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INTERNATIONAL INSPIRATION

Keith Gunning found inspiration in London-based artist Leigh Bowery for a collection made from neoprene, which bowed on the runway at the annual Academy of Art University graduation fashion show, held May 14 in San Francisco. For more from the show, see page 6.

Downtown LA Retail Holds Promise but No Guarantees for Success

By Andrew Asch *Retail Editor*

Almost every night, bars and restaurants are hopping in downtown Los Angeles, a once-blighted area that is going through an unparalleled boom, but boutique retailers don't feel like they entirely share in the city's new prosperity.

Earlier this year, a group of boutiques in downtown's historic core neighborhood—**Pale Violet**, **Curio**, **Haus of Love**, and **Buttons and Bows**, a resale boutique co-owned by Karen Marley, daughter of reggae legend Bob Marley—all shuttered. It gave pause to the momentum that seemed to be driving a high-end boutique retail boom, taking place in a neighborhood that is experiencing a wave of housing construction and debuts of high-end bars and restaurants, such as **Redbird**, which has received critical praise and attracted gourmands from throughout the region.

There's a growing number of brands and retailers who

➔ **Downtown LA** page 7

TRADE SHOW REPORT

Venue: Bigger Brands, Bigger Venue

By Andrew Asch *Retail Editor*

Venue, a trade show that started as a platform for emerging streetwear brands, went on a growth spurt for its May 19–20 run.

The trade show moved to its biggest venue yet in its two-year history. With 80 booths, the show filled 85 percent of the 60,000-square-foot second-floor events space at **The Reef**, formerly called the **LA Mart**, said Miles Canares, Venue's founder. Venue's previous address was the events space at the **Cooper Design Space** showroom building, where it hosted 50 booths in July.

Previously a trade show for emerging brands, the recent Venue included high-profile labels such as **LRG**, **Diamond Supply Co.**, **Huf**, **Primitive**, **Black Scale** and **Crooks & Castles**. Gee Dela Cruz, marketing manager for Los Ange-

➔ **Venue** page 5

INSIDE

Where fashion gets down to businessSM



American Rag opens Chinese in-store shop ... p. 2
American Apparel files suit against Charney ... p. 3
Runway plans for Miami Swim ... p. 4
Salute to Suppliers & Services Resources ... p. 9

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American Rag's Chinese Fashion Diplomacy

This summer, **American Rag Cie** is scheduled to open its first shop in China, and it will be stocked with many of the brands currently sold in American Rag's high-profile shops in Los Angeles and Newport Beach, Calif.

But Mark Werts, American Rag's founder and chief executive officer, thought that there needed to be a deeper fashion exchange between the two nations, which do billions of

make the Chinese shop-in-shop permanent in his La Brea store. His Chinese partners also said that the shop-in-shop will pay dividends over the Pacific. They told him that the Chinese designers' cachet would increase if their local fashion consumers knew that Americans also were buying the designers' styles.

While American Rag's Chinese shop-in-shop is decorated with a sense of pop-culture irony (for example, a serious-looking black-and-white portrait of Chinese basketball star Yao Ming overlooks the shop-in-shop), the American Rag in Shanghai will look very similar to the American Rag store in Los Angeles, including features such as Moroccan tiles and French trellises.

The 6,500-square-foot boutique will be located off of Nan Ying Xie Road, which is one of Shanghai's most fashionable streets. The shop is on the street level of a retail center that is the address to other Western brands and retailers. Werts and his Western partners are minority partners in the venture. Asian-based partners include Peter Caplowe and Richard Hobbs, who also own **The Hub**, a premium fashion show.

American Rag plans to build other flagships in major Chinese cities and Tier 2 and Tier 3 cities in that nation. American Rag opened a store in Bangkok in 2014, is scheduled to open a Jakarta store this spring and remodeled a store in Osaka, Japan, this year.—*Andrew Asch*



FROM SHANGHAI WITH LOVE: Amanda Shi at American Rag shop-in-shop



Interior of shop-in-shop

dollars in trade each year. On May 14, he opened a shop-in-shop of Chinese fashion designers at the Los Angeles location of American Rag. The designers range from streetwear labels from **Hui by Eran Hui** and **Goods of Desire** to the preppy looks of **Taciturnli** and the sophisticated contemporary styles of **Amanda Shi**, designed by Werts' Chinese-born wife.

Werts said that he made a gut-based decision—no marketing or focus groups—to

Cherokee Acquires Everyday California

Sherman Oaks, Calif.-based **Cherokee Global Brands** has acquired San Diego-based casual lifestyle brand **Everyday California**.

Everyday California founders Michael Samer and Christopher Lynch will retain ownership of the brand and continue to run the company's flagship store in La Jolla, Calif., selling men's and women's apparel, accessories and footwear through a licensing agreement with Cherokee Global Brands. Samer and Lynch will serve as global brand ambassadors for Everyday California, which becomes part of the Cherokee portfolio of brands, including **Cherokee**, **Carole Little**, **Tony Hawk Signature Apparel** and **Hawk Brands**, **Liz Lange**, and **Sideout**.

"Everyday California's global potential made the acquisition a perfect fit for Cherokee Global Brands," said Henry Stupp, Cherokee's chief executive officer, in a statement. "The brand is more than a state of mind. It's a way of life! Many great active-lifestyle brands have been born in California, and we are confident that to-

gether with Mike and Chris we can take an already strong brand and make it even more successful."

Everyday California is part ocean equipment and tour provider and part lifestyle collection. The company offers surfboard, paddleboard, kayak and snorkel rentals as well as guided kayak tours of the **La Jolla Ecological Reserve**. Its California-sourced womenswear and menswear are sold at the La Jolla store as well as other locations throughout California.

Everyday California will officially launch to the licensing community at the Cherokee Global Brands booth during the June 9–11 run of **Licensing Expo** in Las Vegas.

"We have been actively working to identify new licensee partners for the brand," Stupp said. "Several licensees have already been identified, and we expect to announce them shortly. In addition, through our global platform and expanded licensing network, we are confident that we shall be able to swiftly secure international partners for Everyday California."—*Alison A. Nieder*

New WSS Flagship Opens in Historic LA Building

The new flagship for **WSS** was a real fixer-upper, but the end result is a historic showplace for the Los Angeles-headquartered footwear retailer.

More than \$3 million was spent to renovate the **Young's Market Company Building**, a landmark building that is listed in the National Register of Historic Places. On May 14, the company held a grand-opening ceremony for the 24,000-square-foot building. Among those speaking were Eric Alon, WSS founder; Mark Archer, WSS president; and Gil Cedillo, the Los Angeles city councilman representing the Westlake neighborhood, where the 1924 building is located.

"When you bring these brands into the community, you bring the community into the mainstream," Cedillo said of Westlake, which is home to a significant Central American immigrant population and borders downtown Los Angeles. WSS offers footwear brands such as **Jordan**, **Nike**, **Vans**, **Adidas** and **Asics**. It has 67 locations and 1,300 employees.

WSS maintained a Westlake address at 1600 W. Seventh St. for a decade. It opted to move into Young's Market Building because it needed a bigger space, Archer said.

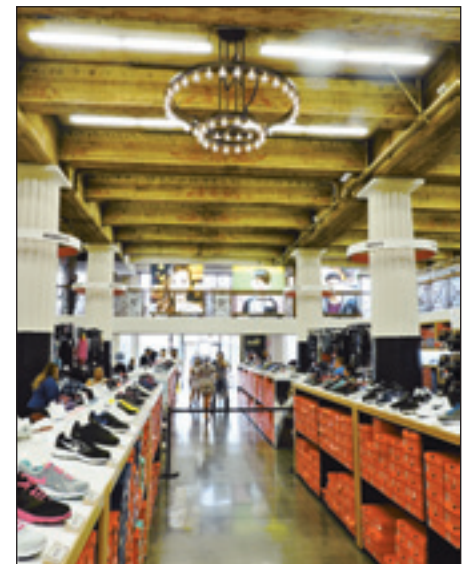
WSS worked with the City of Los Angeles' **Office of Historic Resources** to renovate and preserve the building, which is characterized by marble columns and terra-cotta friezes. During renovation, WSS still had to contend with fire damage from the 1992 riots. Robert Grosse, WSS's vice president of design and construction, said the retailer pulled together historic ceilings, murals and grillwork with some new features. WSS wanted the original beauty of the building to be revealed in the renovation.

"The best design is to let the building speak for itself," Grosse said.

During the grand-opening ceremony, WSS donated \$250,000 to the **Los Angeles County Alliance Boys & Girls Clubs**.—*A.A.*



Exterior of WSS flagship, near downtown Los Angeles



Interior of WSS flagship



Eric Alon, founder of WSS



Gil Cedillo, LA city councilman



Mark Archer, president of WSS

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American Apparel Files Lawsuit Against Charney for Alleged Breach of 'Standstill Agreement'

By Alison A. Nieder *Executive Editor*

The fight between **American Apparel** and its founder, Dov Charney, continued with a lawsuit the manufacturer filed on May 15 in the Delaware Court Of Chancery against the ousted chief executive officer, alleging Charney violated a "standstill agreement" he had with American Apparel.

According to the suit, American Apparel is charging that Charney "refuses to abide by the obligations to which he agreed in a July 9, 2014, nomination, standstill and support agreement entered into by him, the company and hedge fund **Standard General L.P.**"

One of the provisions of the Standstill Agreement prohibits Charney from "instigating, encouraging, joining, acting in concert with or assisting any third party in seeking to remove directors of the company," according to the suit.

Recently, several shareholder complaints have been filed against the company charging violation of federal securities law and breach of fiduciary duties. In a suit filed on April 21, former employees and shareholders Jan Hubner and Eric Ribner said proxy statements sent last April to re-elect American Apparel board members were deceptive because their statements to voters said they supported keeping Charney in his job when in fact they were plotting his ouster.

Charney was suspended by the board after the company's annual shareholder meeting in New York on June 18. Charney then entered into an agreement with Standard General. Following an internal investigation, Charney was terminated from his job on Dec. 16.

A class-action lawsuit filed on April 21 by shareholder and former American Apparel employee Eliana Gil Rodriguez calls for another board-member vote at a special stockholders' meeting, stating that the election of the last board members was illegally obtained and invalid. Rodriguez's suit further states that there was a "poison pill" amended to American Apparel's bylaws that removed stockholders' ability to call a special meeting and nominate new directors of the board.

According to an 8-K form filed on May 18 with the U.S. Securities and Exchange Commission, former American Apparel employee and shareholder Jeffrey Kolb notified the company that at the upcoming 2015 annual meeting he would be nominating two board-member candidates, Adrien Kowalewski and Gene Montesano. Kowalewski is a former American Apparel employee who

had held several positions at the company, including chief financial officer and director. Montesano is co-founder and former owner of **Lucky Brand Dungarees**. (Montesano had been previously proposed as a director by American Apparel lender **Lion Capital**, under its investment agreement, but

his name was later withdrawn.) Kolb also proposed the company adopt a resolution to repeal any changes and provisions to the company bylaws not in effect in the bylaws as of Dec. 22, 2014.

According to American Apparel's latest suit, these actions have been filed by friends of Charney. The company describes these as part of a "legal campaign" launched by Charney, who also filed his own defamation suits against American Apparel and Standard General. Further, the suit charges, Char-

ney's attorney Keith A. Fink has filed several unfair labor practice charges against the company with the National Labor Relations Board and "relentlessly continues to solicit current and former employees to file additional charges against the company."

Fink, a principal partner with **Fink & Steinberg** in Los Angeles, initially filed 12 labor complaints with the NLRB, although six have been dismissed.

Fink disputed American Apparel's suggestion that Charney is behind the other shareholder lawsuits, calling the notion "patronizing to the other shareholders."

"The real question is did the company commit proxy fraud?" he said.

He also took issue with the charge that Charney is behind the employment actions filed by Fink on behalf of other former American Apparel employees.

"The many upper-level management people I represent are proceeding against the company not because of Mr. Charney," he said. "Rather, these long-term employees are proceeding with litigation because current management retaliated against them immediately after filing complaints of harassment, discrimination and unfair employment practices. (Some firings happened within two days of a complaint. Some were a few weeks after)."

Fink said the complaints filed with the NLRB also have nothing to do with Charney, adding that he filed 13 new complaints on May 21.

Charney's efforts are described by American Apparel in the lawsuit as a "scorched-

earth campaign that exceeds all bounds of propriety," charging that he "trespassed on company property, interfered with company conference calls and criticized company employees for the manner in which they handled these calls, demanded employees handle the day-to-day operations of the company in accordance with his instructions, called employees on the telephone demanding company information such as sales reports, and threatened employees who refuse to support his return by taking their photographs and promising to fire them when he returns to power."

The suit further states that Charney has "sabotaged" the company's relationship with suppliers, has interfered with potential financing sources, and "flagrantly and repeatedly made a number of disparaging comments about the company to the press" in violation of the standstill agreement. Moreover, the suit says Charney has participated in employee meetings, "rallying them to circulate flyers touting the fact that 'Dov is fighting in the courts to regain control of the company.'"

According to the suit, he standstill agreement precludes Charney from serving as a board member, seeking removal of a board member or proposing a nominee for the board—or enlisting anyone else to do so—until after the 2015 annual meeting.

Fink disagreed, saying the standstill agreement does not prevent Charney from returning to the company as CEO.

"Does Mr. Charney want to take back the company? You bet! Does he expect to take back the company? You bet!" he said. "The standstill agreement doesn't prevent his desire or efforts to take back the company. It

does not prevent his return to the company."

One section of the agreement states, "The parties acknowledge and agree that if for any reason any of the provisions of this agreement are not performed in accordance with their specific terms or are otherwise breached, immediate and irreparable harm or injury would be caused for which money damages would not be an adequate remedy. Accordingly, each party agrees that in addition to other remedies the other party shall be entitled to at law or equity, the other party shall be entitled to seek an injunction or injunctions to prevent breaches of this agreement and to enforce specifically the terms and provisions of this agreement exclusively in the court of chancery or other federal or state courts of the state of Delaware."

American Apparel is requesting injunctive relief "prohibiting Mr. Charney from continuing to breach or further breaching the terms of the standstill agreement" as well as "further relief as the court deems just and proper," such as attorneys' fees.

Fink dismissed the suit as a "weak public-relations move" to divert attention from Charney's defamation lawsuits, the arbitration proceeding against American Apparel for breach of Charney's employment contract, "and additional legal actions the company knows are coming down the pike."

The attorney said he expects the company's lawsuit to be dismissed quickly.

"Delaware, like many states, has an anti-SLAPP statute designed to dispose of lawsuits like this," he said.

(A strategic lawsuit against public participation or SLAPP lawsuit is one intended to censor criticism or intimidate a party into abandoning their opposition.) ●



A recent protest at American Apparel headquarters in downtown Los Angeles

LA City Council Votes to Raise Minimum Wage

Los Angeles City Council members voted in favor of a minimum-wage hike from its current \$9 per hour to \$15 per hour by 2020.

The next step is for the City Attorney's Office to draft an ordinance that will need to be approved by the council.

If approved, the increases would be made incrementally beginning next year. Small businesses with less than 25 employees would be exempt until 2021. A proposal on paid time off has been put on hold for now.

Since Mayor Eric Garcetti first proposed raising the city's minimum wage last year, the issue has drawn sharp criticism among the apparel-manufacturing community. The recent City Council vote exceeds Garcetti's original proposal of raising the wage to \$13.25. Over the last year, there has been a national push to raise the minimum wage to \$15 per hour. San Francisco and Seattle have raised their minimum-wage rates to \$15 per hour. The federal minimum wage currently stands at \$7.25.

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Salon Allure to Expand and Rename Itself Hammock

After five years producing the boutique swim trade event **Salon Allure**, Rick Fatzinger, the event's managing partner, announced that his team will double the size of the event and rename it **Hammock**.

"It is Salon Allure Volume Two," Fatzinger said of the show, which takes place at the **W South Beach** hotel in Miami Beach. "With events, we always like to keep them fresh." He noted that the event's production company will continue to be called Salon Allure.

Babalú, a Miami boutique chain, joined Salon Allure as a creative partner to shape the new look and feel of Hammock, Fatzinger said.

The brands exhibiting at Salon Allure will grow from 40 to more than 80. Brands will continue to exhibit in private hotel suites with views of the ocean. The show also will introduce an open-forum space, which will be housed in the W's 4,400-square-foot Great Room space on the hotel's lobby floor.

"The suites are geared toward pre-arranged appointments," Fatzinger said. "For brands looking for more walk-around traffic, we wanted to offer an open-forum space." The Salon Allure production company will offer showroom signs, lighting, fixtures and

divider walls for those brands exhibiting in the Great Room.

Buyers will also be able to take the opportunity to view brands in a private suite and check out brands in a conventional trade-show experience in the Great Room.

During Hammock's first season, it will feature 20 non-apparel brands, including beauty products and accessories such as eyewear. Swimwear brands exhibiting at Hammock will include **Mikoh**, **Luxe by Lisa Vogel**, **Blue Life**, **Beach Bunny**, **Honey Bee Swim** and **Frankie's Bikinis**.

Runway shows planned in Miami

Salon Allure gained note as one of the swim-centric shows surrounding **Mercedes-Benz Fashion Week Swim**. However, Fashion Week Swim's producer, **IMG**, put its glamorous week of runway shows on hiatus in 2015. Fatzinger declined to comment on whether IMG's news will affect Hammock. However, his events-production company, called **SBI**, has been working with another events company, **LDJ Productions**, to organize runway events at the W's **Wet Lounge** and the ballroom at the **1 Hotel South Beach** in Miami Beach.—*Andrew Asch*

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Calendar

May 27

Peru Moda
Jockey Exhibition Centre
Lima, Peru
Through May 29

June 1

Coast
Miami
Through June 2

June 3

"Costume Design Meets the Fashion Business: Designers, Deals and Dynamics," presented by FGILA and the David C. Copley Center for Costume Design, UCLA
Pacific Design Center
West Hollywood, Calif.

Dallas Apparel & Accessories Market

Dallas Market Center
Dallas
Through June 6

FIG

Fashion Industry Gallery
Dallas
Through June 5

June 4

"Take It to the Next Level," presented by One Step Retail Solutions
Old Ranch Country Club
Seal Beach, Calif.

June 5

NAWBO-LA's 29th Leadership & Legacy Awards Luncheon
JW Marriott (LA Live)
Los Angeles

June 6

Black & White Ball, presented by National Jewish Health
Skirball Cultural Center
Los Angeles

June 8

Los Angeles Fashion Market
California Market Center
Cooper Design Space
The New Mart
Gerry Building
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through June 11

Designers and Agents

The New Mart
Los Angeles
Through June 10

Select Transit

California Market Center
Los Angeles
Through June 11

LA Kids' Market

California Market Center
Los Angeles
Through June 11

Brand Assembly

Cooper Design Space
Los Angeles
Through June 10

Shape

California Market Center
Los Angeles
Through June 10

June 9

Licensing Expo
Mandalay Bay
Las Vegas
Through June 11

June 11

Atlanta Apparel Market
AmericasMart
Atlanta
Through June 14

June 16

CALA
Fort Mason Center
San Francisco
Through June 17

June 21

Fashion Market Northern California
San Mateo Event Center
San Mateo, Calif.
Through June 23

June 23

Active Collective
Huntington Beach, Calif.
San Mateo, Calif.
Through June 23

June 28

OffPrice
Miami Airport Convention Center
Miami
Through June 30

June 30

CALA
Denver Mart
Denver
Through July 1

There's more
on ApparelNews.net.

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Shippers Ratify Port Workers' Contract

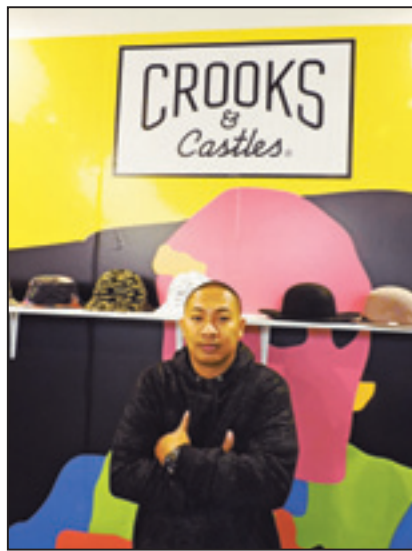
Members of the **Pacific Maritime Association (PMA)**, which represents shipping lines and terminal operators, voted to ratify a new five-year contract with the **International Longshore & Warehouse Union**. The contract, which will run through June 30, 2019, now needs to be ratified by the ILWU.

The contract includes an arbitration system designed to "support waterfront stability, capacity growth and productivity," according to a statement released by the PMA, which warns that the West Coast ports are poised to face increased competition with the scheduled opening of the expanded Panama Canal.

Among the provisions in the agreement are changes to the employer-paid healthcare plan to "foster greater efficiency, cost containment and fraud prevention for the long term." The contract also includes wage and pension increases for ILWU members.

"The West Coast ports are an economic engine for the United States, supporting millions of workers and trillions in economic impact," said PMA President and Chief Executive Officer Jim McKenna. "The disruptions that occurred during negotiations, and the inconvenience and hardship created by them, were regrettable. We look forward to building upon the incredible advantages West Coast ports offer and winning back the trust and confidence of the shipping community. This contract provides important tools to accomplish that."

The ILWU ratification vote is expected to be announced May 22.—*Alison A. Nieder*



ART VENUE: From left, founder Miles Cannares of Venue, Gee Dela Cruz of Crooks & Castles, and Duke and Kiki King of Freelance

Venue *Continued from page 1*

les-headquartered Crooks, said it was good that high-marquee brands participated in the show and had fostered a community. "I like what [Venue] is doing for all of the brands at the grassroots," he said.

The show also hosted more lifestyle and contemporary brands than it has in the past, including **Matiere**, **Michael Stars**, and **I Love Ugly**, a New Zealand-headquartered lifestyle brand.

Mark Encinias represented premium-denim label **Lee 101** and its action sports-ready sibling brand, **Lee Mercantile Co.**, at Venue. He noted that the streetwear-focused Venue did not seem like an obvious platform for premium denim, but he thought it was a good place to spread the word on Lee.

"It is important that the rest of the indus-

try knows about us," he said. He also noted that many streetwear-focused stores want to diversify their mix of brands.

Other brands made their first appearance at a California trade show at Venue. **Kali Kartel**, a San Juan, Puerto Rico-based brand, wanted to introduce its high-end streetwear brand in California and the U.S. mainland, said Felix Rosado, the brand's sales manager. **Freelance**, a Hawaii-headquartered brand, made its third appearance at Venue, said Kiki King, a co-owner.

"You can only connect so much on **Instagram** and email. It's not the same as a human connection," she said.

At Venue King networked with owners of other brands and media. **Nyzak**, a downtown Los Angeles clothing brand, also made its trade-show debut at Venue.

Retailers reportedly visiting the show

were **Tilly's**; **Forever 21**; **Nordstrom Rack**; **Jimmy Jazz**; a New York-headquartered chain; boutiques such as **Attic** and **P's & Q's** from Philadelphia and **King & Duck** from Scottsdale, Ariz.; and **Culture Kings**, an Australian retailer.

Canares acknowledged that there were grumblings from exhibitors about low buyer traffic. He said that Venue hopes to build traffic by serving as an alternative show. Instead of running shows during the major seasons for Spring and Fall, Venue will produce shows for the Holiday and Spring II seasons.

The show also hosted an art show featuring the work of Knowledge Bennett, a New York artist, and some produced two industry panels. One panel featured participation of brand chiefs Dennis Calvero of Crooks & Castles, James Bond of **Undeclared** and Lanie Alabanza of **Hellz Bellz**. ●

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Academy of Art Honors CFDA, Ryan Roche at Annual Graduation Fashion Show



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The Council of Fashion Designers of America was honored and designer Ryan Roche received the Distinguished Alumna award on May 14 at the annual Academy of Art University graduation fashion show in San Francisco.

The design school's B.F.A. and M.F.A. graduates showcased their work on the runway, including collaborations between students in the Academy of Art's fashion design, knitwear design, menswear design, technical design and textile design programs.

The show included a capsule collection created by 12 fashion design and textile design students to celebrate the 30th anniversary of BCBG Max Azria's Hervé Léger brand. M.F.A. fashion design student Nina Hui was chosen for the Hervé Léger internship program.

"We see our role in these designers' education as going beyond the classroom," said Dr. Elisa Stephens, president of the Academy of Art University. "We are committed to help launch our students' careers and have their collections seen by as many industry professionals as possible."

CFDA Executive Director Lisa Smilor and Senior Manager of Professional Development Sara Kozlowski received the award for Outstanding Contribution to the Fashion Industry and Fashion Education on behalf of the CFDA and awarded scholarship awards to fashion design students Pitzy Villagomez Ortega and Anh Phuong Thy Do.

The winners of the YMA Fashion Scholarship Fund and the Paris Sister City Scholarship Exchange with Studio Berçot and L'Ecole de la Chambre Syndicale de la Couture Parisienne in Paris were also announced.—Alison A. Nieder

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DTLA RETAIL SCENES: From left, the staff of Guerilla Atelier; founder Carl Louisville is pictured at right (photos by Hero Stevenson); the Tanner Goods store on Broadway; Acne Studios and BNKR, which is scheduled to open in late 2015.

Downtown LA Continued from page 1

see opportunity and tough setbacks in one of the fastest-growing neighborhoods in California. Some thrive. Many want to stay in the game in a neighborhood that many believe is on an irreversible path to blossoming.

Cool factor

Alejandro Rodriguez opened a flagship for his independent brand, **Beautiful Fül**, at 107 W. Fifth St. in downtown Los Angeles' Historic Core district in 2013. Earlier this year, almost all of the other high-end businesses closed on his street, which borders the city's Skid Row district.

After Curio, which was a storefront down from Beautiful Fül, shuttered, a dance studio and a high-end convenience store also closed. Rodriguez had the only anchor left on a street that is often traveled by fashionable young people as well as the homeless.

But Rodriguez wouldn't think of moving. Downtown Los Angeles is the only place in the region where he could rent out a 2,200-square-foot space in a historic building for a low price. The area is a small enough pool where an emerging brand such as his can make a statement, he said.

Also, running a shop in this part of town makes a state-

ment. "Downtown Los Angeles is pushing ideas, culture and art. If you are here, it shows people that you are at the forefront of creative culture," Rodriguez said.

A lot of high-profile brands and retailers are attracted by the urban grit and early-20th-century high-rise buildings that are reminiscent of New York's East Village and Brooklyn, said Jay Luchs, a high-profile real estate broker for **NewmarkGrubbKnightFrank**. "They are vintage looking. They are authentic," Luchs said of the buildings in downtown's Historic Core district. It's a great place to showcase a brand.

Prices for a square foot of retail space in the most popular parts of downtown Los Angeles' Broadway range from \$2 to \$7, Luchs said. It will take time before downtown Los Angeles meets its potential, he said. "It doesn't happen overnight. You'd only go there now if you can handle not having 50 tenants next to you," he said. "It's not too late to be an innovator."

Long revitalization

In recent decades, developers have been renovating historic buildings in Los Angeles and affluent people have started moving in. Los Angeles City Councilman José Hui-

zar helped found the Bringing Back Broadway initiative to help revive the Broadway thoroughfare that traverses the Fashion and Historic Core districts. In December 2013, the first of a new wave of high-end stores opened in downtown Los Angeles' Fashion District and Historic Core District.

Swedish brand **Acne Studios** opened a flagship store at Ninth and Broadway, at the edge of downtown Los Angeles' Fashion District. When the **Ace Hotel** opened a couple of blocks away from Acne, it seemed to confirm that the long-dormant area was burgeoning and the area around the Fashion District was a good investment.

Since then, a number of high-end stores have moved into the Fashion District. French brand **A.P.C.** is scheduled to open a boutique this summer in the Fashion District. New York's **Oak** multi-brand boutique opened across from Ace. Australian retailer **BNKR** is scheduled to open in late 2015 between the Ace and Acne.

It will be BNKR's first store in the United States, and Marco Lebel, the company's chief executive officer for America, was bullish.

"It is the fastest-growing neighborhood in Los Angeles, potentially [in] the country, and we are beyond excited

➔ **Downtown LA** page 8



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RETAIL

Downtown LA *Continued from page 7*

to be a part of the Bring Back Broadway movement, which is organically developing daily," Lebel said. "For this reason, DTLA will also act as a strategic marketing vehicle for **Australian Fashion Labels Ltd.** in showcasing our retail concept to buyers and industry leaders."

Despite the headlines trumpeting high-end retailers coming to town, change has come too slowly for some retailers.

Eric Martin owns the **Seven Points** boutique at the **Lady Liberty Building**, located at 845 S. Los Angeles St. in the Fashion District. The boutique is housed in a storefront area near his showroom, **The Park**. He said his neighborhood is not ready for premium contemporary retail, which Seven Points offers.

"Do I think it's a gamble for the next 24 months? Absolutely. There's still not the clientele down here," he said.

Thinking outside the box

Downtown Los Angeles is unique, but shoppers are shoppers, said Kuo Yang, owner of **Brigade LA**, located at 510 W. Seventh St. For the past four years, he based his success on selling high-profile brands such as **Diane von Furstenberg**, **Marc by Marc Jacobs** and **Diesel**.

"Customers will seek us out for their favorite designers. Brigade provides designer names that put massive dollars in the marketplace," he said.

But running an independent, multi-brand boutique is tough.

"There have been layoffs and cutbacks. Walk my floor. You'll see that it's definitely not the inventory I once had," he said. Once more people move into downtown's pricy lofts, he believes that the shop will enjoy more business.

Carl Louisville spent more than a decade serving as the director for the flagship of the **Prada** fashion house on Rodeo Drive. But a few years ago he invested his life savings in opening a luxe store in what was then a grungy Art District at the edge of Los Angeles. He described it as "luxury in the raw" and recalled the typical reaction to his idea: "You're crazy."

When he opened **Guerilla Atelier** by selling refined European brands and U.S. designers such as Juliana Cho in a gritty setting, he found success. He said that his sales for the first quarter of 2015 increased 52 percent over last year.

Louisville said boutique retailers go out of business because they don't understand the unique sensibilities of the downtown resident.

"Downtown is not a place for anything that looks remotely like it could be something on the Westside. People are starving for a new experience. It was my intention that you would have a new experience of sight, sound and aromas," he said.

To give people something different, Louisville has hosted art shows from New York artists Knowledge Bennett and Karen Bystedt. He has piped in music from **Hôtel Costes**, a Paris hotel with a luxe, boutique sensibility. **Guerilla Atelier** does offer its customers a little taste of the Westside, with its permanent shop-in-shop from the Santa

Monica, Calif.-based shop **Ron Robinson**.

He said his business did not skip a beat when it moved from Third Street in the Art District to Hewitt Street. "It is what we tried to do without the hoopla," he said. "If high-end luxury restaurants can work in downtown Los Angeles, so can high-end luxury retail. This is destination retail."

No Season opened at 110 Winston St. in downtown Los Angeles in November. Emily and Keith Wilson, a brother-and-sister team, chose to stay open relatively late—until 9 p.m.—most nights. They stay open late because their neighborhood is populated by night birds. "It's a lunch, dinner and drinks crowd," Emily Watson said.



WON'T LEAVE: The high-end neighbors of Beautiful Fül shuttered this year, but Alejandro Rodriguez, the brand's founder, plans for his flagship store to stay in downtown Los Angeles.

Downtown's toughest problem

Another issue frustrating boutique retail in Los Angeles is the district's massive homeless problem. According to media reports, Los Angeles County's homeless population increased 12 percent this year.

Julia Blake closed down her physical store for **Pale Violet** on the corner of Seventh and Spring in the Historic Core District in March because there were too many altercations with some Skid Row residents. "When you have young females working by themselves in the store, it's frightening when these aggressive people come in the store," she said. "It's hard to sell a \$150 dress when

people are smoking crack outside."

Blake, who lives in downtown Los Angeles, reopened **Pale Violet** as a pure-play e-commerce shop with offices in the Fashion District. "I do think I will have another store in downtown Los Angeles, maybe in five years," she said. "It will take time for it to develop. I love downtown. I live in this community. It was just bad timing for our business."

Brigham Yen, a real estate broker and editor of the widely read real estate blog "DTLA Rising," said that downtown Los Angeles' homeless problem has kept boutique retail from growing faster.

"It discourages people from wanting to walk in downtown," he said.

It also has pushed retailers to look for alternative spaces in neighborhoods such as South Park and the Financial District, which were built in a way that is less ideal for boutiques and retail, he contends.

"Downtown Los Angeles will be amazing one day and the undisputed commercial hub of the region," he said. "It will take a decade or more to get to that point." ●



OPEN LATE: The No Season boutique stays open late to serve the restaurants and bar crowd in its downtown Los Angeles neighborhood.

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Create and update cost sheets in an accurate and efficient manner for domestic and import orders. Must have strong written and verbal skills with ability to work under pressure. Experience required. TO APPLY: EMAIL: peter@bluprintcorp.com Please reference Job Title in the subject line of your message when applying.

CHINA PRODUCTION COORDINATOR

Minimum 3 years current exp. Bi-lingual a big plus. Moderate priced Sportswear, dresses & sweaters for major stores. Must be detail oriented, organized, aggressive & able to solve problems quickly under pressure. Excellent opportunity. E-mail res. to: hr@stonyapparel.com or FAX to 323-981-9095

Jobs Available



MISSY & JR SPORTSWEAR DESIGNERS

Trixxi is looking for an exp'd missy designer with a proven track record of success. The ideal candidate must have led a division, have experience working with dept stores, and excelled at product development and trend forecasting. Candidate must be able to communicate and collaborate well with multiple depts including Sales, Costing, and Production.

Trixxi is looking for an energetic jr. sportswear designer to lead a great design team. The ideal candidate must have 5 yrs of exp. successfully running a division, working with chain and dept. stores, coordinating product development, and creating private label and branded sportswear. Candidate must be a great communicator and work well with multiple depts including Sales, Costing, and Production. Please submit resume to resume@trixxi.net.

PRODUCTION COORDINATOR

A Torrance based apparel mfg company is in immediate need for a SOLID Production Coordinator with 2-4 years of global apparel production experience. Must have an apparel related degree from a fashion school, computer literate (MS Office, Outlook, Word and Excel), must possess a sense of urgency, detail oriented good communicator & a team player. Can multi task! Interested, pls email resume with a cover letter to lizah@tcwusa.com

BOM/COSTING COORDINATOR

Run initial margins to ensure profitability. Set up Styles, Raw Material Codes, Color Codes, Bills of Material, and Cost Sheets. All candidates send in resumes w/salary history to: jobs@mightyfineinc.com

CUSTOMER SERVICE

Duties: Customer service, allocation, data entry/RA/ invoicing/credit memo,reports gen, acct followup, admin & other duties assigned. Min.Qualifications: Degree or work exp. equivalent. Computer skills in Outlook, Excel, Words & exp in a2000. Pls email resumes & salary history to: hr@mododoc.com

PRODUCTION ASSISTANT

EXPERIENCED WORKING IN THE GARMENT COMPANY. MUST KNOW PIECE GOODS BUYING, PURCHASE TRIMS, STRONG FOLLOW UP ABILITY. WITH GOOD COMMUNICATION SKILLS, COMPUTER SKILLS A PLUS. E-MAIL RESUME TO ROSE@B.BOSTON.COM

ASSISTANT HOME TEXTILES

LOCAL IMPORTER OF HOME TEXTILES LOOKING FOR DETAIL ORIENTED PERSON. MUST BE EXPERIENCED IN textile and ADOBE PHOTOSHOP. Pls send resume via e-mail to bai1002@yahoo.com, or fax to 951-572-3766

MARKING & GRADING

Need 5 years experience for Marking & Grading. Must have knowledge of yield & grading. Gerber exp. required. Understanding the fast pace demand. Need to be a team player. Contact Elsa@secretcharm.com

MAJOR SALES OPPORTUNITY AVAILABLE!

Major opportunity to represent our brand in LA for major active accounts in Missy, Plus, Mens & Kids. Independent, freelance or multi-line reps welcome. Please email your resume to jhoffman@ali-kris.com

Jobs Available

360 SWEATER

CUSTOMER SERVICE PERSON

Rapidly growing Contemporary Knitwear Company based in Santa Monica is looking for a full time customer service person. Ideal candidate should be an energetic all around team player, have excellent verbal and written communication skills, an outstanding work ethic, and the ability to handle and prioritize a range of customer service responsibilities. Experience with Full Circle, Microsoft excel and Microsoft word is a plus. Duties to include but not limited to: •International shipping/documents •Allocation •Order entry •Customer support •Returns •Invoicing •filing. Please send your resume to jaci@360sweater.com

AUS. FASHION LABELS

SALES EXECUTIVE

TY-LR, a new Designer Contemporary Collection seeking US Account executive to be responsible for managing specialty store business with existing account relationships. Min of 3 years US wholesale exp. Strong relationships, interpersonal and organizational skills. Available for travel and trade shows. Email resume to USAcareers@auslabels.com

APPAREL PRODUCTION CO-ORDINATOR

Established Missy Sportswear Company is seeking for Production Coordinator. Must be organized, strong communication skills with factories overseas. Bilingual - Mandarin/English. Excellent verbal and written communication skills. Fast learner and excellent computer skills. Entry level is welcome. Please email: carrie@goldenvisionltd.com.

KANDY KISS

.....WANTED FIRST PATTERNMAKER..... Junior Wovens-Multi-division mfr. •Develop monthly collections using PAD system. •Report to designer and work with associates to manage fast-paced sample execution. Candidates must have a min. of 5 years' exp. Valley location. Please send your resume with salary requirement to davidz@kandykiss.com.

PATTERNMAKER

High End Premium Denim Company seeking exp'd patternmaker. (5-7 yrs' exp., Gerber V8/9.0). Must be able to create first to production patterns. Be VERY detail oriented, team player, well organized, customer service driven and able to follow thru and complete projects. Please submit your resume with salary history to: info@caitacgarment.com or fax to 310-366-7889.

TECHNICAL DESIGNER

Seeking detail oriented technical designer who can be responsible for creating BOM & technical sketch. Must have knowledge of constructions, grading & accurate with measurements. Responsible of overall execution of fit & clear communication with factories of any fit issues. Minimum 3 years experience needed to apply. Must have excellent understanding in Microsoft Excel. Contact Mai@secretcharm.com

TAILOR/SAMPLE SEWER

Seeking f/t sewer for upscale women's wear. Must understand patterns, know top quality construction; be proficient: single needle machine, baby hems, and French seams. Exp. w/better fabrics a plus. Contact: 949-735-4301 or careers@jacobando.com

Jobs Available



ADMINISTRATIVE ASSISTANT

NYDJ Apparel is seeking an exp'd Administrative Assistant. Duties include coordinating meetings, travel arrangements, data entry, general office and special projects. Min 2 yrs exp. Fashion/apparel industry exp. req'd. Exceptional communication and organizational skills. Word & Excel. Excellent benefits & work environment. No phone calls pls. Send res. & salary history to: eric.ueno@nydj.com

INDEPENDENT SALES REP

Contemporary men's fashion label seeks aggressive & exp'd independent sales rep with existing accounts. Pls. visit the Careers section of our website for more information & how to apply. Jacob Holston info@jacobholston.com

HUMAN RESOURCES REP

•Mid level exp. •Personable & Professional •Bilingual •Ability to handle other compliance work Contact Evelyn Wildenberg at: evelyn@dsdcompanies.com 310*338*3395

CONTROLLER

Complete compilation of a uniform cost accounting system applicable to all branches of the garment Min of 5 years of experience as a controller /current with accounting codes /booking keeping garment garment / textile industry /please submit resume with desired salary. Submit resume to manifarmanara@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

WAREHOUSE ON STANFORD AVE AND PICO

VACANT WAREHOUSES FOR LEASE !! MOVE IN CONDITION!!! 901 E. 14th St. 5,000 sq.ft 902 E. Pico 3,200 sq.ft. 1316 Stanford Ave. 16,000 sq.ft. Call Gabriel Weiss (213) 220-6490

Position Wanted

35 YRS EXP'D

1st/Prod. Patterns/Grading/Marking and Specs 12 yrs on Pad System. In house/pt/freelance Fast/Reliable ALL AREAS Ph. (626)792-4022

Buy, Sell and Trade

WE BUY FABRIC!

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

WE BUY FABRIC!

WE BUY FABRIC! No lot too small or large Including sample room inventories Silks, Woolens, Denim, Knits, Prints, Solids Apparel and home furnishings fabrics Contact Marvin or Michael STONE HARBOR (323) 377-2777

www.apparelnews.net/classifieds



the New Mart

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2(x)ist
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3 J Workshop
34 Heritage
4th Avenue
Abbot by Julia Chase
Able
Abyss By Abby
Acrobat
Adelyn Rae
Alashan Luxe by
Alashan Cashmere
ALC
All Things Fabulous
allen allen usa
Alpaca Collections - Kuna
Amateurs
American Fitness Couture
American Vintage
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Anatomie (USA)
Andrew Marc
Belts and Wallets
Ann Ferriday
Aratta
Ariella
Ashley Michaelsen
Atina Christina
ATM
Anthony Thomas Melillo
Auden
Australia Luxe
Baci Collection
Banaris Scarves
Banjanan
Barbara Lesser
Barbara Paris
Bariano
BB Dakota
Beach Riot
Beata Dirych
Before & Again T's
Belford
Bellario
Beth's Addiction
Betsey Johnson
Big Buddha
Bishop + Young
BIYA
Black Moon
Black Swan
Bloom
Blue Canoe
Blue Tassel
Bobeau
Boemo
Boho Gal
Boho Me
Bou Jeloud
Bread & Boxers
Brett Morris
Brokedown
Butterflyzebra Zzz"s
Calvin Klein
Belts & Wallets
Calvin Klein Cold Weather
& Performance
Calvin Klein
Luggage & Backpacks
Calvin Klein Men's Jeans
& Underwear
Calvin Klein
Messenger Bags

Calvin Klein Women's
Jeans & Underwear
Cambio
Cameo and Myth
Cameo Clothing
Cardhouse
Caroline Grace by
Alashan Cashmere
Catwalk Junkie
Chan Luu/Chan Luu e.f.i.
Charles Henry
Charlotte Tarantola
Chaser
Christa Louise
Christophe Sauvat
Christopher Fischer
Christopher.Kon
CHRLDR
Cino Blouses
Cirana
CJ by Cookie Johnson
Claudia Nichole by
Alashan Cashmere
Clayton
Cleokai
Clo Intimo
Cocobelle
Co-Lab
Cole Haan Handbags,
Belts and Wallets
Cole Haan Cold Weather
Color Block
Confused Girl in the City
Contempo
Cop Copine (Paris)
Cowboys
Belts & Handbags
Crown Jewel
Cullen USA
Current Elliott
Custo Barcelona
Cynthia Vincent
DADA Fashion Hats
Dakota Collective
Daniel Rainn
Dantelle
Dear John Denim
Demeanor Jeans
Denimocracy
Desigual
Deux Lux
Diane von Furstenberg
Dina Agam
Dittos
Doma Leather
Dora Landa
Doubleshot
Dream Investor
dylan developed
by true grit
Echo
Eden Society
Edyson
Eileen Fisher
Elan
Elan Beach
Elise M
Elizabeth Mckay
Elle Zeitoune
ellie & leesa
Enza Costa
Equiptment
Eric Javits
Escapada Living
Eva Varro

Fabrizio
Gianni
Falcon &
Bloom
Fame on you Paris
Fate
Feather 4 Arrow
Feel The Piece
Femme Fatale
Fever Sweaters
Fickle
Fidelity Denim
Fifteen Twenty
Final Touch
Finley
Fluff by Acme
Fontlab
For Love & Liberty
Forever Unique
Forgotten Grace
Fraiche by J
Fredd and Basha
Free Heart
Freeloader
Freeway
Freida Rothman
French Connection
Men's & Women's
Contemporary Collection
Frenzii
Frock Shop
Funky Yoga
Gaucho Sur
Generation Love
Gentle Fawn
George Loves
Giles & Brother
GLAM
Global
Green Dragon
Gretty Zueger
Groceries Apparel
Guess Belts
Gypsy 05
Gypsy 05 SAND
Gypsy Souls
h.i.p
Hair Accessories
by Jan Tran
Hale Bob
Halloween Jeans
Halo
Happy Socks
Hard Tail
Harvest
Haute Hippie
Havaianas
Hazel
Heart Soul
Heather
Hidden Heart
Hipanema
Hourglass Lily
Hudson Jeans
Hunter Bell
Hybrid
I Heart UGG Kid's
Footwear
I.Madeline
IDI
Idlebird
Illia
Ilse Jacobsen
Ilux
Indigenous
Industria Candles
International Fashions
Invisibelt
Ivan Grundahl
J Brand
Jack
Jacob Davis
Jacob Davis USA
James Jeans
James Perse

Janna Conner
JET by John Eshaya
Ji Oh
Jimmy Taverniti
Jo & Me
Joe
Joed Belts
Joe's Jeans
Men's & Women's
Joh
John Varvatos
Bags, Belts & Wallets
John Varvatos
Men's Key Chains/Cuffs
Johnny Was Collection
Joie
Jolie
Josie
Joules from the UK
Jude
JWLA
Karen by Karen Kane
Karen Capil
Karen Kane
Hats, Jewelry, Women
Karen Klein
Karlita Designs
Karma Kreations
Kay Celine
Kaya Di Koko
Kelly Wearstler
Kerisma Black
Kerisma Knits
Kerisma T-Luxe
Kersh
Kiboots
Kid Tails
Kissed By A Hippie
Kling
Knitted Dove/Love Dove
KOA Swim
Kokun Cashmere
Koral - Activewear
Krazy Larry
Kut from the Kloth
LA Fine
LA Made
La Natura
LA Soiree
Lace & Whiskey
Lacoste
Lacoste Footwear
Lacoste Footwear
Men, Women & Kids
Lacoste Handbags
Ladission
L'AGENCE
Lan Jaenicke
Lapis
LATS
Laura J Designs
Lavender Brown
Leatherrock
Leibl '38
LEO & SAGE
Letol
Level 99
Liberty Garden
Libre
Life Is Good
Lilla P
Lily
Line Knitwear
Liquid Metal by
Sergio Gutierrez
Lisa Carrier Candles
Lisa Todd
LIV
Living Royal Socks
Liz Soto Handbags
Liza Schwartz Jewelry
Liza Shtromberg
Lodis Handbags, Belts
& Small Accessories
Lola Jeans
Lolly
Lori Jack
Lost
Love + Grace

Lovely BAG
Lucky Brand Accessories
Lucky Brand Men's
Denim & Fashion
Lucky Brand Women's
Denim & Fashion
Luii
Lumier by Bariano
Luv Aj
Luv Betsey Johnson
Lysse
Lysse Active
M Made in Italy
Mad Mac
Madden Girl
Madeworn Rock
Magdalena Duma
Maidenform Accessories
Maison Close
Makena Surf Wear
Mara and Mine
Margaret O'Leary
Maria Grazia Panizzi
(Italy)
Marseilles
Matty M
Mavi Jeans
Me & Thee
(United Kingdom)
Melody
Micha Designs
Michael Kors
Cold Weather
Michael Kors
Women's Belts
Mickey & Jenny
Mila Bikinis
Minne
Mirlo
Miss Me
Belts & Handbags
Miss Me Girls
Miss Me
Jeans & Sportswear
Mod-O-Doc
ModSock
Mofe Handbags
MONaMOUR
Moon Collection
Mother
Moyuru
Muche et Muchette
Nana Nucci (Italy)
Nanavatee
Nanette Lepore
Nation LTD
Native Outsiders
Necessitees Apparel
Neesh.... By DAR
New Leaf
Nice Kicks
Nicepipes Apparel
Nick & Mo
Nikki Montoya
NIKKI Rich
Nor (Denmark)
Notify
Novemb3r
O2 Collection
Oats Cashmere
Old Gringo Boots
Olive & Oak
Olivier Philips (Paris)
Om Girl
One Teaspoon
Only Hearts
Onzie
Oober Swank
Oonagh by
Nanette Lepore
Others Follow
Paige
Pam and Gela
Paper Heart
Papillon Blanc
Parallel Skies
Parker Smith
Patrons of Peace
Peace Love World

Peace of Cloth
Pearle88
Pelle d'Arte Leather
Penelope Chilvers
Pepa Loves
Pete and Greta
Peter and June
Piece of My Heart
Piero Guidi
Pink Lotus
Pink Tartan
Pistil
PJ Luxe
PJ Salvage
Porto
PPLA Clothing
Press
Prismsport
Private Arts
Puma
Pure Karma
Pygmees
Quintsoul
Rachel Pally
Raffaello Rossi
(Germany)
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RD Style
Rebels Footwear
Red Haute
Red Monkey Designs
Red23
Repeat
Revolution by Edwin
RG Jeans
Rich Honey
Riller & Fount
Robert Graham
Robin Ruby
Rock Revival
Rosemunde
Rowan Reed
Sanctuary Clothing
Saraswati Jewelry Designs
Saxx
Scrapbook
Search for Sanity
Second Base
See You Soon
Sheri Bodell
Sigalie Jewelry
Signorelli
Silva
Silvana K Jewelry
Silver Jeans
Simi Sue
Simply Irresistible
Single
Sita Murt
SIX * TEN
Six Degrees
Skif
Skinny by Jessica Elliot
Skinny Tees
SKUNKFUNK
Sky
Sky Swim
SolKissed
Solow
Soludos
Men, Women & Kids
Sonia Fortuna (Italy)
Sonjia Baram
Soul Mates
Spanx
Spirithouse
Spiritual Gangster
Splendid Intimates
Stacy Sterling
Steve Madden
Steven
Stiletto
Streets Ahead
Belts & Bags
STS Blue
Stylish
Sugar Bean Jewelry
Sugar High

Sunday in Brooklyn
Sunlight (Paris)
Suzi Roher (Toronto)
Talia
Talina Hermann
Tanya Taylor
Te Verde
Tee Ink
TFNC London
The Chic Bags
The Fisher Project
The Shanti Butterfly
THEO Elements Power
Jump
Thomas Wylde
Three Dots
Timberland
Tommy Bahama
Footwear
Tommy Bahama
Men's Collection,
Denim & Relax
Tommy Bahama
Women's Collection
& Swimwear
Tommy Hilfiger
Luggage & Backpacks
Tommy Hilfiger
Men's Underwear
& Sleepwear
TOV
Tractr
Tracy Evans
Transmission
Trendline by
Raffaello Rossi
Tres Chic by Joh
True Grit
True Religion Brand Jeans
Truehitt -
Made in Los Angeles
Trybe
Twenty
Tyler Jacobs by
Feel The Piece
UGG Australia
UGG Collection
Undercover
Underella by Ella Moss
UP!
Urban Fitting Room
Varro by Eva Varro
Velvet Heart
Viereck
Vimmia
Vince
Vintage Highway
Vintageous
VPL
wallpapHer
Want Need
WAYF
Western Fashion Jewelry
WG
Whispering Ivy
White Crow
Whitney Eve
Whyte Eyelash
Willow & Clay
Wilma & Ethel
Wilt
Wooden Ships by Paola
Buendia
Workshop
XCVI
Yana K
YASB
Yerse
Yoana Baraschi
Yoana Baraschi Blue
Yoli Rapp
Yoshi Yoshi by PJ (Tokyo,
Japan)
Z Supply
Zacasha
Zelda
Zhivago
Zoa
Zoe Couture
Zowee Jewels