Appendix of the industry for 70 years



SUMMER STAPLES: Swimsuits by Solid & Striped and sandals by OTZ Shoes are among the hot sellers at Canvas Woman in Malibu. For more popular items selling in the luxe seaside city, see What's Checking on pages 6 and 7.

After Long Drought, Mall Construction Back in Coastal SoCal

By Andrew Asch Retail Editor

It is one of the rarest sights on the California coast: a new mall.

However, a handful of new retail centers are ready to make their debuts in cities where available land for construction is scarce.

The Outlets at San Clemente, a more than 325,000-squarefoot project in San Clemente, Calif., is scheduled to open in October. It is the first major retail project to be built in more than a decade in San Clemente, a well-to-do hub of South Orange County.

About 25 miles down the coast, **Caruso Affiliated**, developer and owner of **The Grove** and **Americana at Brand** retail centers, proposed to build a 585,000-square-foot open-air lifestyle center in Carlsbad, Calif., another affluent beachside city. Across town, the **Westfield** mall-management company is spending \$300 million to remodel the **Westfield Carlsbad** retail center, a space that has not seen a major remodel since the late 1970s. The mall's new look is scheduled to make its debut in 2016.

In Los Angeles County's South Bay, **The Point** will take a bow as an open-air specialty center on July 30. The 115,000-square-foot space is located in El Segundo, Calif., which is about 10 minutes from the beach.

Miles away from the beach, Westfield is scheduled to unveil its open-air **The Village at Westfield Topanga**, some 26 miles northwest of downtown Los Angeles. Independent Los Angeles-area boutique chains **Varga** and **M.Fredric** are scheduled **Malls** page 4

TRADE SHOW REPORT Buyer Traffic Revs Up at Agenda

By Andrew Asch Retail Editor

Aisles and booths were buzzing with buyers at the **Agenda** trade show, which ran July 7–8 at the **Long Beach Convention Center** in Long Beach, Calif.

The sprawling 300,000 square feet of the convention center's exhibit halls and adjoining spaces were filled to capacity as buyers for department stores and owners of small, independent boutiques browsed through the latest looks in action sports, streetwear, footwear, and men's and women's fashion.

"It's been really busy," Christopher Josol of the **Flag-ship** showroom said at the end of the first day of the show. "Our first appointment arrived on time at 9 a.m., and it hasn't slowed down since."

Emily Blood of the Alpine Stars label said retail traffic Agenda page 8

American Apparel Cutting Workers and Costs to Improve Its Financial Pulse

By Deborah Belgum Senior Editor

INSIDE

Days after **American Apparel** announced it would be closing some stores and laying off workers, about 80 American Apparel workers rallied outside the company's enormous factory near downtown Los Angeles to protest the way the company is being managed.

Carrying signs that skewered American Apparel Chief Executive Paula Schneider and the company's chairwoman, Colleen Brown, the group shouted, "Shame on Paula" and "We Want Dov," referring to the clothing company's founder, Dov Charney, who was fired as CEO in December.

Joe's Jeans Gets a Little Help From Its Creditors

By Deborah Belgum Senior Editor

Joe's Jeans got a lifeline when two major creditors gave the Los Angeles blue-jeans manufacturer some more time to pay off some hefty loans—for a price.

In a filing with the Securities and Exchange Commission, the financially strapped company said on June 26 it received "forbearance agreements" from **Garrison Loan Agency**, owed nearly \$60 million, and from **CIT Group**. Joe's owes CIT \$24 million.

The extensions give the apparel company some breathing room until Oct. 15, with a possible extension to Nov. 15.

That might be enough time for Joe's Jeans to negotiate selling the company or find additional financing, which is necessary to keep it from filing for Chapter 11 bankruptcy protection. But the extension agreements come at a cost. CIT will receive \$450,000 in forbearance fees on Oct. 15, and on the same date Garrison will get a payment of 1.35 percent of the balance on the term loan. If extended to Nov. 15, CIT will receive an additional \$125,000 and Garrison a payment of 0.25 percent of the term-loan balance.

"No matter what goes on, it buys them more time," said Jeffrey Van Sinderen, a retail analyst with **B. Riley & Co.**, which used to cover Joe's Jeans but dropped coverage in February. "With no re-fi deal reached and no suitor for the company having emerged, we do not see the company continuing to operate in its current form. It appears that some sort of restructuring will be necessary," Van Sinderen wrote in a Feb. 17 report.

That same month, Joe's Jeans hired Carl Marks Advisory Joe's Jeans page 3



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Mid-Year Economic Forecast: Signs of Strength Tempered With Notes of Caution

By Alison A. Nieder Executive Editor

California's economic outlook for the remainder of the year is good, but it's not exactly time to pop the champagne cork because the forecast is served with a helping of caution.

A recent economic report by the UCLA Anderson School of Management showed strong job recovery across the U.S. and in California and forecast increased growth in construction, business investment and consumer demand.

"I think things are on solid footing," said Esmael Adibi, the director of the A. Gary Anderson Center for Economic Research at Chapman University.

The year got off to a slow start, due to several factors, including the work slowdown and chassis shortage during contract negotiations at West Coast ports, which left holiday merchandise stranded on cargo ships. But Adibi said in recent years, the first quarter has been typically been slow.

"Our first quarter for the last 10 years has been lower than what should have been," he said. "Barring any unexpected events, we think the remainder of [this] year is going to show strong growth in terms of real GDP."

Events such as the Greek financial crisis threaten to affect the U.S. economy for the remainder of the year, but with no such impediments, Adibi said, the country and the state could see job growth continue.

"That suggests that job creation, which has been relatively strong for the U.S. and California, is going to continue to be strong," he said. "Job creation is the most important factor affecting California's economy and consumer spending, retail and manufacturing."

The Los Angeles County Economic

Development Corp. (LAEDC) pegged the employment forecast as flat for nondurable goods in its recent "Los Angeles: People Industry and Jobs 2014–2019" report.

But Ilse Metchek, president of the **California Fashion Association** (CFA), said the LAEDC's employment numbers don't paint the full picture of the apparel industry's economic health.

"You really can't talk about the industry as a monolith," she said.

The state's employment numbers for apparel manufacturing are down, but the value of imported goods is significantly improved.

"In terms of apparel and textile sales [and the] value of shipments in the LA region, we are above 2010 and 2011 levels—and 2011 was our biggest year," Metchek said. "It's not made here, [but] it is part of the industry [and] it is not reflected in the employment numbers."

Retail rebound?

Traditionally, summer in California has been strong for the state's retailers, who typically benefit from tourism spending, Chapman's Adibi said.

"It all goes back to the broader economy," he said. As the job picture improves, people will have more discretionary income to spend on travel and tourism activities.

"Tourism should be very strong this year," he said. "The only negative is foreign tourism is not going to be as strong because the dollar is strong. We're not expecting as many foreign tourists. They will still come—but not as many as you would hope for."

Still, more discretionary income overall points to good prospects for California retail.



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+1.310.339.4355 - info@woodunderwear.com woodunderwear.com "When it comes to the retail sector, there is some good news," Adibi said. In addition to a better job market, consumers have also reduced their debt load, and there's the "positive wealth effect" of a strong stock market and higher home prices, Adibi said.

"People feel good when they're a little bit wealthier," he said.

Plus, the ongoing low gas prices promise to also have a favor-

able effect on retail spending.

"We have not fully seen the benefit of lower gas prices in terms of shopping," Adibi said. "I think that's going to kick in as people realize gas prices are not going to spike back up." The only negative Adibi noted was

the "anemic wage growth." "Even those people who have had jobs haven't seen a significant raise," he said, but added, "I

think the positives are going to offset this negative, and consumer spending should be relatively strong for the remainder of the year, which should help the retail sector."

A recent report by real estate investment commercial real estate brokerage firm **Marcus & Millichap** found that commercial real estate developers are accelerating the timeline on several projects in response to "heightened demand" and pre-leasing commitments are "above 80 percent, indicative of pent-up demand from retailers seeking premium space."

But according to CFA's Metchek, some of that demand is coming from non-traditional and start-up retailers. Online retailers are looking for go "clicks to bricks" to drum up additional sales, she said.

"You have the malls opening up their

leasing space to start-up companies—not just legacy brands—because they need people to fill the space," she said.

The retail sector is very fractured, Metchek said, adding that the bricks-andmortar retailers who are faring the best are those with a "significant online following that brings [shoppers] back into the store." New retailers—such as **H&M**'s mini-

s promise New retailers—such as H&M's mini-LA Region Apparel & Textile Industry Sales Value of Shipments



malist sister brand, **COS**, which opened its second U.S. store late last year in Beverly Hills—see strong business because they're the "new kid on the block," she said.

But Metchek says she sees such success stories as "Peter to pay Paul."

"That business is coming from somewhere else," she said. "The business in Eagle Rock or Echo Park or Silver Lake is coming from Robertson. If somebody's hot, somebody else is cold."

What's needed is a significant fashion shift to drive consumers to the store.

"There is nothing you need to buy now to make yourself feel current—even for a fashionista," Metchek said. "When the contemporary consumer —these people who are fashion leaders—think of a new look, then you'll see business turn around." •

NEWS

Port Traffic Up for Back-to-School Season

Cargo volumes at the nation's ports are seeing a healthy upswing as retailers start stocking their shelves for the Back-to-School season.

Incoming cargo-container traffic in May saw an 8.2 percent boost over the previous May, the last month for which there are afterthe-fact figures, according to the monthly "Global Port Tracker" report, prepared for the **National Retail Federation** by **Hackett Associates**.

"U.S. consumer spending recorded its largest increase in nearly six years in May, suggesting that the level of confidence about the future has improved," said Ben Hackett, founder of Hackett Associates.

For June, cargo-container traffic is estimated to have seen a 5.5 percent jump over the previous year while July cargo volumes were expected to rise 7.3 percent and August traffic was predicted to inch up 5.5 percent over last year.

In September, when schools are back in session, cargo-container volumes are predicted to be up only 2.4 percent over September 2014.

At the end of last year and at the beginning of this year, cargo-container traffic at West Coast ports was greatly hampered by contract negotiations between longshore workers and their employers. The previous contract expired in July 2014. At the same time, the sister ports of Los Angeles and Long Beach were grappling with a shortage of chassis to move cargo containers off the docks and on to trucks and trains. There were huge backlogs of cargo containers that were taking as long as two months to be delivered to customers once the containers reached the ports.

In February, the **International Longshore and Warehouse Union** and its employers, represented by the **Pacific Maritime Association**, reached an agreement for a five-year contract. It was ratified in May.

"Now that West Coast ports have recovered from the congestion caused by the recently settled contract dispute, retailers are focused on the Back-to-School season to ensure that parents can find the supplies and clothing their children need for the fall," said Jonathan Gold, NRF vice president for supply chain and customs policy.

For the first half of 2015, incoming cargocontainer volume is estimated to be at 8.8 million 20-foot containers, up 6.4 percent over last year.

The ports covered by the NRF report are Los Angeles/Long Beach; Oakland, Calif.; Seattle and Tacoma, Wash.; New York/New Jersey; Hampton Roads, Va.; Charleston, S.C.; Savannah, Ga.; and Miami and Port Everglades, Fla.—Deborah Belgum

Joe's Jeans Continued from page 1

Group in New York to help its board of directors explore strategic and financing alternatives to resolve its financial problems after it defaulted on its loans in November.

Recent reports had the company negotiating some kind of deal with Tengram Capital Partners, whose co-founder William Sweedler is a former president and chief executive of Joe Boxer. Negotiations reportedly were centered around a purchase price of under \$100 million.

"If there weren't something brewing, they probably wouldn't have gotten a forbearance," said one financial observer.

Joe's Jeans took on major debt when it acquired one of its rivals, Hudson Clothing Inc., in 2013 for \$97.6 million. The Garrison loan was used for part of that purchase. But the acquisition has mired the company in steep debt and contributed to its growing net losses.

On Nov. 6, Joe's Jeans received a notice that it was in default of the Garrison and CIT loans for violating certain covenants of the loan. Those covenants were that the company's minimum EBITDA, or earnings before interest, taxes, depreciation and amortization, for the 12-month period ending Nov. 30 had to be at least \$23.4 million.

With the loan default, the company's auditors. Moss Adams, said it was worried the company didn't have enough funds to stay in

American Apparel

Continued from page 1

know exactly what their work schedule will be. "This week, 40 people showed up to work in the factory on Monday and were told to go home because there was no work for them." said Louis Reyes, a spokesman for Hermandad Mexicana, a nonprofit that advocates for immigrants' rights and is the umbrella group for the General Brotherhood of Workers, which is trying to unionize American Apparel workers.

American Apparel sources familiar with the matter said that was untrue and the company was operat-

ing normally. Reves said

2,800 American Apparel workers had signed cards saying they want to unionize. The company employs 10,000 workers in various factories, distribution centers and its large chain of retail stores.

Demonstrators were pass-

ing out flyers that said, "No More Layoffs or Firings.'

Dominga Valencia, one of the demonstrators, was a garment sewer who was laid off three months ago. She said the company was going downhill and she wanted to see Charney return. "He knows how to administer the company," she said.

The demonstration on Wednesday, July 8, came just two days after American Apparel sent out a press release announcing it will be going to the chopping block to cut at least \$30 million in costs over the next 18 months and close poor-performing stores.

The realignment of the retail sector means there will be some jobs that are cut. "Among other initiatives, cost-cutting measures will include closing underperforming retail locations to drive productivity improvements," the company said. "In connection with these store closures, the company will streamline its workforce to reflect a smaller store footprint and general industry conditions." New stores may be added in more-lucrative locations, the business.

That was highlighted by the company's first-quarter earnings ending Feb. 28, when Joe's Jeans lost \$21.6 million on \$43 million in revenues. During the same period last year, it

lost \$2.1 million on \$47.3 million in revenues. For the fiscal year ending Nov. 30, 2014, the company lost \$27.2 million on \$188.75 million.

With the company in financial trouble, Joe's chief executive, Marc Crossman, left the company in January. He was replaced by interim CEO Sam J. Furrow Jr., who lasted less than a month. He stepped down and was replaced by his father, Sam J. Furrow Sr., who is the chairman of the Joe's Jeans board.

Adding to the turmoil, Peter Kim, who founded Los Angeles-based Hudson Clothing Co. in 2002 and is still its chief executive, resigned from the Joe's board of directors in February and was trying to find financing to buy his company back.

Joe's stock, which trades on the NASDAQ, has nosedived. It is selling for around 21 cents a share. Its 52-week high was \$1.28 on July 11.2014.

With 69.8 million shares outstanding, the company's market cap is close to \$15 million.

Joe's Jeans are sold in high-end department stores, and the company has 13 full-price retail stores and 20 outlet stores.

company said.

The cost-cutting plan, which was devoid of any specifics, starts immediately. It is meant to put the company on a better financial course. American Apparel, a totally vertical operation that encompasses the largest apparel factory in the United States, has 239 retail stores in 20 countries.

For several years, it has been bleeding money with annual net losses putting it close to bankruptcy. In an email Schneider sent to workers at the same time the press release was sent, she said the company had lost \$340 million in five years.

In 2014, the company lost \$68.5 million on \$608.9 million in revenues, and in 2013 it lost

\$106.3 million on \$633.9 million in revenues.

> The company warned that even with these costcutting efforts, "there is no guarantee the company will have sufficient financing commitments to meet funding requirements for the next 12 months without raising additional capital, and there

such additional capital."

American Apparel is also defending itself from around 20 lawsuits filed by founder Charney as well as other former employees and shareholders. Charney, who still owns 41.4 percent of the company's stock, is expected to be at the American Apparel annual stockholders meeting, scheduled for July 16 in Chicago.

board members-Lyndon Lea, Thomas Sulli-

According to documents filed with the Se-

that because of a standstill agreement that is valid until the close of the annual meeting,

June Sales Mixed

formances

Retailers such as The Buckle Inc. and Steinmart Inc. reported what some analysts believed were surprise performances, and their respective same-store sales increased

2.4 percent and 1.9 percent. However, Wall Street analysts contended that retailers such as

Zumiez Inc. disappointed. The Washington state-based mall retailer of action sportswear, hard goods and accessories reported a decline of 2.2 percent. Gap Inc. reported a 1 percent decline

sake brand, Gap Global, posted same-store-

Ken Perkins of **Retail Metrics** wrote in

Charney may not solicit stockholders to vote differently from any of the proposals recommended by the company.

Looking for fashion forwardness

While American Apparel struggles with Charney's efforts to return to the company he founded in 1998, the executives at the clothing venture have been working on a turnaround plan that includes introducing a more trendoriented Fall 2015 collection for men and women that goes beyond the basics American Apparel has been known for. "Historically, the Fall season has not been a major focus for the company," said Schneider, who came on board on Jan. 5. "We are beginning the process of remerchandising the product assortment to our retail stores to increase productivity by SKU."

ons is the Tuesday prior to Friday publication

out of the six first months of the year. "Retailers are struggling to gain their footing in this environment, where consumers are feeling better but still have limited discretionary funds at their disposal," he wrote.

In a July 8 retail note, Perkins wrote that Father's Day and the lead-up to the Fourth of July weekend pro-

vided short bursts of retail activity during June, but it was not enough to fuel high sales across the board. While June probably won't be remembered as a spectacular month for retail sales, Liz Pierce of Brean

Capital believed that the month would lead into a good Back-to-School season.

"More teens had jobs versus a year ago," she wrote. In June 2014, there was a peak level of unemployment of 21.8 percent for youth aged 16 to 19 across America, she wrote in a July 6 research note. She wrote that youth unemployment declined to 17.9 percent recently.—Andrew Asch

American Apparel announced two new executive hires. Christine Olcu is on board as the general manager of global retail, and Brad Gebhard is the president of wholesale. Both are expected to implement the company's global retail and wholesale turnaround strategies.

Olcu will lead American Apparel's current retail managers in optimizing merchandising and sales at the company's stores. Olcu has worked at retailers such as Express. Mexx Canada, Indigo Books, Music Inc. and Club Monaco. She will be helped by Nicole Gabbay, American Apparel's longtime president of U.S. retail.

Gebhard, who has been working for the company for the past four months as a consultant, will focus on increasing the company's business-to-business sales. In addition, he will oversee Oak, the four-store specialty chain acquired by American Apparel in 2013.

Going forward with its new initiatives, Calendar New York July 13 July 17 Gather SwimMiami The Castaway W South Beach Portland, Ore 1Hotel South Beach Through July 14 South Beach. Fla. Through July 19 July 15 **California Gift Show** Los Angeles Convention Center LA Gift & Home Market California Market Center Los Angeles Through July 20 Los Angeles Through July 20 **July 18** Market SwimShow LA Mart Miami Beach Convention Center Los Angeles Through July 20 Miami Beach, Fla. Through July 21 Swim Week Hammock/Salon Allure Various venues Miami W Hotel Miami Beach, Fla. Through July 21 Through July 20 July 16 Cabana Gather Bell Harbor Conference Center Collins Park Miami Beach, Fla.

Stein Mart Zumiez in same-store sales.

The company's Old Navy Global division reported a 1 percent increase in same-store sales. Its Banana Republic Global division also reported a 1 percent increase in samestore sales. However, the company's name-

sales declines of 5 percent.

a July 9 research note that his company's

NEWS

Through July 21 MRket Jacob K. Javits Convention Center New York Through July 21 **July 20** Agenda Jacob K. Javits Convention Center New York Through July 21 Liberty Fairs Pier 94 New York Through July 22 Capsule Basketball City New York Through Julv 21 There's more Seattle Through July 20 Through July 17 July 19 For calendar details and contact Project information, visit ApparelNews. Jacob K. Javits Convention Center net/calendar. Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for cal Inclusion in the calendar is subject to available space and the judgment of the editorial staff.



of American Apparel, calling for the ouster of the new chief executive, Paula Schneider, and the return of the company's founder. Doy Charney.

can be no guarantee that it will be able to raise

The stockholders are voting to retain three van and Laura Lee.

curities and Exchange Commission, Charney must vote his share as mutually agreed upon with Standard General, the New York hedge fund that loaned Charney money to buy additional shares that boosted his holdings from 23 percent to the current 41.4 percent of the company's stock.

American Apparel warned shareholders



RETAIL SALES

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What's Hot for Swim 2016

The forecast for Swim 2016 is in, and it promises a barrage of bold color, clever strapping, beach-to-clubhouse versatility, and even a sweet fantasy for little girls. A sampling of manufacturers gives us a peek at what we'll be seeing on the beach.

Castles Couture

The designers at Castles Couture happily admit, "Our suits are a bit cheeky, to be sure." Looking to outfit "a bikini babe

of any age who wants to stand out from the crowd,' **Castles** Couture offers "something for the surfer, the sun lounger, and the pool party goer": a range of silhouettes from sexy one-pieces to comfortable two-piece mix-andmatch sets. The



handmade-in-the-USA suits, crafted from high-quality spandex and elastic, are strong in neutrals and black and white, but this season Castles Couture has put olive green, rust, red, royal blue, and plum purple in the mix. Its trendsetters? The most simple and sexy suits that you can wear daily and mix and match with any of the complementary styles and colors in the line.

i'a Wear International

Blue Tang, Reticulated and Redtail Butterfly Fish, Picasso Triggerfish, Yellowbar Angelfish-these brilliantly



colored tropical fish inspire and inform i'a Wear's 2016 collection of seven swimsuit silhouettes, two caftans, a maxi dress, sarong, women's and men's rash guards and men's board short. The collection's core is its printing

techniques: "a unique amalgamation of the digital/sublimation printing movement and a one-of-a-kind focus on fish that no brand has endeavored in quite the same way." Elaborate, interchangeable strapping, strong fish patterning, and vivid pops of color are about as attention grabbing as it comes. The swim collection includes string, bandeau, and halter bikinis, several tankinis and onepieces that are perfect surf-scene suiting, while chiffon sarongs and convertiblestrap maxi dresses and caftans make a sure transition to land. Expected bestsellers: Strappy tankinis and onepieces in Reticulated and Redtail Butterfly Fish, full-scale print maxis, and knockout Yellowbar Angelfish string and bandeau bikinis. Says i'a Wear, "That just screams sunshine and surf!'



Kinda Fancy

Layering is the word for 2016 at Kinda Fancy. Its customer, "an active woman in her early 20s to late 40s," has a taste for "unique fashion rather than everyday beachwear." Kinda Fancy delivers with a striking collection of 14 heavyweight nylon and poly-blend pieces in rich, vibrant colors as well as black that can be mixed, matched, and layered. Pulling inspiration from urban streetwear and the current activewear craze, the designers offer longsleeve one-pieces that can be worn in the surf or with jeans, ditto a mesh cap-sleeve rash guard, tops that double as bras, and a full range of bottoms "from cheeky to fuller coverage to a bike short," all with pockets. Its expected trendsetter is a surf dress "meant to replace a rash guard for skin and sun protection and warmth." Its bestseller, however, is a flattering crop top that adjusts to a wide variety of bust sizes: "We have a maniacal focus on fit to ensure the suits flatter the everyday woman."

Seaster

For 2016, Seaster has picked for its color palette and print inspiration "three paradise places that remind us of unforgettable trips and moments": the

Maldives for blue sea shades, Hawaii for its "happy" pinks, citric yellow, and orange, and California for its palm trees and sunsets. With 66 pieces, the array is aimed at women 18 to



sports performance in addition to style. Seaster's comfortable wet suits are made with 1mm-thick neoprene in three designs. The Lycra pieces, which feature "singular cuttings and straps," include a classic "rippled" bikini and cropped tops, one high-necked that matches hot pants. All of Seaster's fast-drying fabrics provide sunscreen protection and high resistance to chemicals. Its expected bestseller? The Aloha neoprene tank, a light wet suit that provides free movement in addition to board-wax protection: "Besides all the benefits, this piece still presents an amazing design, promoting a fancy yet sporting look.

Teeny Wingkini

"Every little girl likes to play fairy princess and wear wings!" So believes Teeny Wingkini, which has launched a line of distinctive suits for little girls 12 months



to 8 years old. How distinctive? All are fairy-themed, and all come with matching detachable wings. This season's six designs include two mermaid prints, a pink-and-yellow daisy print, an orangeand-teal seashell print, and a red-and-

black ladybug print. As adorable as the polyester spandex suits are, the wings are magical. With frames fashioned from a rustproof plastic tubing, each wing features a flower purse pouch "to store seashells and tiny treasures." Teeny Wingkini expects the ladybug suit to be a bestseller, thanks to the upcoming debut of Nickelodeon's 3D animation series "Miraculous," about a teen girl superhero who morphs into a ladybug to save the day. "We expect our ladybug to be flying off the shelves with the popularity of 'Miraculous' worldwide.'

You can see these swimwear brands in all their glory at the upcoming Surf Expo in Orlando, Fla., Sept. 10-12, 2015.

Malls Continued from page 1

to open locations there when the center debuts in Fall 2015.

Opening in November will be the new mixed-use center Pacific City in Huntington Beach, Calif. Located across the street from the beach, it will offer 191,000 square feet of restaurants and retail, including H&M, TankFarm & Co. and Irene's Story, said Linda Berman of Pacific City's developer and owner, DJM Capital Partners Inc.

The spurt of retail construction follows

"There is not a lot of undeveloped land in San Clemente," said Erik Sund, San Clemente's assistant city manager. "Vacant lots are few and far between."

However, population has been growing in well-to-do coastal areas. In San Clemente, the city's population increased from a little over 40,000 people in 1990 to more than 65,000 people in 2013, according to the Bureau of Labor Statistics. Developers feel that these areas are underserved in retail.

Steven L. Craig, the managing partner of Craig Realty Group, which developed The



GETTING READY: Building site for the Outlet at San Clemente, located in San Clemente, Calif., off

a drought for this business. No traditional regional malls were built in America from 2006 to 2012, according to the International Council of Shopping Centers. Since then, several regional malls have been built in the U.S., including City Creek Center in Salt Lake City; The Mall at University Town Center in Sarasota, Fla.; and The Mall at Bay Plaza in New York's Bronx borough. The Mall of San Juan also recently opened in San Juan, Puerto Rico.

Much of the current construction scene is rooted in multi-million-dollar remodels of existing malls and construction of new wings of exiting malls, said Ron Gordines, director of business development for Dickinson Cameron Construction, a retail and restaurant construction management company that runs a headquarters in Carlsbad. "There's a growth spurt going on in the past two years. It's at its peak right now," Gordines said.

There's been an increase in retail construction because the economy has been improving and there's been a release of pent-up consumer demand following the Great Recession, said Kimberly Ritter-Martinez, an economist with the Los Angeles Economic Development Corp. "New construction of any kind, with the exception of apartment buildings, has been extremely low for several years but has really picked up in some areas," she said.

One of those areas is industrial and warehouse real estate. In Los Angeles County, building permits have increased 33.3 percent for industrial real estate during the period between January and May of 2015 compared with the same time in the previous year. In Orange County, industrial real estate went up 51.3 percent. "A lot of the growth in industrial construction-especially in the Inland Empire—is warehouse/distribution space in response to the growing share of retail e-commerce," she said.

One reason for the lack of new retail-center projects is the lack of available space in affluent coastal areas such as San Clemente.

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Outlets of San Clemente, said Orange County ranks as one of the top apparel-purchasing counties in the United States. With San Clemente being a hub of South Orange County, it was a highly attractive area to build a retail center, which will offer a full-price H&M store and 70 outlet retailers, including Calvin Klein, Cole Haan, Columbia Sportswear, Guess and Nike. It also will feature restaurants such as Ruby's, Panera and Jack's Urban Eats.

Adjacent to The Outlets, the Taylor Morrison company, headquartered in Woodland Hills, Calif., will build more than 300 residences. A boutique hotel also will be constructed in the area. And nearby, 2,700 homes are under construction in Rancho Mission Viejo. All are expected to be completed this fall.

Craig anticipates that the Outlets will draw customers from South Orange County as well as tourists and even international travelers going through San Diego and making their way to the Mexican border. "It will be a real ame-nity to the community," he said of his upcoming Outlets project for San Clemente and its neighboring areas. "They don't have enough retail."

However, developers are no longer able to construct malls with the relative ease that they had from the 1960s to the 1980s. Land is not only scarce, but consumers want something different, said Shaheen Sadeghi, developer of The Lab and The Camp specialty shopping centers in Costa Mesa, Calif., and The Anaheim Packing District in Anaheim, Calif.

"People are sensitive to what is coming into their community," he said. "In the past, a lot of developers have overpromised and under-delivered. A lot of their product has not been exciting. It wipes out the soul and the personality of our neighborhoods. ... If not planned carefully, it can devalue our communities," he said. "We don't need retail centers that are about homogenization. They should be about personalization, customization and localization."



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Swim, Sunnies and Sandals in Malibu

By Alyson Bender Contributing Writer

Situated opposite the Pacific Ocean right off Pacific Coast Highway, the Malibu Country Mart is a relaxed lifestyle destination shopping spot for locals, celebrities, families and tourists.

At the height of summer, many of the stores are reporting strong swimwear and accessories sales from classic contemporary styles to ready-to-wear designer collections.



Letarte storefront

LETARTE

3900 Cross Creek Rd. #7 www.letarteswimwear.com

Letarte is a family-owned swimwear company out of Maui, Hawaii. Started by sisters Michele and Lisa, everything is designed and handmade in the United States. While their Malibu store exclusively carries Letarte swimwear, they carry complementary Sol Angeles apparel in addition to various other accessories lines.

This season, triangle bikinis that offer traditional coverage are a top swim seller, according to Noelle Scott, Malibu store manager. "Our customers value the quality of each piece, which



\$150)



Summer 2015

Mystic sandals (\$148)



On mannequin, left: Letarte bikini top and bottom (\$98 each), Letarte cashmere sweater (\$378), Letarte Skull" pants (\$218), Amy Grace necklace (\$158). On mannequin, right: Letarte multi-color open cardigan coverup (\$288), White bathing suit top and bottom separates (\$98 each)

has built a loyal following in the year and a half that our store has been here."

Letarte crochet shorts (\$148) and their skull crochet pants (\$218) have been bestsellers also, along with various 100 percent cashmere pieces as coverups.



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'Venroy and Hartford are doing very well for us this season," said Courtney Saavedra, director of marketing and public relations for Kitson. "The Malibu [male] customer has really embraced Venroy," which origi-nates from Sydney. "It is a great fit; the fabric is luxurious, comfortable and lightweight; and the col-

ors are strong."



Hartford "Surf's Up" boardshorts (\$195)





Venroy "Core Range" swim trunks (\$98 each)

Hartford, known for rich fabrics and an authentically vintage feel, has also been popular among Kitson's male customers. "The colorful, fun prints are a huge hit with the Malibu customer," Saavedra said. Hartford trunks retail for \$165 to\$178. and Venroy retails for \$95 to \$195.

While Kitson does carry

women's' swimwear, it chose not to comment on its bestsellers. A sales associate did say, however, that both Havaianas sandals and all styles of Birkenstocks are selling well with male and female customers.

Hartford swim shorts (\$178)



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WHAT'S CHECKING

CURVE

3835 Cross Creek Rd. #17 www.shopcurve.com

Holding up its reputation for staying "ahead of the style curve," retailer Curve has not been able to keep Proenza Schouler's first summer swim collection in stock this season. "They have been selling out immediately," said Alaina Etue, senior stylist. Print-heavy biki-



Pfeiffer bikinis, black-and-gold print (\$170 each for piece); gingham print (top: \$160, bottom: \$120)



Inside the Curve store



Gladys Tamez Millinery hats (\$300 to \$400)



Giada Forte striped

bikini (\$275)

Curve store front

ents this season, such as Pfeiffer's gingham bikini (top \$160 and bottom \$120), and black-and-gold print string bikini (top and bottom \$170 each). Giada Forte's striped bikini has also been a top seller (\$275) for its relaxed

nis have been popular

among Curve's cli-

and flattering fit. For more-adventurous customers, Dion Lee's onepiece scuba-material body suit (\$390) has been a favorite for its "versatility and transitional wear," Etue said.

summer.

Local Los Angeles company Gladys Tamez Millinery's wide-brim hats have been a huge hit (\$300-\$400) for all age





CANVAS

23410 Civic Center Way #D1 and #C2 www.canvasmalibu.com

With sister stores around the corner from each other, Canvas Man and Canvas Woman both carry the swimwear line Solid & Striped, a contemporary line with classic cuts out of New York. Canvas Man has carried the line for a couple years and has done so well with it that it started carrying bikinis (separates retail for \$80 each) and one-pieces (\$160) in the women's store. The women's swim line has done



Canvas Woman storefront

very well thus far this season, according to Jac Forbes, who owns the boutiques with her husband, Arlington Forbes Both boutiques also carry Oliver Peoples sunglasses, which retail for \$350 to \$450

and are sold year-round. This summer, Canvas Woman has been doing "very well" with OTZ Sandals (\$95) and the Lex Dray "Malibu" beach tote (\$175), which is "extremely durable."





Summer 2015 swimwear and accessories

Lex Dray's "Malibu" tote (\$175) with Oliver Peoples sunglasse





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Agenda Continued from page 1

slowed down during the morning of the second day but revved up by the early afternoon. Aaron Levant, Agenda's founder, forecast that 12,500 attendees would pass through the show. Attendance was estimated to have increased 4 percent. However, the number of exhibitors was even with the January show, at about 750 brands.

Retailers browsing the event included Nordstrom, Pacific Sunwear, Zumiez, Tilly's, Nasty Gal, Zappos, Jack's Surf, Need Supply Co., Pilgrim,

Black Market, Bodega and Convert Man. But one of the

big topics of the 13-year-old trade show was the rebound of the actionsports business. Quiksilver, one of the major players in this field, made business headlines this year when it named a new chief

executive officer, Pierre Agnes, to stop a decline in sales.

Enterprises

Sales for independent core surf and skate shops, the foundation for the action-sports business, have suffered, too. Sales measured by an index of independent surf and skate shops, kept by ActionWatch, a market-research group, declined 2.4 percent for the period of January to May 2015 compared with the same time in the previous year, said Cary Allington, an ActionWatch co-founder. "May was a really tough month with an apparel sales decline of 7.3 percent," Allington said.

But bright skies might literally be ahead for this business. Weather is warming up across



but with a Johnny Schillereff of Element warm sum-

the year. "Business has been good," he said.

Like the wider fashion and apparel business, action sports and related lifestyle labels also have been seeking to reconnect with customers and supporters after the Great Recession, said Richard Woolcott, founder of Volcom, another high-profile brand that exhibited at Agenda.

"This industry has had it good for a long time. Then we had to take a step back and reinvent ourselves; that's what's going on now," he said. "There's a new momentum, and sometimes it takes years to roll it out. ... It's a

Volcom introduced its Slinger collection of boardshorts at Agenda. Men's fashion and

activities, said Joel Cooper, chief executive officer of Lost Enterprises, which makes boardshorts, surfwear and fashion for men and women. "Our business and our industry totally fo-

America, and a lot of action-sports brands

make clothes for warm-weather sports and

cuses on the weather," Cooper said. While the market is not controlled by weather like the ski business, the sales of boardshorts and T-shirts do benefit from sun. Weather has supported the action-sports business this spring, Cooper said.

"The

kickoff for

our busi-

ness is Eas-

ter. It was

incredible! Retail was great," he

said. Retail

declined

in May,



mer ahead, he forecasts a good second half of

good time for Volcom."



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and action-

sports market, also debuted

a men's fash-

ion underwear

line at the trade

Veteran and emerging la-

bels made their

trade show de-

buts at Agenda.

Black Flys, an

influential Or-

ange County

brand, ran its

first Agenda booth

show.



Mason Brown of Church of Clocky, front, with John Van Hammersveld, creator of iconic poster for Endless Summer

performance underwear was a new category at the show. Neff, which developed a reputation in headwear, introduced its Kevin Durant Underwear Collection X Neff. Stance, which popularized the sock category in the streetwear

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Christopher Josol of Flagship and Randy Brewer of Convert Man

during the past show. Handsome Me, an Australian brand, made its U.S. trade-show debut at Agenda. ICNY Sport, a New York brand, made its debut at Agenda Long Beach. Agenda veterans Element, DC and Lost introduced respective

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new lines Westgate, DC X Ben Davis and Sea Gypsies, a women's line. Non-apparel exhibitors making a debut of

the show included Go Pro cameras, Solé Bicycles and Olloclip, a company making photo lens systems for devices such as iPhones

New looks trending at the show included tiedye, crystal and cloud-style washes, which put unique treatments on tees and woven shirts. Cliff Haddadin of consulting group KKH Project saw T-shirts with longer hems as being popular as well as Hawaiian prints; short-sleeve, buttonup shirts; and pants that leave a lot of room to show off fashionable socks and sneakers.

Danica Elbertse, a freelance designer, said she had not seen major changes with men's and women's fashions in the action-sports and streetwear world. However, surf brands were doing a lot of interesting work with neoprene fabric for women's looks. "It's been used as workout, surf and club wear," she said. "Now you have these three categories merging into each other."

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The Beginning Of...: Luxe Fabrics Are the Foundation of a New Contemporary Collection

By Alison A. Nieder Executive Editor

Ecotex owner Raphael Javaheri is launching a new contemporary apparel brand beginning with a luxury knits collection that will officially bow in August at **ENKVegas** in Las Vegas.

The Beginning Of ... is Javaheri's new American-made line, created to fill a need for fashion essentials primarily priced under \$100 and available for quick-turn deliveries.

"The name means a lot to me," said Javaheri, who launched Ecotex, his textile business, in 1993 and expanded to private-label garment production in 2006. "I have gone through a number of metamorphoses since I

started. It's the beginning of a new chapter for our company."

The launch collection features three luxury knits groups, an entrylevel collection made of 100 percent Pima from Peru; a mid-price group of fashion basics made from a Modal/Pima slub fabric, which is also from Peru; and a luxe line made with a Modal/cashmere blend sourced from Hong Kong. "For Fall, we'll do

"For Fall, we'll do 100 percent cashmere and heavier blends, but for Spring/Summer, 10 percent cashmere gives it that extra-luxurious feel and light weight," Javaheri said.

There are also a few soft dressing pieces made from diaphanous Tencel fabrics in the initial collection as well as a group of Modal tops featuring digital prints on silk panels. Going forward, the line will expand to

include Tencel wovens, woven Pima cottons, woven silks and linen knits. "I call it fashion basics," Javaheri said. "It

"I call it fashion basics," Javaheri said. "It has a fashion aspect to it. It's the fabric, it's the garment dyeing, it's the hand processing, it's the attention to detail and finishing touches."

To create the line, Javaheri hired designer Ayumi Williams, whose career has included designing for LA Made, Chan Lu, For Joseph, Max Studio and Graylin. Suzie Hart and Lisa Ozur, owners of the Niche showroom in Los Angeles, are representing the line.

Javaheri bumped into the two showroom owners at **Artisan House**, the downtown Los Angeles restaurant he founded with developer Alexander Moradi.

"We starting talking about the marketplace and brought up what we believe is white space in the market," Hart said. "We've never had a really great T-shirt line for our person, one that fits a real woman's body."

Niche's other collections include CJ by Cookie Johnson, the denim collection designed by Magic Johnson's wife; Acrobat sweaters; Lysse leggings; Skinny Tees camis; Fate contemporary fast fashion; contemporary collection La Fée Verte; Tassells accessories; and Kaya di Koko, the secondary collection designed by Single's Galina Sobolev.

"We have such a broad customer base," Hart said. "Lisa and I sell to everyone from Neiman Marcus to HSN [the multi-channel, consumer-direct retailer formerly called the Home Shopping Network]."

Hart and Ozur said their showroom caters to what **Nordstrom** describes as a "trend adapter" customer. "She wants to look contemporary and current," Hart said. "You want to sell to the schoolteacher, the bank teller and the real estate agent. The true working person."

Sized from 1 to 4, the launch collection for The Beginning Of... includes "the perfect tee" that "can work into any woman's wardrobe," Hart said. "You're going to buy it and

then want to purchase it in four colors." The fit is contemporary but forgiving,





Ozur said. And the necklines "fall at the right point," Hart added.

The graphic tees feature pretty botanical imagery. "Our lady doesn't always do graphics. She's a little more arty and sophisticated," Hart said. "You won't see her wear a T-shirt that says, 'selfie."

Hart and Ozur previewed The Beginning Of... at **Los Angeles Fashion Market** in June, showing it to a few of their key retailers. In addition to filling a need for fashion essentials, Hart and Ozur said they appreciate the line's easy price points, which range from \$38 to \$98 wholesale, with a few pieces, such as a Tencel dress and a cashmere cardigan, priced a little higher.

"There's huge pressure for under-\$100 retail," Hart said.

Also, there are no minimums for the collection, and the company is setting up a restock program to allow retailers to quickly refill strong items.

"With other T-shirt lines, [retailers] have to make a large commitment upfront," Ozur said. "This has no minimums, easy entry and there's going to be an in-stock program, so [stores] can replenish inventory at their own pace."

pace." Plus, Javaheri's access to a wide selection of fabrications means the collection can expand into new categories according to retail-

ers' needs. The Beginning Of... will offer its own ➡ Made in America page 4



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More Features in BlueCherry PLM

Last month, CGS introduced new features for its **BlueCherry PLM** product lifecycle management software.

The BlueCherry PLM has better capabilities to connect with different enterprise resource planning programs and offers new functions, said Paul Magel, president of the Business Applications and Technology Outsourcing Group at CGS. The software was introduced recently at the **Product Innovation Apparel 2015** event in New York City.

BlueCherry PLM was reviewed by analysts who looked for ways the platform could improve the features that it offers and how it could become a more comprehensive program.

To make it more comprehensive, the analysts suggested that it offer product data management and bill of materials programs, Magel said. He believes that his new program will help companies gain greater visibility and control

over collections and enhance in-house collaboration and global supply-chain operations. He promised that BlueCherry PLM would bring products to market faster.

The platform's new functions include a new **Adobe** Illustrator plug-in. It could allow designers at a fashion company to move sketches and comments through the PLM platform, Magel said. Designers can use the plug-in to assign seasons, classifications and fabrications to designs.

The BlueCherry PLM platform also features "digital asset management" for image organization and allows for easily searchable content.

Headquartered in New York, CGS was founded more than 30 years ago by Phil Friedman, the company's president and chief executive officer. It started with five employees, and now CGS said there are 5,200 working for the company around the world.—*Andrew Asch*

Gerber Launches I-Table for Fabric Spreading

Gerber Technology introduced the **I-Table** series, an automated spreading and cutting system designed to help increase consistency in a variety of manufacturing environments.

Featuring simple operation, the tables have precision molded strips that connect table units and keep fabric moving smoothly from section to section. The table has a laminate top over a steel platform and a redesigned airbox.

"The I-Table is a natural complement to our XLs spreader and **Paragon** cutting platforms," said Ron Ellis, Gerber Technology senior product manager, in a company statement. "It demonstrates our commitment to adding value to all aspects of the cutting room, with a product that is durable and part of a fully integrated solution."

Available in widths from 1.8 meters to 2.6 meters, the tables feature adjustable legs. Power and operator guiderails can be mounted on either side of the table.

The I-Table is part of Gerber's integrated cutting-room solutions, which include the Paragon cutting platform, XLs Series spreaders, MP Series plotters and Accu-Mark pattern-design software.

Based in Tolland, Conn., Gerber Technology is owned by **Vector Capital**, a San Francisco–based private-equity firm specializing in technology. For more information, visit *www.gerbertechnology.com.*—Alison A. Nieder

Made in America Continued from page 3

colors, which range from easy-to-mix neutrals to pops of color such as army and garnet. But retailers can also request their own color palette.

"Because we already own the PFDs, cut-and-sew and garment dye is easy," Javaheri said. "We can get it done from cutting to shipping in less than 30 days."

Evolution of Ecotex

This is not Javaheri's first branded line. An earlier branded collection launched in 2006 but soon became a platform for his private-label business.

"The textile business has changed," Javaheri said. "There are hardly any secrets left."

Suppliers become competitors, and large customers often

source directly from the mill, especially for commodity fabrics. Javaheri's fabric customers are looking for novelty textiles, but developing novelty fabrics takes time and money.

"And sometimes the bulk orders are smaller than the sample orders," he said. "That's not to say it's not a viable business, but it's not what it used to be."

Javaheri's private-label business proved to be successful, but it wasn't a brand.

"I'm a third-generation textile company, and I have 21 years' experience [with Ecotex] in fabric development, fabric procurement [from the U.S.], Peru, Turkey, Korea, China, Japan and Taiwan," Javaheri said, adding that his private-label experience includes garment production in the U.S., Peru, Turkey and China.

"What do you do with all this experience and knowledge? Naturally, I thought the best thing to do is to be in charge of my own destiny by creating our own brand," he said. "The

value is in brand building."

In addition to offering in-stock goods, Javaheri said he's taking a position on fabrics he believes in "to control the production cycle from yarn to dyeing and finishing to garment production to the end."

That way, he can realize savings along the supply chain and pass those savings on to stores and consumers.

A teaser website for The Beginning Of... will launch later this summer with an interactive contest. Visitors will be asked to complete the phrase "The Beginning Of...." The best response will be turned into a T-shirt, and the winner will receive a prize. Javaheri is also putting together a board of brand ambassadors.

"I'm looking for people who have inspiring stories they're self-made and they're becoming big players," he said.

For more information about The Beginning Of..., contact the Niche showroom at (213) 955-8088. ●



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TEXTILE TRENDS

Splattered

Painterly patterns-from abstract prints to watery florals-have textiles splattered in color.







Textile Secrets International Inc.



Textile Secrets International Inc. "Rainburst Chic'



G + G Multitex Inc. #94785/1022 "Splatter Floral"



Solid Stone Fabrics #GS-13935









"Multi Color Pearl Foil

Asher Fabric Concepts/Shalom B LLC #VJX95 Viscose Spandex Jersey Print #R-16091



Confetti Fabrics #K1575 "Yoda"



Triple Textile Inc. #FH-12-P "Tone Dull Finger Foil"



Asher Fabric Concepts/Shalom B LLC #QJ420 Poly Spandex Print #R-8720



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Stripe It

From traditional striped jerseys and seersucker to striped variations on global patterns and French terry, textile designers are finding new ways to look at stripes.



Malhia Kent #T82635 "Kodelia"



Texollini #41A7



Texollini #56E9Y



Robert Kaufman Fabrics #SRK-15356-11

Robert Kaufman Fabrics #SRK-15355-50

Texollini #12000S

Asher Fabric Concepts/Shalom B LLC #CPF66-NV "Navy Stripe Diagonal French Terry"

Asher Fabric Concepts/Shalom B LLC #PCRJ10-ST "Vintage Onyx Stripe Jersey"

Robert Kaufman Fabrics #SRK-14562-237 "Breakers Seersucker"

+ G Multitex Inc.

#PX1432-44K



G + G Multitex Inc. #RP1041-44K



Asher Fabric Concepts/Shalom B LLC #CPF67-GR "Vintage Marled 3N Stripe



Texollini #75H4SD2



G + G Multitex Inc. #CP1431-02K



Cinergy Textiles Inc. #LAWN-8245/003



Animal Planet

Cat patterns, zebra stripes and lizard prints are all part of the inspiration for animal-print textiles.



Tiss et Teint #65.4261



Triple Textile Inc. #FH-13-B



Asher Fabric Concepts/Shalom B LLC #QJ158-BRS "Brushed Micro Butter Knit"



Cinergy Textiles Inc. #WooILDB-MC214A



Triple Textile Inc. #FH-14-K "Rainbow Design Foil"



Texollini #5495



Cinergy Textiles Inc. #HMC-1126-5400 "Animal Chiffon"

Texollini #6280D2





Textile Secrets International Inc. "Weep"



Cinergy Textiles Inc. #Suede08279 "Animal Printed Stretch Suede"



Texollini #5878Y



G

Lace Looks



Bella Tela #60182



NK Textile #SW16832



NK Textile #RB-14837



NK Textile #Y2HB-1529



Asher Fabric Concepts/ Shalom B LLC #CPNF-10-NY Diagonal Poly Roma French



Texollini #12011



Robert Kaufman Fabrics "Brussels Washer Yarn Dye Chambray"





Texollini #11004



Alphalace Collection Studio #A651334



Darquer Dentelles de Calais #DL619201368



NK Textile #GSK-2525J



Jean

Therapy

Denim-friendly fabrics come in a wide range of construction, from traditional

weaves to breezy chambrays

Striation

From mélange knits to variations on ikat patterns, textile designers are finding inspiration in the fine lines of striated designs.



G + G Multitex Inc. #PC3138-01K



Asher Fabric Concepts/Shalom B LLC #VPF01 "French Loop Terry"







G + G Multitex Inc.#PCR2376-01K



Texollini #4785







Tiss et Teint #76.4713



Triple Textile Inc. #L-585-E "Single Spun Print"



Solid Stone Fabrics "Defender"



Texollini #797GC2



G + G Multitex Inc. #CPL3095-44K



Cinergy Textiles Inc. #FRTSD-8163 "Space Dye French Terry"



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Triple Textile Inc. #N-208-M Peach Skin Print



Cinergy Textiles Inc. #Heavy-GGT-0148



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Malhia Kent #D81108 "Keline"



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Dara Inc.

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Products and Services: In 1984 Dara Inc. stepped into the fashion industry, producing high-quality threads and custom buttons in the heart of Downtown Los Angeles. Over 30 years later Dara Inc. continues to come up with innovative ideas and products that help make the fashion industry much more fashionable. Now with our newly remodeled button room, we offer the option of designing your own buttons or choosing from over 30,000 buttons in stock. Every one of Dara Inc.'s employees believes in health, love, and wisdom—insuring that each customer feels loved and appreciated every visit. Check out our website for full product listings or call for more information

CK design knit inc.

Design Knit Inc.

1636 Staunton Ave. Los Angeles, CA 90021 (213) 742-1234 Fax: (213) 748-7110 www.designknit.com shalat@designknit.com Contact: Shala Tabassi Products and Services: Design Knit, Inc. is a knit-to-order mill based in Los Angeles specializing in the development and production of high-quality, sheer to heavyweight knits for the designer and contemporary markets. They will be featuring

new innovations including, but not limited to: Cashmere, cotton, linen, silk, wool, rayon and Modal blends. ProModal, Tencel MircoTencel , Supima blends including our luxe collection. Denim inspired knits. Cutand-sew sweater knits. Introducing a new fashion-forward activewear collection



DG Expo Fabric & Trim Show

www.dgexpo.net (212) 804.8243

Products and Services: DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low mini-mums and many with in-stock programs. DG Expo focuses on the needs of designers, small manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners

Concepts

In addition to the two-day show, there is a three-day seminar program focused on business growth and profitability, plus textile classes. Our next Miami show takes places Sept. 9-10. Our New York City show is Aug. 4-5. Our San Francisco show is Nov. 22-23. Visit our website for details and to register.



G + G Multitex Inc./Geotex 2445 S. Santa Fe Avenue

Los Angeles, CA 90058 (323) 588-3100 Fax: (323) 588-1499 info@multitex.us www.multitex.us

Products and Services: G&G Multitex Inc. is a leading supplier of high-quality knit fabrics to the Los Angeles apparel industry with over 25 years of experience. By knitting yarn into American-made fabrics and with the help of in-house printing capabilities, we have proven to be versatile and resourceful in our ability to supply our customers with the most unique and fashion forward fabrics. With access to our circular knitting mill, Santa Fe Knitting and Geotex, our Roll to Roll sublimation printing plant with digital printing capabilities, we are more than capable of developing and producing new and innovative fabrics. Our portfolio of fabrics consists of natural and synthetic blend knits, with or without spandex. We produce solid or printed constructions ranging from basic jerseys to double knits, jacquards, sweater knits as well as 3 ends French terry and fleece knits. We invite you to learn more about our company, its different divisions, and our many different products and services



Jerian Plastics Inc.

(Global Head Office) 1000 De La Gauchetiere West Suite 2400 Montreal (Quebec) Canada H3B 4W5 (514) 448-2234 Fax: (514) 448-5101 info@jerianhangers.com www.jerianhangers.com

Products and Services: Jerian Plastics Inc. is a global hanger manufacturer and a premium store fixture distributor where you can source all your hanger store fixtures and garment packaging needs through our worldwide network facilities. At Jerian, we always have in mind to provide our clients with cost-effective plastic hangers and topquality personalized custom-made wooden hangers specially designed to enhance the highest standards of the fashion industry and to fit the latest trends in the store interior-design market.



JN Zippers & Supplies Corp. 380 Swift Ave.—Unit #5 and 6 South San Francisco, CA 94080

South San Francisco, CA 9408(Contact: Judy Elfving (480) 529-6331 judy@zprz.com

Products and Services: Founded in America in 1990, J.N. Zippers & Supplies Corporation serves the industry with a California-based corporate office and warehouse with China factory customization for garment, bag, and accessory manufactur-ers worldwide. Quick sampling from our warehouse stock of high-quality zippers, pulls and hardware that are ITS. SGS. Oeko-Tex, ISO9001:2000 safety-tested and standards-compliant. Our zipper special-ists are ready to assist you with choosing the best zipper configuration suited to your product. We offer private branding on pulls, hardware, and labels. Our warehouse also stocks elastics, tapes, cords, labels, and workroom supplies for spot delivery. Turn to the experts at J.N. Zippers & Supplies Corp. and the in-stock division of ZPRZ Company to provide you with the best combination of quality, price, and service.



Philips-Boyne Corp. 135 Rome St.

135 Rome St. Farmingdale, NY 11735 (631) 755-1230 Fax: (631) 755-1259 www.philipsbovne.com sales@philipsboyne.com Products and Services: Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton that is woven and finished in Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobbies, voiles, Swiss dots, seersuckers, ginghams, flannels, and more. Exclusive broadcloth qualities: Ultimo , Corona , and Superba. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations

PREMIÈREVISION

Première Vision

+33 (0)1 70 38 7030 www.premierevision.com Products and Services: The next edition of Première Vision Paris, the global event for fashion industry professionals, will be held Sept. 15–17 at Parc d'Expositions de Paris-Nord Villepinte. It includes 6 trade shows among which is Première Vision Fabrics, the World's Premier Fabric Show —three days to discover the collections of some 780 weavers from all over the world, innovations, trends, and main directions for Autumn,Winter 2016-17. It's a hub for business and inspiration. Next other Première Vision shows will take place July 21–22 in New York and Oct. 21–23 in Istanbul.



Progressive Label

2545 Yates Ave. Commerce, CA 90040 (323) 415-9770 Fax: (323) 415-9771 Info@progressivelabel.com www.progressivelabel.com

Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop. produce, and distribute your trim items worldwide. We specialize in producing cus-tom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at com-petitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers. Another important part of our business is FLASHTRAK, our online ordering system for price tickets. It 's a great tool for placing and tracking price ticket orders and will soon be expanded to include custom products and care labels



Texollini

2575 El Presidio St. Long Beach, CA 90810 (310) 537-3400 www.texollini.com sales@texollini.com

Products and Services: We at Texollini use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 20 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand.



Specializing in a variety of stocked novelty knits, wovens, linings and more! For sales inquiries feel free to contact Kam, Roya or Ramin. One roll minimum for stocked items.

Thousands of fabrics online at cinergytextiles.com



WE KNOW FASHION! VISIT OUR WEBSITE OR SHOWROOM AND EXPERIENCE PROFESSIONALISM AT ITS BEST!

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