the founder of the Los Angeles clothing company is seeking \$40 million in damages stemming from his termination.

Charney was temporarily suspended from his executive post in June while a special committee investigated allegations of financial misconduct and violations of company policies.

At the end of December, after spending nearly \$4 million on the investigation, American Apparel’s board of directors terminated Charney as the CEO and ended its relationship with him as a paid consultant.

“There was never any basis to terminate Mr. Charney,”

➔ **American Apparel** page 8

INSIDE

Where fashion gets down to businessSM



3



9

C+C California sale ... p. 2

Swarovski trends ... p. 5

Denim Resource ... p. 8

Education in Focus ... p. 8

Denim: Matiere ... p. 9

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C&C California Sold to Los Angeles Licensing Company

Seven years ago, **Perry Ellis International** bought a hot property called **C&C California**, which started out as a Los Angeles T-shirt label for women and then expanded into other categories.

Perry Ellis recently announced it sold C&C California's intellectual-property rights and trademark to Los Angeles licensing company **ACH C&C Inc.**, a newly created venture by members of **ACI Licensing**, a Los Angeles licensing agency for personality chefs, TV programs and brands. This is the company's first foray into buying an apparel trademark.

Perry Ellis—the Miami-based company that owns a stable of labels such as **Original Penguin by Munsingwear**, **Jantzen**, **Laundry by Shelli Segal**, **Cubavera** and **Rafaela**—said the deal closed on March 20.

Perry Ellis is filling deliveries through June 30. Terms of the agreement were not released.

"The sale of the iconic C&C California brand marks another step in our effort to ensure that assets within the Perry Ellis International portfolio are core to our strategy and are able to generate enhanced shareholder value," said Oscar Feldenkreis, Perry Ellis' president and chief operating officer. "This decision to sell C&C reflects the company's focus and commitment to drive the proficiency of our core business and advances our strategy of focusing on larger, higher-margin brands and businesses that accelerate our growth and drive profitability."

Andrew Cohan, a managing partner with ACH C&C, noted that C&C California was founded with the vision of creating the ultimate favorite T-shirt. He said the company will retain those vintage-inspired, soft buttery fabrics that emphasize comfort and subtle de-

tail.

"We feel the brand has a tremendous upside," Cohan said in a telephone interview. "We thought if we could show it a little more love, focus on it and instill that California heritage behind it, there would be a lot of potential to it."

ACH C&C has hired an undisclosed Los Angeles manufacturer that sources around the world to design and manufacture the label. The initial season for Spring 2016 will concentrate on women's contemporary styles.

Soon after launching the women's collection, the company will branch out to girls' apparel. "We are also looking into other categories such as shoes, intimates and sleepwear to round out the brand to an overall lifestyle brand," Cohan said, adding that the athleisure category is a natural extension.

The new owners plan to try to keep C&C California in stores that traditionally sold the label, such as **Nordstrom**, **Bloomingdale's** and higher-end specialty boutiques.

C&C California is a company that has changed hands a few times ever since it was founded in 2002 by actress Claire Stansfield and retailer Cheyann Benedict. The two, who had little apparel experience, came across a magic formula that mixed soft cotton fabrics with vivid colors that soon became a hit after the T-shirts were mentioned by Oprah Winfrey on her TV show as part of her favorite-things selection.

In 2005, the company was sold for \$28 million plus additional payments based on net sales to **Liz Claiborne Inc.**, which turned around and sold it three years later to Perry Ellis when Liz Claiborne was shedding many of the labels it had acquired over the years.—*Deborah Belgium*

Revolve Acquires Alliance Apparel Group

Internet clothier **Revolve** recently announced that it has acquired **Alliance Apparel Group**, headquartered in downtown Los Angeles.

Alliance manufactures women's contemporary brands **Lovers + Friends**, **Tularosa** and **NBD**. Revolve, headquartered in Cerritos, Calif., acquired Alliance for an undisclosed amount.

Michael Mente, Revolve's co-founder and co-chief executive officer, said his company would increase Alliance's funding to help the contemporary clothing company expand as a wholesaler of multiple fashion brands. For 2015, Alliance is expected to have sales of about \$18 million. "This spring, Alliance

is scheduled to introduce the footwear line **Raye**," Mente said. The line will have 30 styles.

Alliance co-founders Mitch Moseley and Raissa Gerona will continue to helm Alliance from the company's offices in downtown Los Angeles.

Alliance's brands are sold at 400 retailers around the world, including at Revolve, which has carried the Lovers + Friends brand since it was started in 2011.

Revolve launched in 2003 and currently sells a wide variety of brands, ranging from **BCBGMaxAzria** to **Paige Denim**, **Alice + Olivia**, **Diane von Furstenberg** and **Free People**.—*Andrew Asch*

Simon Makes 'Best and Final' Offer for Macerich

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

The rejection was followed by another offer from Simon on March 20. The Indianapolis-headquartered company called it a "best and final" offer. It was to acquire all of the outstanding shares of Macerich for \$95.50 per share in cash and Simon shares. The total value of the proposed transaction was approximately \$23.2 billion, according to a Simon company statement; the stated amount included the assumption of approximately \$6.4 billion of Macerich debt outstanding.

Macerich Chairman Arthur Coppola said that Simon's previous 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 25, Macerich's stock closed at \$87.02.

In a statement, Coppola noted that his company sold its 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.—*A.A.*

RETAIL NOTES

Abbot Kinney Beach House Opens

Single-brand boutiques increasingly dominate high-profile shopping street Abbot Kinney Boulevard in Los Angeles, but one of the newest boutiques on the street, **Abbot Kinney Beach House**, is a multi-brand shop.

Painted blue, white and yellow, Abbot Kinney Beach House was intended to be a store to equip people for a vacation to a beach destination, said Stephen Soller, a co-owner in the venture.

"Once a year, go someplace you've never been before," Soller said. The quote is part of the Dalai Lama's "Instructions for Life," which was published by the **Dalai Lama Center for Peace and Education**, based in Vancouver, Canada. Last year, Soller saw the quote emblazoned on a suitcase, and it gave him some inspiration for the boutique.


Abbot Kinney Beach House opened on Valentine's Day at 1043 Abbot Kinney Blvd. in a 2,000-square-foot space that formerly served as a private residence. It sells everything from luggage from **Globe-Trotter**, a U.K. brand that is more than 100 years old, to toothpaste from **Marvis**, a boutique label with a wide range of apparel. There are vintage dresses refurbished by U.K. brand **Place Nationale**, women's tees by the **Only Hearts** label, **Monrow**, **Dolan**, **Sol Los Angeles**, cotton dresses from Ethiopian-brand **Lemlem** and coverups by store brand **Beach House** as well as men's swim trunks from brands such as **Frescobal Carioca**, headquartered in Brazil; **The Rocks Push**, based in Sydney; and **Original Paperbacks**, a Los Angeles-area brand.



Soller wanted to stock swim brands that locals and tourists may not have heard of, which is one reason why Abbot Kinney Beach House did not carry boardshorts from high-profile Southern California brands when it opened. He estimated that 50 percent of the people visiting the shop are tourists from around the United States and overseas.

Those visiting the store will cross a foyer bearing colorful tiles made in Nicaragua; see ceiling fans from Italian company **Boffi**, Murano glass chandeliers and cabana-like dressing rooms; and pass by antique furniture and shelving that came from shutters of beach homes.

The store was intended to communicate a European sense of travel and beach culture. "We wanted to go with the original vision of Abbot Kinney (the developer who built the Venice neighborhood in 1905) and bring the feel of Europe and Italy to our beach community," Soller said.—*A.A.*



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Expanded Business at Atlanta's March Apparel Market

By Ruksana Hussain *Contributing Writer*

ATLANTA—The **March Apparel Market** returned to the **Americasmart** with an expanded temporary exhibitor section and an earlier schedule. “The temporary market was 20 percent larger than April 2014, and 20 percent of all temporary exhibitors were new to the market,” said Americasmart Media Relations Manager Chelsea Peabody.

The March 19–23 show was held a few days earlier this year to facilitate sellers and buyers meeting sooner to access seasonal lines. Also this season, the Americasmart opened a new buyer's lounge and hosted **Daily Struts**, a runway event showcasing some of the best of Fall/Winter 2015 fashions. Whitney Port added to the celebrity quotient and shared her top picks from market. The TV personality, fashion designer and author also showcased her 6-year-old contemporary line, **Whitney Eve**, featuring a variety of custom print patterns on dresses, rompers and accessories. The market included the **Lines** fashion show, featuring Fall/Winter 2015 looks from across the market, including a Game Day-inspired collection.

April Hope of the **April Daze** boutique in Stuart, Fla., said she has been coming to Atlanta market for 15 years to source apparel for her two boutiques.

Amanda Rogers, with the **Molly Malones** boutiques in North Carolina, was upbeat about the offering at market.

“I am shopping for spring accessories, scarves and stockings,” she said.

New exhibitors

Many boutique owners shopping the show knew exactly what they had in mind as far as purchases for the season, and many were targeting new exhibitors they had discovered. Maci Phillips of the **Pink Cactus**, a boutique in Lebanon, Tenn., which sells young contemporary clothing for 16- to 24-year-olds, was shopping for neons and floral patterns. “I have always come to this show,” said Phillips, who said her 3-year-old store is on track to double its sales this year. Equally enthusiastic were business owners Joan Matkins and Rená Latimer from **JRená Accessories** in Charlotte, N.C., who were busy reviewing new lines close to the end of the day Friday. “We are excited to see new exhibitors,” Matkins said. “We are shopping for jewelry, dressy hats and handbags—even apparel for our two boutiques. Business has been great.”

Designer and co-founder of **Lily Dilly Designs** Tina Dillingham was an apparel-market newbie. “I have done the gift show [three times] but doing the apparel show for the first time to grow my business and sell to a different market of buy-

ers,” she said. Her Spring line featured reversible cuff bracelets made with fabric. “We have had many good conversations and hope three out of five will translate to a sale,” she said.

Tummy Trimmer Denim, a premium-denim brand based in Salt Lake City and made in the USA, was one of the new lines showcased in the Daily Strut. “We have done well with our other company, **Lilac Clothing**, so we decided to come to market with this new niche line,” said company representative Becca Taylor.

Strong sales

Katherine Way Collections, based in Jacksonville Beach, Fla., was showing a collection of lively colors and patterns.

“Average orders are up 8 percent to 10 percent over last year,” said owner Katherine Way. “The market is better, and there are more boutiques now. There is increased consumer spending and planned buying—reorders for Spring, orders for Fall and Game Day—my dresses sell fast!”



Monoreno

Another show regular was Kristin Oplinger of Los Angeles-based **YMI Jeans**. “We have been here three years and in all five markets. My booth has grown over time from a 10-by-10 to a much bigger size, and business has doubled.” She was busy writing orders for Fall, Spring and Back-to-School. The only drawback for Oplinger was the earlier date, which she said affected traffic.

Blush Noir's Bernard Chung agreed that traffic seemed slightly slower. “This is our second time, and we are seeing lesser traffic than last season,” he said. “This is too close to the last market [in January]. It is usually held in April.” Still, he was optimistic that orders would rise over the weekend.



The Lines fashion show



Comme Toi



Lily Dilly's Spring line featured reversible fabric cuff bracelets.

At the booth for Los Angeles-based young contemporary line, **Monoreno**, business picked up toward the end of the second day of market.

“The market is slow compared to the last one with the dates being so close,” said James Paik, Monoreno's regional sales and account manager. “But orders are being placed—especially for Spring and Summer Immediates. People know our products, so our tunics are selling fast.” ●

SPOT CHECK

Canvas Woman Gives New Home to Sexy Tomboy

Malibu fashion has seen chic bohemian, surfer girl and premium-denim looks, but the profile of the sexy tomboy is rising, said Jacqueline “Jac” Forbes, co-owner of **Canvas Woman**, a boutique that opened recently at the **Malibu Country Mart** retail center in the exclusive coastal enclave of Malibu, Calif.

“It has masculine elements, but it has a full, feminine feel,” she said of the sexy tomboy look. On Black Friday 2014, Forbes and her husband and business partner, Arlington Forbes, opened Canvas Woman in a 640-square-foot space that formerly housed a location for a **Henry Beguelin** boutique.

Canvas Woman is located across a courtyard from **Canvas**, its brother store. The Forbeses have been curating the sexy tomboy look at Canvas, a high-end men's boutique, for nine years. A section of the two-story Canvas was formerly devoted to the tomboy look, which is inspired by menswear but tailored for a woman. The Forbeses opened Canvas Woman to give full expression to the look as well as a timeless, classic style.

Popular items sold at Canvas Woman include shirts by **Nili Lotan**. Shirts from the New York-headquartered brand



OWNER/MODEL: Jacqueline “Jac” Forbes, co-owner of Canvas Woman, models a shirt by Nili Lotan, one of the best-selling items at Canvas Woman.



FOR WOMEN: After running men's boutique Canvas for nine years, Jacqueline “Jac” and Arlington Forbes opened Canvas Woman, pictured above.

detail for \$215 at Canvas Woman. Arlington Forbes said that the shirts' fabric is very soft and it offers a tailored fit. It could be dressed up for going out or be worn casually.

Another popular item is the “Pedal Star” jeans by the **Closed** label, which retail for \$285. Like the Nili Lotan

shirts, the jeans have a soft, well-worn feeling. At Canvas, the Forbeses are building an in-house brand for men's styles, named **Canvas . Malibu**. Eventually, they also hope to make women's looks for the Canvas . Malibu brand.

Canvas Woman showcases pieces from women artists from the Los Angeles area. Also in the store are limited-edition surfboards bearing Andy Warhol art and poster-sized portraits of music stars such as Bob Marley, Debbie Harry and Mick Jagger. All were photographed by Allan Tanenbaum, a photographer who gained notoriety for capturing images of the emerging music scenes of New York City of the 1970s. The gallery-style

boutique also features flowers arranged by Jac Forbes. Typically on the shop's sound system are classic Brazilian pop and Bossa Nova, some of Jac's favorite music.

“It is important to offer something more than a shopping experience,” she said. “Canvas has made a cultural experience that starts conversations.”—Andrew Asch

E-commerce *Continued from page 1*

Liza Zagha believes that she lost business at her **Liza Z** boutique because some of the brands she carried also sold their goods online. “It made me wonder, ‘Why do you have to play both sides of the fence? What edge are you going to give us?’” Zagha said of brands that wholesale and also do direct sales. Zagha retired in January after 26 years of running Liza Z in Redondo Beach, Calif.

But since e-commerce has become an increasingly conventional way of doing business, different boutiques, retailers and manufacturers have found different ways to balance the conflicting demands of e-commerce and retailers’ needs for exclusivity.

Demanding a territorial exclusive has been a traditional part of the way retailers have done business for years. It’s still very important, said Pepper Foster, a veteran designer

and fashion entrepreneur. He aims for clarity on who can sell his brands online and which stores can sell them. His **Monkey Sport by Pepper Foster** is supposed to be online only while the brand **Chip & Pepper California** is only sold at **Belk** department stores and the company’s e-commerce site. Brands that try to sell online and compete against retail partners can get burned.

“You get an unhappy retailer, an unhappy salesperson, and then you get an unhappy customer. You kind of lose the customer,” Foster said.

But in the age of e-commerce, a territorial exclusive has less impact if a product also is being sold online. It’s also tougher to expect an exclusive in a post-recession market in which every dollar counts.

Paulina Castelli, a boutique retailer, said that there is no way to avoid competing with e-commerce.

Castelli runs a boutique retail space at 1638 Abbot Kinney Blvd. in Los Angeles’ high-profile Venice neighborhood. The space has been the address for pop-up shops and fashion boutique ventures such as **Kith NYC** and this spring will debut a new boutique concept called **Venice Heights**.

She contends that bricks-and-mortar stores often build business for labels.

But as a small-business retailer, Castelli concedes that her boutique cannot always buy the volume that a label needs to survive. E-commerce, often seen as a threat, can help the boutique and the brand stay in business for another day.

If a brand does e-commerce, it puts more money in the brand’s pockets. It may stop them from seeking to do business with department stores or major e-tailers, which can sell an item for a steep discount and wreak havoc with a small business’s bottom line.

“My goal is to keep these really amazing labels in business. They keep me in business. There is enough to go around,” Castelli said. If she misses out on some business in the short term, she believes that a label’s direct sales will eventually build a boutique’s business in the long term. The more a brand builds its reputation, the more people will eventually come into her boutique to look for the brand.

Wolf & Man is an emerging men’s brand headquartered in Whittier, Calif. Brian Chan, the director of Wolf & Man, said direct sales make up 50 percent of his brand’s business. His label looks to respect the territorial exclusivity of boutiques by giving retail partners different segments of the Wolf & Man line.

“Wolf & Man is sold in almost every block in downtown Los Angeles. Every shop has its own character, its own story, its own customers,” he said. All of these shops might carry the same brands, but if they all offer different looks from that same brand, they will have an exclusive, Chan said.

The market is changing further because of the rise of omni-channel commerce. Fashion companies are increasingly acting in the once-distinct roles of retailer, manufacturer and e-commerce vendor. **Tankfarm & Co.**, headquartered in Seal Beach, Calif., has wholesaled its men’s styles for years. However, it does e-commerce at www.tankfarmco.com. It started a burgeoning boutique division in the past few years with a flagship in Seal Beach and a Tankfarm & Co. boutique in the **Americana at Brand** retail center in Glendale, Calif. It is scheduled to open a new boutique at the upcoming **Pacific City** mixed-use development in Huntington Beach, Calif., in October.

Good relations with retailers are important to Anderson, and he keeps them by selling Tankfarm goods at a suggested price on his website. It is up to the retailer how they want to sell their Tankfarm goods. “I don’t undersell them,” Anderson said. “I make sure that there is enough margin for them. We give them a 2.5 times markup. It’s all about respect.”

Being undersold is a possible scenario that he has to face at the Tankfarm & Co. shop, which sells garments from fashion brands such as **Naked & Famous**, **Pendleton**, **Publ-ish** and **Zanerobe**.

Even if the market for retail has changed rapidly over the past decade, there is a lot of space for physical retail, according to the **California Fashion Association**, the Los Angeles-headquartered trade group.

E-commerce made up around 20 percent of the retail market, according to a survey released by the CFA in 2014. Specialty stores make up more than 25 percent of the market. A brand’s direct sales could even help out a boutique’s sales, said Ilse Metchek, CFA president.

“As a matter of fact, a presence on these sites helps the boutique retailers give validity to their merchandise,” Metchek said. ●

70
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Calendar

March 27

“Sketch Goes Tech” Symposium, presented by FGI-LA and Loyola Law School’s Fashion Law Project
Loyola Law School
Los Angeles

March 29

LA Gift & Home Market
California Market Center
Los Angeles
Through March 31

April 7

LA Majors Market
California Market Center
Los Angeles
Through April 9

LA Men’s Market
California Market Center
Los Angeles
Through April 8

Indigo
Metropolitan Pavilion
New York
Through April 8

CALA

The Denver Mart
Denver
Through April 8

April 9

Printsource New York
Metropolitan Pavilion
New York
Through April 10

“Social Media Hack” webinar by FGI-LA
online

April 11

Line & Dot Spring Sample Sale
2807 S. Santa Fe Ave.
Vernon, Calif.

April 12

Fashion Market Northern California
San Mateo Event Center
San Mateo, Calif.
Through April 14

April 15

Peru Moda Business Roundtable
Lima, Peru

Through April 17

Kingpins
Denim City
Amsterdam
Through April 16

April 19

NW Trend Show
Pacific Market Center
Seattle
Through April 21

April 24

Moda 360
The New Mart
Los Angeles
Through April 25

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on ApparelNews.net.

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

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FIDM Gala: Fashion and Design Students Take Their Creativity to the Runway

PHOTOS BY ALEX J. BERLINER/AB IMAGES



An example of a chairing style: Angela Panozzo (textile), Destiney Stiles (fashion) and Jennifer Beckley (chair).



FIDM designer Jette Kavanagh created this outfit.



A look by FIDM designer Vanessa Puccini



FIDM designer Marly Kluge's bright outfit



FIDM designer Leonides Garcia goes elegant.



Lonnie, Karen and Robert Kane



FIDM designer Luar is surrounded by his designs.

Barker Hangar at the **Santa Monica Airport** was packed with 700 people who showed up for the **Fashion Institute of Design & Merchandising's** annual **Debut** show, which tops off the academic year for its fashion, costume and interior-design students.

Attendees at the March 21 event in Santa Monica, Calif., came primarily from the fashion and textile industries. The co-chairs for the event were Lonnie and Karen Kane from women's apparel company **Karen Kane Inc.**; Maurice Marciano, chairman and chief executive of **Guess? Inc.**; and Terry Lundgren, chairman, president and chief executive of **Macy's Inc.** Marciano and Lundgren were not able to attend the event.

Other attendees included Los Angeles City Council members Jose Huizar and Curren Price and former City Council member Jan Perry, who is now the general manager of the Los Angeles Economic and Workforce Development Department.

The well-organized and designed fashion gala—which included a dinner—kicked off with a burst of well-known musicals and costume collections created for them.



Kelly Nelson with FIDM alumnus Nick Verreos



FIDM student designers Samantha Sneed and Leonides Garcia



FIDM President and CEO Toni Hohberg with former LA City Council member Jan Perry

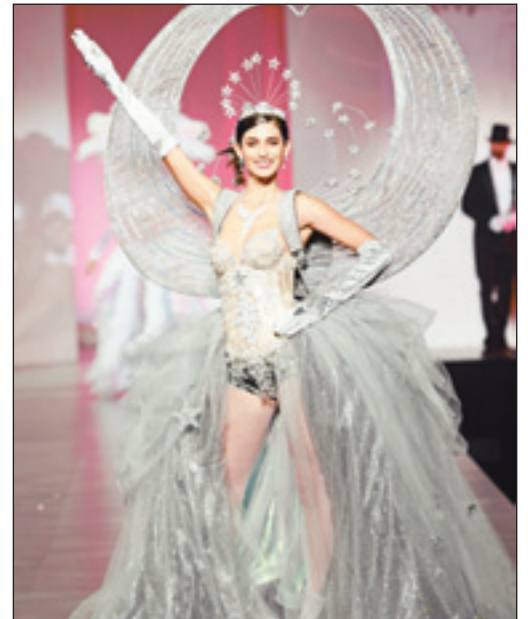
Five advanced theater costume-design students unveiled their interpretations of outfits for musicals including "Mame," "Fiddler on the Roof," "The Will Rogers Follies," "Kiss Me Kate," "Hello Dolly" and "Sister Act." The costumes ranged from rough peasant attire for "Fiddler on the Roof" to glittery dresses for "Mame."

Next up was the chairing-styles event with textile-design students creating fabrics that covered sleek chairs imagined by

interior-design students. The same fabric was also used by fashion-design students to make a dress that went with the chair. There were 10 different looks for 10 design teams with everything heavy in print details.

Se7en mill, a division of **Burlington Technologies**, printed the student textile designs, and several manufacturers created the innovative chairs.

Capping the evening were 12 stel-



FIDM costume designer Erica Rae Williams designs a piece for the movie "Follies."

lar clothing collections designed by 12 advanced fashion-design students, who showed there is a lot of talent in this school.

There were elegant frocks, bright dresses, pixyish childrenswear, edgy menswear and women's contemporary looks that all lit up the runway with innovation.—*Deborah Belgum*

Swarovski Celebrates 120th Anniversary and Spring/Summer '16 Trends in LA

To celebrate **Swarovski's** 120th anniversary, Markus Langes-Swarovski, executive board member at the Austrian crystal maker and great-great grandson of company founder Daniel Swarovski, was in Los Angeles to introduce the company's Spring/Summer '16 collection.

"Enabling creativity lives at the heart of Swarovski," Langes-Swarovski told a crowd of apparel and accessories designers and executives during the March 5 presentation at the **California Market Center**. "Without you, we would not exist."

In 1892, Daniel Swarovski invented a machine that could produce crystals in large quantities—bridging a gap, Langes-Swarovski said, between "cheap rhinestones and fine jewels"—and attracting a fashion clientele that included Coco Chanel.

"We have to reinvent ourselves over and over to cater to our mission for 120 years to enable creativity," said Langes-Swarovski, who praised the California design community.

"California is very important for us," he said. "We have our retail stores here, but also we have tremendous clients in costume design and stage dressing. And, of course, with our fashion and jewelry clients, it's a very influential market. What happens here spreads throughout the whole world."

Langes-Swarovski introduced Ralf Weinberger, Swarovski's head of design research intelligence, who introduced some of the trends and themes of the Spring/Summer '16 season, called "Between Heaven and Earth."

In general, people across the world are looking to capture



Markus Langes-Swarovski, head of professional business at Austrian crystal maker Swarovski

a sense of positivity they feel is missing in an increasingly uncertain world, Weinberger said. As a result, some are adopting symbols such as the sun sign, the Hamsa hand, the Greek cross and the Pisces symbol.

"People are starting to wear talismans to make them feel secure," Weinberger said, adding that these symbols allow us "to communicate without language. Something new is the rise

of the emoji, which is talking with symbols."

Swarovski's collection was presented in four groups: "The Blossoming of Happiness" is a classic trend featuring floral imagery, tactile details and a mix of pastel rose shades with leaf green and cornflower blue. "The Nature of Strength," a sportier group, emphasizes health and the "athleisure" trend and includes fluid and diaphanous shapes for garments and jewelry. "The Mythology of Hope" is a romantic trend group that mixes "light and ethereal" washed-out gray shades with light-blue tones and golden metallic sunshine hues. In apparel, there are Greek goddess elements such as ruching as well as veiled looks because "people need to be more anonymous," Weinberger said. "But it's less Lady Gaga and more Catherine of Wales."

"The Power of Belief" is a glamorous trend group featuring shades of gold, royal blue, dark red and iridescent green with an accent of light aquamarine. Shapes and design elements reference stained glass and mosque shapes, Weinberger said.

In accessories, that means cut-out designs that "look as if taken from stained-glass windows," he said. "Armor aspects are important because we want to protect ourselves from too much information."

Plus, designers are returning to the Golden Ratio (the mathematical formula that has been applied to art and architecture) "to create an impression of grandeur, of something divine," Weinberger said. "People do not just consume things, they consume meanings." —*Alison A. Nieder*

L.A. Runway Report

After two weeks of runway shows, installations and parties, **Los Angeles Fashion Week** concluded with the **Style Fashion Week** shows, held March 18–22 at **The Reef** in downtown Los Angeles, as well as a solo show hosted by Kithe Brewster. Over the course of Los Angeles Fashion Week, designers from across Los Angeles, as well as a national and international mix of brands, showed at Style Fashion Week; **Art Hearts Fashion**, held March 9–13 at the **Taglyan Complex** in Hollywood; **Los Angeles Fashion Council**, held March 10–11 at **Maker City L.A.** at **The Reef**; and **Concept L.A.**, held on March 7 at **Beachwood Studios** in Hollywood. Extended coverage can be found at ApparelNews.net.

Ashton Michael at Style Fashion Week



VOLKER CORELL

Boy London at Style Fashion Week



JOHN ECKMIER

Cary Santiago at Art Hearts Fashion



JEFF LINNETT

Chosen One at Style Fashion Week



JOHN ECKMIER

Courtney Allegra at Art Hearts Fashion



TROY TACKETT

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Nikki Lund at Style Fashion Week



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Hallie Sara at Art Hearts Fashion



JEFF LINNETT

Daiki Shimizu at Style Fashion Week



VOLKER CORELL

Night With Haiti showcase at Style Fashion Week



VOLKER CORELL

House of LiJon at Art Hearts Fashion



JEFF LINNETT

Nouveau Riche at Art Hearts Fashion



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Andre Soriano at Style Fashion Week



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R. Michelle at Style Fashion Week



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Jaime Elyse at Art Hearts Fashion



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American Apparel *Continued from page 1*

his attorney, Keith Fink, said in an email. “Mr. Charney rejected on multiple occasions significant monetary offers offered by the company to try and sweep his unlawful termination under the rug.”

Long-time apparel executive Paula Schneider, who headed such companies as **Speedo USA** and **Laundry by Shelli Segal**, was named as the new CEO.

Charney is seeking \$6 million in severance pay, which is based on doubling his \$833,000 annual salary plus two times his maximum annual bonus of \$1.45 million and the bonus for 2014 as if it were fully earned.

Charney is seeking \$1.3 million in accrued vacation-time pay, at least \$10 million in emotional distress and 13 million American Apparel shares tied to his performance, according to a March 19 letter provided by his attorney.

The letter also states that Charney still has “priceless art” located inside the American Apparel building on Warehouse Street in downtown Los Angeles, which has not been returned to him.

Charney’s attorney has filed an amended demand for arbitration. “The arbitration was filed on or about June 23, 2014. It was then put in ‘abeyance’ while Mr. Charney was still working for AA [American Apparel],” Fink wrote in an email. “The company has been aware of the extant termination claims since June. We just informed the arbitration association the matter should move forward.”

But American Apparel believes it will win in arbitration. “These claims are baseless, and we are confident that Dov will

lose on each and every one of these,” according to a company spokesperson, who didn’t want to be identified.

News of the arbitration demand comes as American Apparel revealed its fourth-quarter earnings results for fiscal 2014. Net loss for the quarter was \$28 million on \$153.5 million in sales compared with a net loss of \$20 million on \$169.1 million in sales for the same period in 2013.

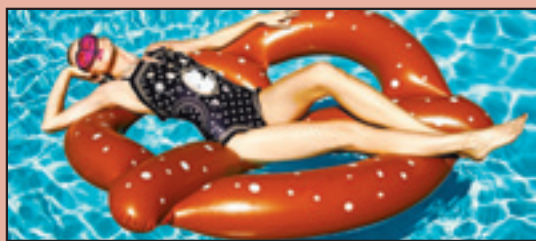
Also, at the time of the financial filing, the company revealed that the Securities and Exchange Commission is investigating events surrounding the special committee’s investigation into Charney and his subsequent dismissal.

All this legal drama comes as American Apparel fights to turn around the company that has had net losses amounting to more than \$340 million in the last five years.

The company announced it recently received a \$15 million loan from hedge fund **Standard General**—which loaned money to Charney to increase his share ownership from 27 percent of the company’s outstanding stock to 43 percent. The Standard General loan will help American Apparel make a \$14 million interest payment due in three weeks.

Charney founded American Apparel in 1998 in downtown Los Angeles. It soon became the largest apparel factory in the United States, making blank T-shirts and then expanding to all kinds of apparel categories.

The downtown location employs more than 3,000 garment workers while other divisions and the company’s 239 retail stores in 20 countries employ another 7,000 workers. ●



Woodbury University sophomore Mariam Sabha (top) and (right) another sample of student work.



FCI Fashion Merchandising Class with Instructor Laurie Hasson

Describe your student body.

Saeyoung Vu Strategic Communications Officer Woodbury University

Woodbury Fashion Design is educating an extremely diverse group of creative, hardworking, and disciplined students who love thinking with their heads and their hands. Though a fair number enter the program with little sewing or drawing experience, the amazing design collections and portfolios produced in upper levels speak to the efficacy of our curriculum. Woodbury’s strong liberal studies education produces articulate young designers who clearly express their ideas and are prepared for future leadership positions.

Joe Farrell Fashion Merchandising Chairman FCI The Fashion School

FCI’s student body is truly an eclectic mix, but the one thing all of our students have in common is that they love fashion. Our students range in age from 18 to 99, with some students entering FCI directly out of high school, while others may have already acquired bachelor’s degrees or even MBAs prior to attending FCI. We have many international students from countries including Japan, Russia, Sweden, Switzerland, China, Korea, Saudi Arabia, Mexico, Thailand, Israel, France, Brazil, Australia, South Africa, Ethiopia, Germany, Hungary, India, and Canada.

What unique experiences do you offer in your curriculum?

Woodbury University

Since many of our students are entrepreneurial, Woodbury offers a Professional Practice sequence of courses that focuses on both industry and web-based skills. Our emphasis on hands-on experience and practical industry skills offers a number of unique opportunities for fashion students, including a wide array of facilities, working relationships with industry resources and partners such as Lucky Jeans, and mentoring by industry veterans.

FCI The Fashion School

FCI is the only fashion school that allows students to participate in a fashion show after completing only three months of academic study. Our students learn pattern drafting, garment construction, and fashion drawing in an accelerated academic format, then complete a “mini collection” that is presented at the student fashion show to an audience of more than 300 fashion industry professionals, family, and friends.

FCI also assigns all students to a variety of fashion internships during each quarter, including internships at the major Las Vegas trade shows, including MAGIC, Project, ENK, Stitch, Capsule, Pool and WINN.

What types of financial aid resources or paid work programs are available?

Woodbury University

More than 80 percent of Woodbury’s students receive some form of financial aid, which can include state aid (Cal Grant), federal aid (Pell Grant), and institutional aid (Woodbury grants and merit scholarships). Other opportunities include our work-study program and required internships.

Which career counseling services do your students find most helpful?

Woodbury University

Fashion faculty career counseling, which is built into our sequenced Professional Practice courses, is most helpful in connecting our students to high-level internships that can lead to good jobs. The department strives to involve industry people in every aspect of education, so the students can make important connections and get relevant advice. Woodbury also has an on-staff career counselor.

FCI The Fashion School

Our students find our mock job interviews and professional resume assistance most helpful. For the Fashion Design students wishing to start their own clothing lines, FCI secures a complete review and assessment of their lines from fashion industry professionals.

Tell us about notable events you have coming up.

Woodbury University

March 28, 2015 MCD Creative Workshops for High School Students
<https://mcdworkshop.eventbrite.com>
May 2, 51st Annual Runway Event
<http://wufashionshow.eventbrite.com>
May 3, MCD Annual Student Showcase
<http://mcdshowcase.eventbrite.com>

FCI The Fashion School

FCI’s next notable event will be our student Fashion Show, which will be held this summer. For more information, visit fcifashion.com.



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Matiere: Avant-Garde Brand Tries Denim

PHOTOS COURTESY OF MATIERE



MATIERE'S DETAILS: Above, Matiere founder Scot Shandalove and Jake Zeitlin, the label's designer. Pictured are two jeans from Matiere.

Matiere, headquartered in Newport Beach, Calif., has aimed to serve as an alternative for men's wardrobes.

The Fall 2015 collection includes wooly alpaca fabrics as well as French terry fabric. Other looks include over-

sized T-shirts with an avant-garde sensibility and bohemian-looking harem pants.

But these curators of unique fabrics and styles seemingly made an unorthodox move. Matiere introduced its first denim pants at **Liberty Fashion & Lifestyle Fairs** in New York and Las Vegas earlier this year.

Jake Zeitlin, creative director with Matiere, said the label was not going to bend over backward to appeal to mainstream tastes. Rather, the unconventional clothing line was going to do jeans the Matiere way, where there had to be a good aesthetic reason for the garment's placement in a collection.

"We're not going to do a denim collection," Zeitlin said. "We wanted a denim component."

At Liberty, the company introduced two silhouettes for denim pants. There's the "Leon" denim pant, a wide-leg jean with a rigid silhouette. It is made from gray, selvedge denim fabric imported from Italy. As with all Matiere items, the jeans are manufactured in Los Angeles.

Matiere's second denim pant is the "Blake," a slim-leg jean. But Zeitlin guarantees comfort. The Blake pant has a gusseted front, which offers a loose fit in the seat and the crotch but a slim fit in the leg. The Blake comes in an acid-wash style and plain black style.

Matiere's denim also includes a selvedge pocket detail (a line of fabric above the right back pocket) to highlight the unique look of the pants.

Matiere's items are sold at high-end boutiques such as **Kin**, headquartered in West Hollywood, Calif.; **Ron Her-**

man and **American Rag** in Los Angeles; **Beams** in Japan; and **Atrium**, headquartered in New York. Wholesale price points are \$105 for the Blake and \$170 for the Leon.

Denim will continue to be a part of Matiere, Zeitlin said. But the brand won't make jeans for the sake of making denim. "When collections are sketched out and we see the tops call for denim, then we'll do denim. We won't force it to be in there." For more information visit www.matiere.com or email leary@matiere.com.

—Andrew Asch



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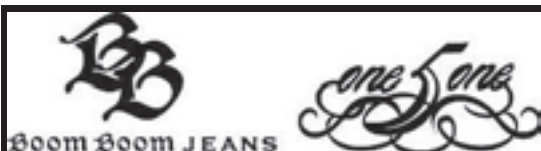
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Los Angeles based manufacturer looking for an experienced Costing Technician. 5+ years experience, strong knowledge and experience with construction, yields and mini markers. Experience with junior dresses, & placement prints. Strong knowledge of EXCEL & AIMS a plus. Have experience managing tech packs. Be able to review and analyze sample requests. Negotiate pricing with vendors, with strong sense of urgency and excellent written communication skills. Send resume:Hrexper123@gmail.com



CUSTOMER SERVICE REPRESENTATIVE

We are looking for a Customer Service Rep, Sales Assistant. Contributing to the sales and production process. Build relationships with retail accounts. 1-3 years' experience. in apparel/accessory customer service and sales. Please send resume to: careers@urbanexpressions.net.

SHIPPING ASSISTANT

CLOVER CANYON Shipping Assistant Seeking an energetic & self motivated individual with 2 yrs min exp. Must be computer friendly, familiar with major dept. stores, specialty boutiques, and basic shipping guidelines. Strong communication skills & sense of urgency are a must. Please submit resume to: HR@clovercanyon.com

CUSTOMER SERVICE PERSON

With at least 5 yr experience in the garment industry; must be proficient in AS/400; must be able to multi-task with strong communication and organizational skills; EDI knowledge and deals with major stores; Please email resume to eran@secretcharm.com

WAREHOUSE/SHIPPING MANAGER

At least 5 yrs experience in the garment industry; knows how to follow shipping guidelines from customer's especially major stores. Proficient in AS/400. Please email resume to eran@secretcharm.com

GRAPHIC ARTIST

Established Missy Contemporary label seeks full-time graphic artist to produce CADs as well as original artwork for textile printing. Must be proficient in Adobe Photoshop and Illustrator. Please submit resume with portfolio to jobsHR000@gmail.com

ASSISTANT DESIGNER AND A FIT MODEL

Dynamic and leading apparel manufacturing company in Vernon looking for an ASSISTANT DESIGNER and a FIT MODEL. Please send resumes to hr@damoclothing.com

Jobs Available

ASSISTANT SHIPPING MANAGER - FULL TIME

Must be exp w Nordstrom, Saks, Neimans , International, UPS, Bill of Ladings, receiving, picking packing. Skills required: Computer, excellent communication, be a motivating positive team Player who works well with Customer Service Team and others. Email: Sandi@ddaholdings.com

SHIPPING MANAGER

Motivated, Organized, Detail Oriented. Department store compliance experience. Saks, Neiman Marcus, Bloomingdales Inventory control, Hands on Pick, Pack, QC, Process returns Min. 5 years experience, Knowledge of EDI and Apparel Magic a plus. Resume: banniger@mac.com

DESIGNERS

Well established L.A. based apparel manufacturer in young missy line is looking for motivated team players. Designers - Highly creative w/ minimum 5 years experience. Fax or email resume to: 323-277-3227 or hrapparel@gmail.com

SALES PERSON/REPRESENTATIVES

Garment Company looking for a professional & dynamic Sales Person/Representative for Junior & Missy market w/ established accounts such as: Kohls, Cato, Justice, Macy's, Vanity, Dillards, JC Penny. E-mail Resume to: sammy@majorapparelgroup.com

Position Wanted

35 YRS EXP'D

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