

CALIFORNIA ApparelNews

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FASHION FRIENDS

Designer Jake Wall, on "Project Runway" this year, showed his menswear collection at a runway show in San Francisco and included man's best friend on the catwalk. See page 8.

MARTIN BACKHAUSS

Shopping Malls Fight Drought With Tech And Common Sense

By Andrew Asch *Retail Editor*

California's harsh drought has called for emergency conservation measures to save water, and some of the state's leading retail centers have been doing their part to look for innovative ways.

A few measures to fight the drought have been dramatic. Some malls owned by **Simon**, a global retail real estate company headquartered in Indianapolis, have removed parklike water fountains from their properties at **Fashion Valley** in San Diego and **Stoneridge Shopping Center** in Pleasanton, Calif. They were replaced with seating areas and charging stations for electric cars, said Mona Benisi, Simon's director of sustainability.

Other methods for malls to combat drought can be as simple as... [Drought](#) page 6

Joe's Jeans Reaches Deal for Major Transformation

By Deborah Belgum *Senior Editor*

Joe's Jeans, the Los Angeles premium-blue-jeans maker that bought **Hudson Clothing** nearly two years ago, is undergoing a major overhaul.

After threatened to be foreclosed upon by one of its major lenders, the board of directors of Joe's Jeans wrapped up its lengthy negotiations on Sept. 4 with **Tengram Capital Partners** in a deal that needs to be approved by Joe's Jeans' shareholders.

In the deal, the Joe's brand will be sold to **Sequential Brands Group** and **Global Brands Group Holding** for \$80 million. Proceeds from the transaction will be used to retire the debt built up by Joe's Jeans, including paying off the company's senior-term loan lender.

➔ [Joe's Jeans](#) page 9

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Where fashion gets down to businessSM



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Macy's to Shutter 35 to 40 Stores Next Year

In the ever-changing world of retail, **Macy's Inc.** is tweaking its store lineup with plans to cut 35 to 40 stores from its fleet of 770 Macy's outlets early next year.

Macy's Chairman and Chief Executive Terry Lundgren said the department-store chain had not yet decided which stores would be axed until the company completes an analysis of its stores and their sales.

The company said that employees displaced by the store closings may be offered positions in nearby stores, if possible, or offered severance benefits.

"Physical stores remain absolutely vital to our omni-channel strategy, which provides local touch points and tailored merchandise assortments for shoppers in nearly every major market," Lundgren said. "As new

shopping centers are opened, however, many customers change their shopping habits and often the sales volume of a store gets divided among the new and nearby existing centers. Each year, we prune some stores that are our weakest performers so that we can concentrate our resources on the best locations and maintain a strong physical presence. At the same time, we open a small number of new stores to fill gaps in our market coverage or where we have outstanding real estate opportunities."

Lundgren pointed out that between 2010 and 2015, some 52 Macy's stores were closed and 12 new Macy's stores were opened. Also, this fall, the retailer is building on a new venture by opening six new discount stores called **Macy's Backstage**.

As consumers switch their shopping habits to more online excursions, retailers with bricks-and-mortar stores have had to adjust.

Meanwhile, Macy's announced that it had signed an agreement with **Best Buy**, a major electronics retailer, to test licensed consumer electronics departments in 10 of its stores. The test stores will open in early November.

The shops will be about 300 square feet and be located in various locations around the country. The shops will be staffed by Best Buy employees and feature **Samsung** smartphones, tablets and smart watches as well as audio devices and accessories from Samsung and other brands.

"We are delighted that consumer electronics will be returning to selected Macy's stores through this test, which will allow us

to learn how we can best serve our customers' needs in this very sophisticated category. Our customers have expressed interest in electronics for self-purchase and gift giving, and this collaboration with Best Buy reinforces Macy's as a shopping destination throughout the year for the products that are most in demand," said Jeff Gennette, Macy's president. "We will test and learn, along with Best Buy, through the holidays and into 2016 before deciding on next steps."

Macy's Inc., which includes the **Bloomingdale's** nameplate, had a profit of \$1.5 billion on \$28 billion in revenues this year, which grew from the previous year when the corporation had a \$1.49 billion profit on \$27.9 billion in revenues.

—Deborah Belgium

Nike Opens Emporium at The Grove

Nike Inc. opened one of the biggest shops in its fleet of stores, stretching out over 31,000 square feet at **The Grove** retail center in Los Angeles.

Housed in a three-story building that was the former address of an **Abercrombie & Fitch** store, The Grove's Nike store will serve as a stage for the prominent footwear company's product launches in the Los Angeles area, said Dennis van Oosanen, vice president and general manager for the company's North America direct-to-consumer division. He hopes that every jock will find a place at the Nike store.

"It's the store with the most experiences," van Oosanen said. "This is the one that

brings it altogether."

The space, opened Sept. 10, offers shops-in-shop for sports ranging from basketball to soccer, running, tennis and golf. The store also features special areas such as a green strip where soccer balls can be kicked into a net. There's a treadmill and the Jordan Trial Experience area. It's a special basketball court where a screen will run people through basketball dribbling drills.

"It's not a gimmick," van Oosanen said of the experience stations. Shoppers can do more than try on sneakers for a fit. They can give them a test drive and see how they feel on a basketball court.

While shoes are a dominant focus of the

store, there is a significant selection of apparel. It ranges from jerseys from the **Paris-St. Germain** soccer team from France to football shirts bearing colors and logos of the **University of Southern California** along with Nike sweat pants made out of technical fabrics as well as caps. The shop also will offer customized services such as fittings for sports bras and pant alterations.

With a nod to online commerce, the store also features three screens, located in different spots around the emporium, where shoppers can register requests for information. The information on goods, or perhaps gift lists they would like to relay to friends, will be later delivered to smartphones or tablets.

Noting the retailer's athletic vibe, salespeople are called athletes. The store manager



DRIBBLE DRILL: Shoppers can try out basketball drills at Nike's Jordan Trial Experience.

is referred to as the coach.

Van Oosanen declined to forecast what the store's sales per square foot are expected to be. A Nike representative said the company's emporiums at **Third Street Promenade** in Santa Monica, Calif., and **Fashion Island** in Newport Beach, Calif., would continue to serve the company and do business in their respective locations.—Andrew Asch



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Missteps in Seasonal Items Drag on PacSun's Second-Quarter Sales

Pacific Sunwear of California, a decades-old retail chain that specializes in action sportswear and fashion items, had a tough second quarter.

On Sept. 8, PacSun reported its financial results for the quarter ending Aug. 2, showing that net sales declined to \$195.6 million from \$211.7 million during the same period last year. However, net income for the second quarter climbed to \$8.3 million compared with \$7.5 million last year.

Same-store sales for the quarter declined 6 percent.

"Key seasonal categories—including shorts, swim and sandals—were down in both genders and were the primary causes of disappointing results in the second quarter," said Gary H. Schoenfeld, president and chief executive of the Anaheim, Calif.-based venture. "As we moved through Labor Day, we are seeing some improvement in overall trends for the third quarter, and we continue to believe that our distinctive mix of brands and merchandising can drive further improvement through the back half of the year."

Second-quarter sales probably weren't helped by PacSun's disastrous Memorial Day rollout of a T-shirt displaying an upside-down American flag against a black backdrop. Shoppers immediately took to social media, criticizing the company as being disrespectful to the country's veterans. The retailer immediately pulled the T-shirt off shelves and its online shopping site.

With shifting trends in consumer spend-

ing and shopping patterns, Schoenfeld said that meant the company would have to reduce its operating expenses and improve its customer connections through a more seamless omni-channel experience.

The CEO outlined some steps that would be undertaken to reduce costs by at least \$15 million during fiscal 2016. "Approximately one-half of the savings will come through more streamlined execution in our stores, and the other half through the restructuring of operations at our corporate headquarters and the reconfiguration of certain positions and departments," he said.

At the same time the company's financial results were released, PacSun announced the departure of Michael Kaplan, the retailer's senior vice president and chief financial officer. In his place, Chris Tedford, formerly senior director and controller, was promoted to vice president and interim chief financial officer while Ernie Siball, formerly senior director of real estate, construction and strategy, was promoted to vice president of real estate, construction and strategy.

For the third quarter, PacSun expects net sales to be from \$196 million to \$203 million with a gross margin rate—including buying, distribution and occupancy—of 24 percent to 26 percent.

Same-store sales will again be in negative territory, declining somewhere between 3 percent and 6 percent.

PacSun operates 609 stores in all 50 states and Puerto Rico, compared with 618 stores a year ago.—D.B.

Quiksilver Will Be Closing Dozens of Stores After Filing for Chapter 11 Bankruptcy

By Deborah Belgum Senior Editor

Expect to see a lot of **Quiksilver** pop-up stores and liquidation sales in the coming months now that the mammoth retailer has filed for Chapter 11 bankruptcy protection.

The California surf and skateboard apparel retailer plans to shutter more than 30 locations and maybe more now that it can cancel its leases due to its financial reorganization.

Even ahead of its Sept. 9 bankruptcy filing, Quiksilver started setting up 24 pop-up stores in July to get rid of merchandise that wasn't selling well. The retailer has plans for at least six more pop-up stores, according to court documents filed in U.S. Bankruptcy Court in Delaware.

Hilco Merchant Resources and **Gordon Brothers Retail Partners** are in charge of the liquidation proceedings.

Retail outposts listed for closure include the stores at **South Coast Plaza** in Costa Mesa, Calif.; **Fashion Island** in Newport Beach, Calif.; **University CityWalk** in Los Angeles; and the **Irvine Spectrum** in Irvine, Calif., as well as stores in California cities such as Glendale, Concord, Petaluma, San Bruno, Tracy, Redding, San Ramon and San Jose. More stores will be closed in states such as Virginia, New Jersey, Illinois, Pennsylvania and North Carolina.

Roth Capital analyst Dave King in a report noted that Quiksilver had been trying to attract buyers for a management-led buyout outside of bankruptcy but that approach was hampered by the company's high-cost leases.

Court papers show that the maker of brands such as Quiksilver, **Roxy** and **DC Shoes** had total debt of \$826 million and \$337 million in assets. In the filing, Quiksilver said about \$500 million of its debt would be cut under the restructuring plan.

The bankruptcy filing does not affect Quiksilver operations in Asia or Europe.

Senior lender **Oaktree Capital Management**, which owns 73 percent of the company's senior debt, will convert that to equity and take majority ownership of the company, based in Huntington Beach, Calif.

Then Quiksilver will seek to borrow \$175 million from Oaktree's affiliates. Oaktree Capital Management is a Los Angeles company that specializes in turning around financially troubled companies.

Quiksilver has gone through a revolving door of executives lately trying to patch up its financial problems.

Chief Executive Pierre Agnes, who months ago replaced former CEO Andy Mooney, said the bankruptcy and fi-

nancing from Oaktree will allow the company to "satisfy our ongoing obligations to customers, vendors and employees" and "re-establish Quiksilver as the leader in the action-sports industry."

The company, which has about 680 stores that sell its beach and skateboard-oriented clothes and shoes, saw its sales last year drop 13 percent, which contributed to its net loss of \$309.4 million. Last year, Quiksilver sold its licensed apparel subsidiary **Hawk Designs Inc.** for \$19 million.

As the financial situation got worse, cofounder Bob McKnight, who led the company for many years, returned to Quiksilver as its chairman.

While many people believed that Quiksilver's merchandise and company plans didn't keep up with changing consumer tastes, others cited past financial mismanagement decisions made when the U.S. economy was roaring, saddling the company with high debt that continued to plague it for years.

Everyone talks of Quiksilver's disastrous purchase of **Rossignol**, a French company that makes skis, snowboards and other goods related to snow sports. Quiksilver, then headed by McKnight as CEO and Bernard Mariette as president, bought Rossignol in 2005 for \$320 million. Three years later, as the economy was starting its downward dive, Quiksilver sold Rossignol for \$147 million.

"The Rossignol purchase really was the trigger that put them under," said Greg Weisman, an attorney with **Ritholz Levy Sand-**

ers Chidekel & Fields, who works with a number of Orange County surfwear and skateboard companies. "At that point, when things went south with the ski maker, the plug was effectively removed from the drain."

One retail expert noted that the loss taken from the Rossignol sale saddled the company with so much debt that the company was barely making enough money to pay the interest on its debt. "The main issue was getting rid of the debt that they couldn't service," he said.



Quiksilver plans to shutter a number of stores as it reorganizes. Its outpost at Universal CityWalk is already closed.



Even the door handles at the Quiksilver stores have a surf reference.

Another misstep cited by experts was taking the company public in 1986. It was the first Orange County surfwear brand to embrace Wall Street as a vehicle to expand, but that also affected its cool, hip image as a kind of counterculture surf brand that turns its nose up at the establishment.

"Once you are on that public company treadmill, a company that was seen as a counterculture alternative to the mainstream apparel brands is forced to grow and be beholden to stockholders," Weisman said. "In a way, that belied its true DNA."

Being on that treadmill had the company expanding its business outside the apparel industry. In early 2001, it formed **Quiksilver Travel**, organizing trips for surfers to resort destinations, and it also formed **Quiksilver Entertainment** to produce TV shows, movies and events targeted to the youth market.

Then in the years before the economic recession, the company started opening a slew of stores as it competed with brands such as **Billabong**, **Pacific Sunwear of California** and **Volcom** for retail space. "You had a retail arms race going on with wholesale labels opening store after store to control consumer touch points to their goods," Weisman said.

Now, the challenge will be to keep the brand vibrant. "They have good financing in place from Oaktree and they will convert that into equity," said one retail expert, who asked not to be identified. "Now we will see what changes they make." ●

California Relaxes Requirements for 'Made in USA' Labels

One of the smallest items on a piece of clothing is the inside tag noting where the garment was made. Yet it is one of the biggest headaches in apparel manufacturing.

In the past, even if a garment was cut and sewn in California but made of imported items, the tag still had to say, "Made in USA of imported fabric, zippers, buttons and thread."

But the regulations are getting a bit better. On Sept. 1, Gov. Jerry Brown signed into law legislation that makes it easier to apply the "Made in USA" label to clothing manufactured in the state.

Senate Bill 633, which goes into effect Jan. 1, allows California manufacturers to attach the "Made in USA" label even though not all of the items going into the product do not come from the United States.

In the past, even if there was only a smidgen of imported components in the California cut-and-sewn product, that had to be reflected in the label.

Under the new law, if no more than 5 percent of the wholesale value of the garment is made of imported materials, it does not have to be mentioned in the label. So, if a pair of blue jeans is made of U.S. denim and buttons but the zipper and thread are foreign and make up no more than 5 percent of the wholesale value, then the label can merely read "Made in USA."

The new California law brings it closer to the federal regulation, which is not as strict and allows manufacturers to not have to mention minor amounts of imported materials. So under the federal regulation, it was all right to say "Made in USA of imported fabrics" and not mention the lesser items of zippers, buttons and other goods.

"It is not an ideal solution because the federal and state

laws are still different, but it does help some U.S. companies that have a small amount of foreign materials," said Elise Shibles, a trade attorney with **Sandler, Travis & Rosenberg**. "It is some relief."

Still, Shibles said that jeans or other clothing sewn in California of imported items that make up more than 5 percent of the wholesale value will have to carry a label that says something like, "Made in USA of imported fabric and components." It's not as stringent as in the past but not quite as liberal as the federal regulation.

SB633 was introduced to the California legislature by state Sen. Jerry Hill (D-San Mateo/Santa Clara counties) and Assemblyman Brian Jones (R-Santee). Variations of the bill have been introduced over the past four years, but SB633 passed the Senate on May 22 and the Assembly on July 16.

It replaces the stricter California Business and Professional Code regulation instituted in 1961 requiring 100 percent U.S. production for a "Made in USA" label, which was intended to protect consumers from being misled into thinking they were purchasing products made in America. But it was criticized for being too different from the federal regulation, which requires "all or virtually all" of the product be made in the United States to a make a proper "Made in USA" claim.

Jennifer McCadney, a trade attorney with **Kelley Drye & Warren**, said the advantage of the California law is it makes it quite clear the percentage of foreign components that can be included in a garment to qualify for a "Made in USA" label. "It might not be as much as we want, but it makes it very clear what the regulations are," McCadney said.

She points out that the law has an additional advantage of allowing a greater percentage of foreign components if

the imported raw materials are not available in the United States. If that is true, then up to 10 percent of the garment's wholesale value can be made from imported raw materials.

The disparate federal and California regulations proved difficult for clothing manufacturers cutting and sewing their products in places such as Pennsylvania or North Carolina. If they shipped their goods to California, the labels had to conform to California's law.

The "Made in USA" label controversy landed in federal court last year. **Citizens of Humanity** and **Macy's Inc.** were slapped with a class-action lawsuit filed on June 9 by Louise Clark in U.S. District Court in San Diego.

On May 31, Clark said, she purchased a pair of Citizens of Humanity jeans at a Macy's store in San Diego. She maintains in court documents that she suffered an "injury in fact" because her money was taken by the blue-jeans company as a result of the false "Made in USA" claims. She also suffered because she genuinely believed the blue jeans were manufactured in the United States when they were not, court documents said.

Clark alleges that Citizens of Humanity and Macy's fraudulently concealed information from consumers and were motivated "solely by profit." That lawsuit is still working its way through the court.

A similar class-action lawsuit over a "Made in USA" label was filed last June by David Paz against **AG Adriano Goldschmied** and **Nordstrom** over a pair of AG jeans sold at the department store. Paz's lawsuit makes the same claims as in the Citizens of Humanity case.

On Oct. 27, U.S. District Judge Dana Sabraw denied a motion to dismiss the Paz lawsuit.—D.B.

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Fiber & Fabric

Fiber & Fabric Special Section Industry Focus: Retail/Boutiques

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NEWS

Los Angeles International Textile Show Adds More Global Mills

The Los Angeles International Textile Show is adding a number of international resources for its Fall/Winter 2016/2017 edition, which takes place in the penthouse of

Miroglio, Lanificio Lamberto, SRL, Furpile Idea Spa and Pacini Nello Srl.

Other international resources including Ankita Exports, Changzhou Sanmao International Limited, Dara, Dentelles Mery, Dentelles MC, Eastern, Ecomitize and John A. Mercurio Inc. will be present.

The trend-forecasting company Promostyl Paris will return this year and curate the show's official Trend Forum.

The four key Fall/Winter 2016/2017 trends will be Beauties, Instincts, Anticipa-



EXHIBITOR: Jay Ann Fabrics Inc. was among the exhibitors at the March Los Angeles International Textile Show.

the California Market Center Sept. 28–30.

Gordon Fabrics of Vancouver, Canada, is making its first appearance at the show. Also making their debuts at the show are Italian lines Alisei Italia, Ciabatti Srl, E.

tions and Codes.

Promostyl will be presenting a seminar at 11 a.m. on Sept. 28 called "Millennial Must Haves: A look at the key items and colors for Fall/Winter 2016/17."—Deborah Belgun

Calendar

Sept. 13

Art Hearts Fashion
Various venues
New York
Through Sept. 16

Sept. 14

Texworld Apparel Sourcing
Le Bourget
Paris
Through Sept. 17

Sept. 15

Première Vision Paris
Parc des Expositions
Paris Nord Villepinte
Paris
Through Sept. 17

Sept. 16

Mélange
The New Mart
Los Angeles
Through Sept. 17
NW Materials Show
Oregon Convention Center
Portland, Ore.
Through Sept. 17

Sept. 17

Capsule
Pier 94
New York
Through Sept. 19
Axis
Pier 94

New York
Through Sept. 19

Sept. 18

Designers and Agents
Starrett Lehigh Building
New York
Through Sept. 20
Tranoi
The Tunnel
New York
Through Sept. 20

Sept. 19

Accessories The Show
Fame
Moda
Stitch
Javits Center
New York
Through Sept. 21
Coterie
Sole Commerce
TMRW
Javits Center
New York
Through Sept. 21
Edit
Javits Center
New York
Through Sept. 21

Sept. 20

Off-Price
Olympia Exhibition Centre
London
Through Sept. 21

Sept. 27

LA Gift & Home
California Market Center
Los Angeles
Through Sept. 29

Sept. 28

LA Textile Show
California Market Center
Los Angeles
Through Sept. 30
Factory Direct
The New Mart
Los Angeles
Through Sept. 30

Sept. 30

"From Design to Distribution," a Factory Direct seminar
The New Mart
Los Angeles
Los Angeles County Economic Development Corp.'s 2016–2020 Economic Forecast
Omni Hotel
Los Angeles

There's more
on ApparelNews.net.

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

Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for calendar submissions is the Tuesday prior to Friday publication. Inclusion in the calendar is subject to available space and the judgment of the editorial staff.

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Salvatore Ferragamo Unveils Rodeo Drive Remodel

The Salvatore Ferragamo fashion house reopened its Rodeo Drive boutique with a gala party attended by movie stars, athletes and other members of the glitterati.

The new look of the flagship, located at 357 N. Rodeo Drive, was intended to communicate the sumptuous style of the fashion house's luxury footwear and ready-to-wear along with the craftsmanship of the fashion house's founder, Salvatore Ferragamo, who launched the brand in 1927.

"I wanted to keep their voices alive," said the store's architect, William Sofield, refer-



Massimiliano Giornetti, creative director, and Michele Norsa, CEO of Salvatore Ferragamo

ring to the brand's heritage and founder. "It's what it is all about."

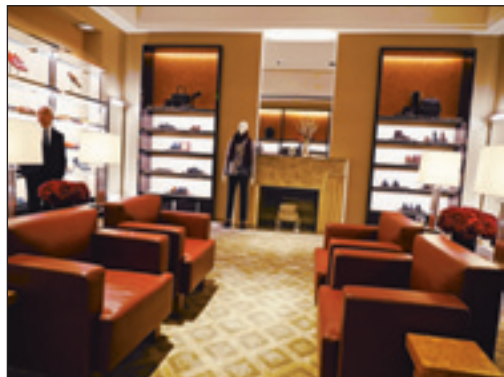
Metal designs on shop doors were made to be reminiscent of leather cuttings and shoe designs made by Salvatore Ferragamo. The flagship featured gallery-style displays of Ferragamo shoes such as the whimsical women's shoe called "Invisible," which was crafted in 1947. Another display exhibited a Ferragamo Oxford shoe worn by re-

nowned artist Andy Warhol. There's a drop of paint on the shoe.

Upon entering the flagship, shoppers see women's shoes as well as handbags and accessories. Adjacent to the front room, there's an alcove for women's scarves at the north side of the store. Toward the south side, there's an alcove for men's scarves and ties.

A middle section of the store features a wide range of Salvatore Ferragamo footwear ranging from slip-on sneakers to boots and elegant high-heeled shoes as well as a room for women's ready-to-wear.

The back of the shop features a space for



men's ready-to-wear clothes and a section for making bespoke shirting.

Members of the Ferragamo family were at the Sept. 10 event. On hand were Salvatore Ferragamo's grandson James Ferragamo and daughter Fulvia Visconti Ferragamo. Both direct divisions of the fashion house.

Michele Norsa, the fashion house's chief executive officer and group managing director, was also there. Celebrities at the event included Demi Moore, Freida Pinto, Camilla Belle, Andy Garcia and Robbie Rogers of the LA Galaxy soccer team.

The Ferragamo fashion house is on the move. In May, it opened a store in Brookfield Place in New York City. At the end of October, it is scheduled to open an outpost at Westfield Garden State Plaza in New Jersey, said Vincent Ottomanelli, the chief executive officer/regional director for Salvatore Ferragamo-The Americas.

—Andrew Asch

TPC

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Drought Continued from page 1

simple as planting mulch around trees. Mulch keeps plants damp so water will not evaporate quickly, said Jackie Levy, executive vice president of operations at **Caruso Affiliated**, developer, owner and manager of **The Grove** retail center in Los Angeles and **The Americana at Brand** in Glendale, Calif. Spreading mulch around trees is a low-cost way to save water at Caruso properties, he said.

Opportunities to save water at malls are significant, said Newsha K. Ajami, a director of urban water policy for **Stanford University's** Water in the West initiative.

"Imagine the number of people who come to malls every day. Malls can have meaningful impact on our

water-conservation efforts due to the number of daily visitors," Ajami said. "We have provided many incentives for people to become more water efficient in their homes. The commercial and industrial sector also represents another low-hanging fruit in the water-conservation movement."

The Irvine Co., which runs retail centers such as **Fashion Island** in Newport Beach, Calif., and **Irvine Spectrum** in Irvine, Calif., said that it saves more than 113.4 million gallons of potable water annually at its retail centers due to its conservation measures, according to a company statement.

Operations executives for other companies declined to state how much water they saved, but representatives for all companies interviewed said their businesses had taken major steps to save water long before the drought started four years ago.

At the Irvine Co., a water-conservation task force was created more than a decade ago to inspire employees and staff to collaborate on and brainstorm ways to conserve water, said Gregg Lacagnina, vice president, facilities management at Irvine Co.

In 2004, the company started a program of installing efficient plumbing fixtures, such as waterless urinals and

low-flush toilets, at Irvine properties, saving an estimated 2 million gallons of water annually. Before the fixtures were installed, up to three gallons of water were used with every flush. With more efficient fixtures, only 1.28 to 1.6 gallons of water are used, Lacagnina said.

Rather than take the chance of over-spraying plants with

said.

Decorative fountains create a parklike ambiance at The Grove and at Fashion Island. Water is recycled at the fountains, and facilities management at both venues use technology to ensure that not a single drop of water is wasted by water spilling over the sides of the fountains.

At The Grove and The Americana at Brand, wind-speed sensors are located throughout the properties. They communicate with a fountain-control room. If winds are high, water pressure is turned lower so water will not

overshoot the edges of the fountain. At Irvine Co., the fountains' water pressure and spray direction have been adjusted to reduce spillage and evaporation of recirculated water.

At Simon, which runs regional malls such as **Brea Mall** in Brea, Calif., and **Del Amo Fashion Center** in Torrance, Calif., water conservation extends into the ways janitors clean up the malls' sidewalks and floors.

To make flooring as clean as possible, Simon janitors use pressure-washing machines to blast out dirt. These machines have been known to use a lot of water. Benisi said that the company now uses pressure washers that use less water or even recapture water. "It's the little things that add up," Benisi said.

Conservation also is a community effort. At Irvine Co., the water-conservation task force looks to engage its retailers and shoppers in brainstorming ways to better conserve water. The company sends email blasts out to tenants on water conservation. It also posts messages on its websites and places signs on its properties.

Lacagnina said you start a dialogue with people. "It's not finger pointing. It's getting out a message to people that helps them," he said. "And it doesn't stop with us. If we don't stick together, we won't get through this." ●



DON'T OVERSHOOT: The movement of water is controlled at fountains at The Grove and Fashion Island, so water won't be shot over the sides of fountains. Pictures of The Grove's fountain are pictured left and center, top row. Also pictured are fountains at Fashion Island.

water with traditional sprinklers, the Irvine Co. uses drip and low-flow irrigation on some areas. Caruso Affiliated also uses drip irrigation. If rain is heavy, water systems will be turned off.

At Irvine Co. properties, some areas are allowed to go brown, Lacagnina said. "As a company, we understand that there is a drought. Things can't be green all of the time," he

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Oscar Utierrè Bows at New York Fashion Week With WantMyLook

Oscar Utierrè made his Los Angeles debut with his mysterious, theatrical **Ophelia** line from his self-named emerging designer label, **Oscar Utierrè**, earlier this year.

This month, he is on track to take off on another venture as creative director for **WantMyLook**, a Los Angeles-based label owned by entrepreneur Payam Pedram, who is chief executive officer of the label. Lilly Ghalichi, who starred on the reality show "Shahs of Sunset," is a partner and co-owner.

WantMyLook mixes red-carpet styles with price tags under \$100. The label was intended to be glamorous yet affordable. Ghalichi said the label was looking for a designer who had a unique background—one who takes inspiration from both red-carpet looks and the fashion underground. "His trendsetting vision and edgy creativity is directly in line with the essence of the brand," Ghalichi said of Utierrè.



Oscar Utierrè

On Sept. 14, WantMyLook introduces its Spring/Summer '16 collection at **New York Fashion Week**. The line is the label's first NYFW collection directed by Utierrè.

The 25-piece line will feature sheer fabrics detailed with lace. Also available are trench coats and tops with see-through slits, which Utierrè said can be worn as shirts or jackets. During the Sept. 14 event, the line also is introducing collaborations with Etienne Ortega, a celebrity hair stylist and make-up artist, as well as with model Janice Joostema.

On March 2016, the designer plans on shifting to his Oscar Utierrè line by introducing a wedding-dress collection and perhaps a menswear line.

If all this sounds like a lot of work, one of his first supporters



From Oscar Utierrè's Ophelia line

in Los Angeles believes that the busy Utierrè has the right stuff to design for two labels.

Marianne Cotan, who produces events for emerging fashion designers under the name **GGeisha**, had Utierrè make his **Los Angeles Fashion Week** presentation of his Ophelia line at her traveling night club, **Dripped**. The event took place March 19 at **Lot 613**, located on a gritty street on the edge of downtown Los Angeles.

Cotan said that Utierrè was one of the only young and emerging designers she has met who had a clear idea about what he wanted to do with his vision and was more than just talk. "A lot of people have ideas, but to fabricate and produce a line is another challenge," she said.

Utierrè's Ophelia line was inspired by the tragic young woman in Shakespeare's play "Hamlet." The 20-look show at Dripped featured form-fitting chiffon skirts and dresses that mixed contemporary cut-out panels and some Tudor-era silhouettes.

Ophelia was one of the first fully formed fashion statements from Utierrè, who grew up in Denver but earned a degree in fashion design from the **Academy of Art University** in San Francisco. "I was expecting to be the next Alexander McQueen," Utierrè said of the influential British designer.

But by the time he graduated in 2013, Utierrè believed that fashion had changed. The great majority of people only wear couture pieces to weddings and special events. "**Balenciaga** and **Givenchy**—they're taking streetwear and making it luxury. That is the couture of today," he said.

However, there are always people who support couture and actively seek out emerging designers. After his Ophelia show, Utierrè sold most of the line's pieces. Three pieces were made for each style, and retail price points ranged from \$1,500 to \$5,000.

After the applause at his Ophelia runway show, the designer understood the payoff for his line of creative work. "All of the stress goes away at that moment," he said. "You want it to be perfect. You don't sleep. ... It's like you accomplished a big project. It's one of the best feelings. Then you go straight into the next project."—*Andrew Asch*

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Jake Wall of 'Project Runway' Shows His Line in San Francisco With a Surprise Guest

A Sept. 4 fashion show marked an end to a month-long series of talks and events held by Jake Wall, a San Francisco fashion designer who this year appeared on the reality TV series "Project Runway."

Blake Patterson, another "Project Runway" alum, whose line is called **Blake Morris**, made a surprise appearance at the fashion show featuring Wall's premium brand, called **Jake**. The runway event took place at **Bespoke**, a recently launched events and creative office space at the **Westfield San Francisco Centre** shopping mall on Market Street in downtown San Francisco.

At **Bespoke**, Wall presided over five "meet and greets" and held talks that took place every Friday, starting on Aug. 7 and wrapping up on Sept. 4.

Wall talked about fashion design and his experience as one of two San Franciscans competing on Season 14 of "Project Runway."

Candice Cuoco was the other San Francisco resident for the "Project Runway" cast.

Other Californians competing on the show were David Giampiccolo and Patterson, both from the Los Angeles area, and Ashley Nell Tipton from San Diego.

At the Sept. 4 runway show, which was presented by **Bloomingdale's**, an array of looks from the Jake label were featured. They included men's tuxedo-style jackets. One was dressed up with formal shirting and

a bow tie. Another tuxedo jacket was made sportier with an open-collar print shirt.

Looks from Blake Morris featured a gown with red mesh and lace, a women's jumpsuit and a white mini-dress with long, flowing sleeves.

Wall made a splash in San Francisco's fashion circles in 2013 when he was named a designer-in-residence at the **Fashion Incubator San Francisco** at **Macy's Union Square**, where he polished his brand, then called **Artful Gentleman**. In 2015, the brand was renamed **Jake**. It offers suits, shirts and separates for men and women.—*Andrew Asch*



Jake Wall, pictured left, with models



From the Blake Morris label



From the Jake label

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Joe's Jeans

Continued from page 1

Sequential Brands—whose other labels include **William Rast**, **Ellen Tracy**, **Caribbean Joe** and **Jessica Simpson**—has signed a long-term licensing agreement for all the brand's core categories with Global Brands.

Hudson Clothing, the Los Angeles blue-jeans company currently headed by founder Peter Kim, will be merged in a new company with the **Robert Graham** brand, which also has a significant investment from Tengram Capital.

Once the Joe's brand has been sold to Sequential, Joe's Jeans will be renamed **Differential Brands Group** and remain listed on the NASDAQ. Differential Brands will encompass the Hudson and Robert Graham labels.

Following the merger of Hudson and Robert Graham, Robert Graham stockholders will own approximately 47.3 percent of Differential Brands Group's stock; the preferred stock owned by Tengram will be converted into approximately 23.9 percent of the new entity's common stock; the convertible noteholders, such as Peter Kim and an affiliate of **Fireman Capital Partners**, will own 14 percent of the stock; and the existing stockholders (including the outstanding equity awards under the company's incentive plan) will own approximately 14.2 percent of the common stock on a fully diluted basis.

In addition, an affiliate of Tengram Capital will purchase \$50 million of new series A convertible preferred stock of Differential Brands Group to facilitate acquisitions of complementary premium brands.

The merger is subject to regulatory approval and a vote by Joe's Jeans' shareholders. Joe Dahan, the blue-jeans company's creative director, who is the single largest shareholder and owns approximately 17 percent of Joe's stock, has entered into a voting agreement to

vote his shares in favor of the merger.

"I am thrilled about the partnership with Sequential and look forward to keeping the heritage of the Joe's Jeans brand as we enter our next phase of growth," said Dahan, who will be the label's creative director under Sequential's ownership.

For the past several weeks, Michael Buckley, Robert Graham's chief executive since 2011, has been at Hudson's offices asking for reports on next year's budget, inventory and other items, sources said. Previously, Buckley was president of **True Religion Apparel** in Los Angeles.

When the merger has been completed, Buckley will become the chief executive officer of Differential Brands Group. The new chairman will be William Sweedler, cofounder and managing partner of Tengram Capital Partners.

"I believe Differential is uniquely positioned to become one of the leading premium omni-channel brand platforms in the world," Buckley said in a statement.

Joe's has been in financial trouble ever since it acquired Hudson Clothing for \$97.6 million in 2013. It defaulted on nearly \$90 million in debt used to purchase its one-time blue-jeans rival.

In January, Joe's Chief Executive Officer Marc Crossman left after nine years at the company. He was replaced by interim CEO Sam J. Furrow Jr. on Jan. 19, who, less than a month later, exited the company. The current interim CEO is Sam J. Furrow Sr., who is chairman of Joe's board.

In late June, **Joe's Jeans** got a lifeline when two major creditors—**Garrison Loan Agency** and **CIT Group**—gave the Los Angeles blue-jeans manufacturer more time to pay off some hefty loans—for a price.

In a filing with the Securities and Exchange Commission, the financially strapped compa-

ny said on June 26 that it received "forbearance agreements" from Garrison, owed nearly \$60 million, and from CIT Group, owed \$24 million.

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 loans. 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 LLP**, raised substantial doubts about the company's ability to continue as a going concern and that it may be threatened with liquidation. Joe's executives said that if some kind of refinancing was not worked out, it may be forced into Chapter 11 bankruptcy.

As of May 31, Joe's Jeans reported in its quarterly report that it only had \$828,000 in cash on hand.

The loan extensions gave the apparel company some breathing room until Oct. 15, with a possible extension to Nov. 15, if a deal was reached with a potential buyer pending only shareholders' approval. But Garrison recently told the company's board of directors it would foreclose on Joe's Jeans if an acquisition deal was not executed soon.

Joe's stock, which trades on the NASDAQ, has nosedived in recent months. It is selling for around 17 cents a share. Its 52-week high was \$1.08, on Oct. 9, 2014.

Its second-quarter earnings report showed that the company had net sales of \$47.2 million with a net loss of \$3.35 million. During the first six months of this year, it had net sales of \$90.2 million with a net loss of nearly \$25 million.

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

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A CALIFORNIA APPAREL NEWS SPECIAL SECTION

SEPTEMBER 2015

TECH NOTES

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Considering Wider
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California's Drought Has Buhler Considering Wider Cotton Possibilities

JEFFERSON, GA.—California is known for its high-quality Pima cotton, but the state's ongoing drought has had an impact on cotton yields and prices. Recently, *CALIFORNIA APPAREL NEWS / Textile Preview With Tech Focus* contributing writer Hope Winsborough met with Marty Moran, chief executive officer of **Buhler Quality Yarns**, at the company's spinning mill in Jefferson, Ga., to discuss the California drought, the U.S. cotton market and Buhler's newest development, a long-staple cotton yarn.



Marty Moran, CEO, Buhler Quality Yarns

Recent reports say cotton farmers are cutting back on their Pima crops due to the drought in California, where Buhler sources all of its Pima fiber. What have you heard about the Pima production in California?

Marty Moran: [The farmers] have to decide in March or April how much they're going to plant. [Depending on] the rain they get starting in November, December—all through the winter, [as well as] the snow pack, they decide in March or April what they can plant. You have to live with whatever they plant in March or April and hope there's enough water to get decent yields.

Have you had a significant drop in volume [of orders of Pima related to] the drought?



Buhler Quality Yarns headquarters

It's been a significant drought this year and last year. The previous year, there was pretty decent water allocation. Other than a brief couple of months last summer, which I don't know that I can tie to the drought, [business has] been pretty steady. We've been able to do some things to improve our cost position, to try to keep the increases on the yarn as reasonable as possible.

All indications are that this will be a pretty strong El Niño year and that usually means wet weather in the San Joaquin Valley. So we're cautiously optimistic about that. And I would say that there are options to grow the Pima cotton in Arizona and in other places. They haven't grown that much simply because of the San Joaquin Valley's yield. But I think if that [changes], markets are efficient and it'll find a home. And I think the long-staple has an even

bigger potential. It can be grown in even more places.

Right now are you looking at Pima [sourced from] elsewhere?

There's really nowhere else to source the Pima from in the U.S. And it has to be U.S.-grown Pima to be Supima.

Where else is Pima cotton grown in the United States?

Mainly in the San Joaquin Valley of California. There's a little bit grown in Arizona and a little bit grown in Texas.

Is that your only choice for domestic sourcing?

Yes. The yields in the San Joaquin Valley are so much better [than other regions].

➔ Q&A page 4

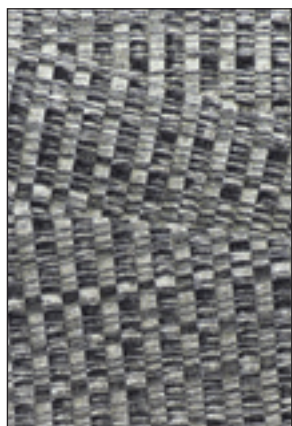
TEXTILE TRENDS

Surface Texture

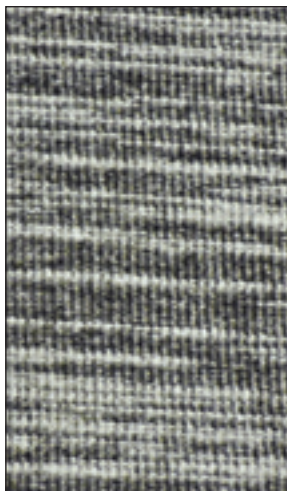
From French terry and sweater constructions to ribs and novelty knits, look for interesting surface treatments and highly textural fabrics.



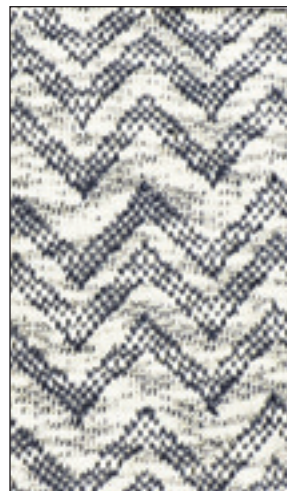
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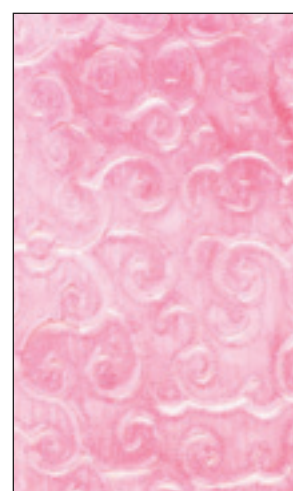
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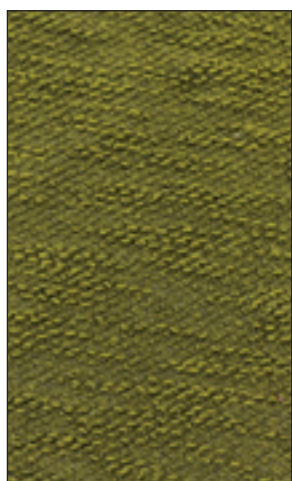
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NK Textile "Candied Clouds"



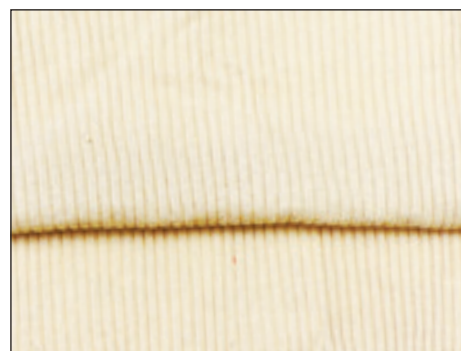
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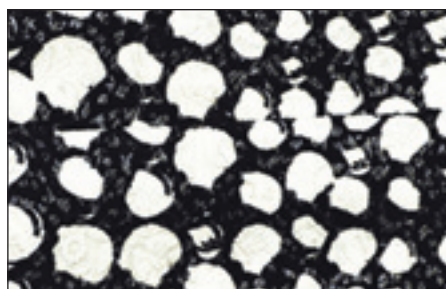
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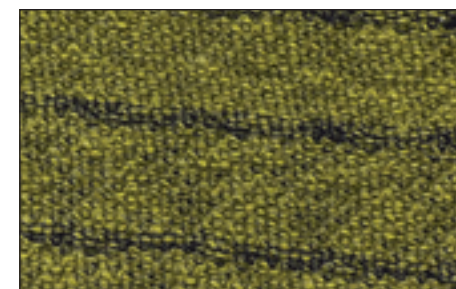
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Pine Crest Fabrics "Liverpool"



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Q&A *Continued from page 2*

They can grow a good Pima in Arizona and Texas, but they don't get the good yield California gets. So it's been hard for them to compete. We did see where Arizona has increased their Pima production this year over last year. But it's so small that it's almost not significant enough to really move the needle.

China has recently been producing Pima as well?

Here's where I'm probably going to get a little technical. Pima is considered an extra-long staple cotton, or ELS. China is increasing their production of ELS cotton. Whether it's technically a Pima or not, I don't know. There's a certain seed variety [that produces true Pima cotton]. I know [China is increasing] its production of ELS, which has to be a certain fiber length.

There are a lot of international spinners looking at opening operations in the U.S. What do you think is driving that interest?

We've definitely seen a resurgence in investment in the U.S. across the board in textiles, and yarn's a big part of that. I think a big draw for that is the proximity to the cotton, [to be] able to get the cotton at market prices—and this is really more about the Upland cotton than the Pima.

It's [also] our energy rates, and the fact that so much of yarn manufacturing is more capital- than labor-intensive. If you can get where there are good energy rates—when it comes to energy in the U.S., we're fairly competitive, fairly reasonable—you can offset that. With the free-trade agreements—both CAFTA and NAFTA and potentially TPP—people are preparing to take hold and reposition to take advantage of that as well.

Let's talk about the new long-staple cotton yarn that [Buhler] is producing in addition to Pima cotton yarn.

We've been offering it about six months now on a pretty regular basis. Because of the drought and the price of Pima cotton going up, we have some of our customers who have said, "We just want a good 30s [yarn size], a good 40s. We don't need the Supima, the Pima name."

The Pima cotton is needed for 60s, 70s and 80s, the really fine-count yarns, 90s. You spin a better yarn with the Pima, obviously, but you can spin a good yarn with long-staple cotton. To give us something to offer those customers at a price they're looking for, we decided to produce a long-staple cotton line.

How does it compare to Pima, aside from price?

The long-staple cotton is a little weaker and a little shorter. The yarn quality is a little lower, but it's acceptable. It's a perfectly good yarn for what some of our customers want to make.

How does it compare with non-Pima cotton that's already out there?

It's more about whether they want to spin 30s and 40s. We like to spin those yarns. Other spinners will spin them, but it's not exactly what they like to do.

For a lot of yarn spinners, the finest thing they want to do is the 30s—they really don't necessarily want to spin 40s all the time. A lot of people look to us to do those yarns. But [if] we're Supima only, [the price is too high for some customers]. So we wanted to come up with a lower-cost option.

The long-staple cotton is also grown in California. Is it also more expensive than it was before the drought?

Yes, but it's less expensive than the Pima.

Aside from the price, are there any benefits of the new long-staple cotton?

Just that it makes a good quality yarn at a lower price point. That's what it really boils down to. There really aren't any other advantages. But that's the biggest one for most people—that price point. Long-staple is a high-end yarn. It's still a very good cotton, and it makes a very good yarn. It's just not the highest of the high end, but it's a small step down.

That's how we present it: "Here is the price for high-end, premium cotton. If that's not going to get you to a price point your customer is going to pay, here's another option, which will make a perfectly good product."

Is there anything else that manufacturers and retailers should know about the new yarn—in terms of capabilities in garments?

As long as you're talking about 30s, 40s, 50s from Buhler, it's going to function and run very similarly to our [existing] yarns. Because it's a different cotton, there would be a slight shade difference. Function should be very similar as long as you stay in that range for processing and dyeing.

If you handed me two T-shirts, one made from long-staple cotton and one from Pima cotton, would I be able to tell the difference?

[If they are] made the exact same way, finished the exact same way, the Pima cotton shirt would feel a little bit softer. Softer is probably what the lay person would feel. The presentation of the garment after 10 or 20 washes would be a little different as well.

What categories of manufacturers are interested in long-staple cotton?

We've offered it to a number of our customers and we're getting interest both in wovens and knits, men's and women's.

It's fairly new and people go slow, so we don't necessarily know where it's going to hit at this point. It all depends on testing.

We spin the 100 percent cotton—Supima and long-staple. We spin 100 percent MicroModal and a 50 percent Supima/50 percent MicroModal. We also spin 100 percent MicroTencel. [All] are high-end yarns. We spin the fine counts. That's our niche—that's what we do.

What changes have you made to prepare to offer long-staple cotton?

We invested in some new equipment to allow us to run it more easily in the mill, so we didn't have to run Pima one day and long staple the next. We can run them simultaneously, so that makes us more efficient.

What percentage of production do you expect long-staple cotton to be going forward?

It's probably going to be driven by the market. We could go to whatever level the market wants. There's a certain level that we would like to get to that makes sense to have it. Probably we'd like to see it get to at least 30 percent of the business.

There's been some investment made, so you know we're committed to it. If the market wants to stay with the Supima, we can do that. If the market decides it really wants the long-staple, we can do that—or some combination of the two. We can go either way.

And that's what we wanted. We wanted that flexibility. ●

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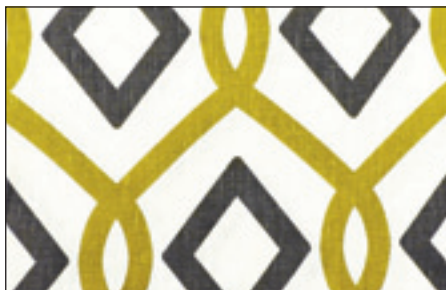


Apparel by Amanda Sage Collection

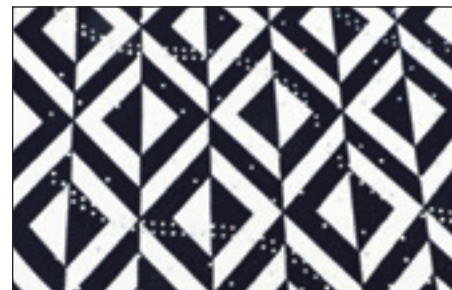
TEXTILE TRENDS

Geo Prints

Geometric prints range from clean, modern patterns to intricate styles that draw inspiration from traditional global motifs.



Noveltex "Cottage Gate"



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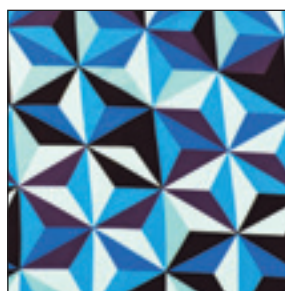
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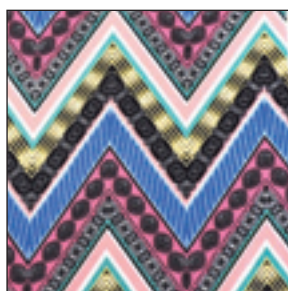
Pine Crest Fabrics "Ethnic Zig Zag"



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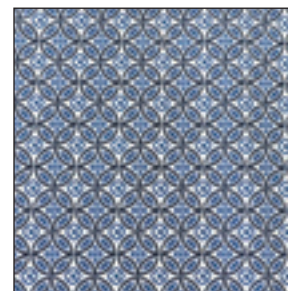
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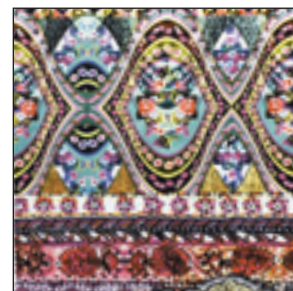
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Off the Wall

Textile makers take a
cue from interior design
with wallpaper prints and
upholstery patterns.



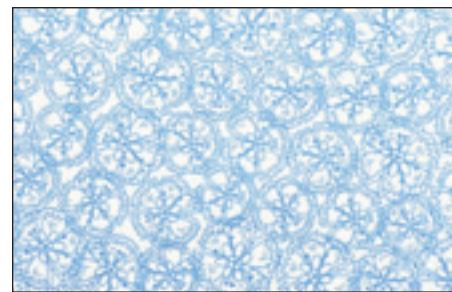
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Noveltex "Carnation"



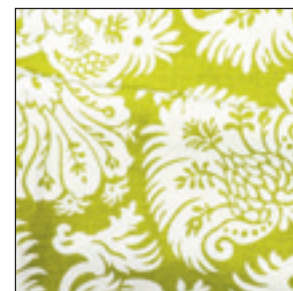
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NK Textile "Regal Elegance"



NK Textile "Delicate Floral
Print"



Noveltex "Wella"

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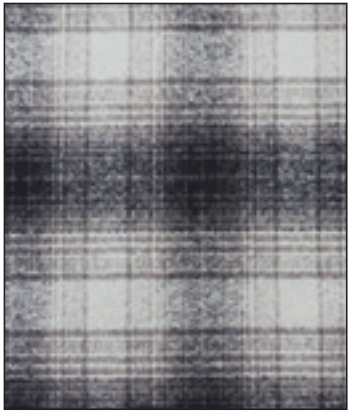
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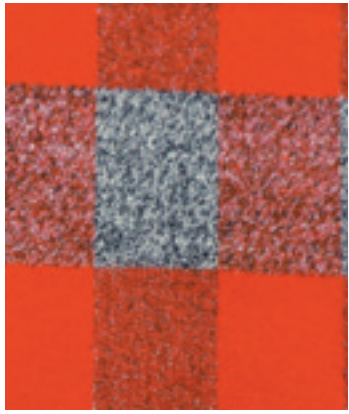


Plaid It Up

From traditional woven plaids to checked knit patterns and printed variations, textile designers are mad for plaid.



Robert Kaufman Fabrics #SRKF-15596-12



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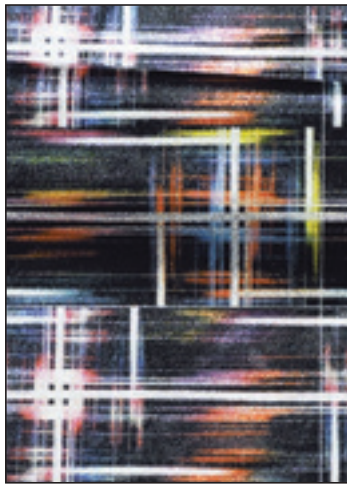
Textile Secrets International Inc. "Plaid"



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Cinergy Textiles Inc. #PLD-8912



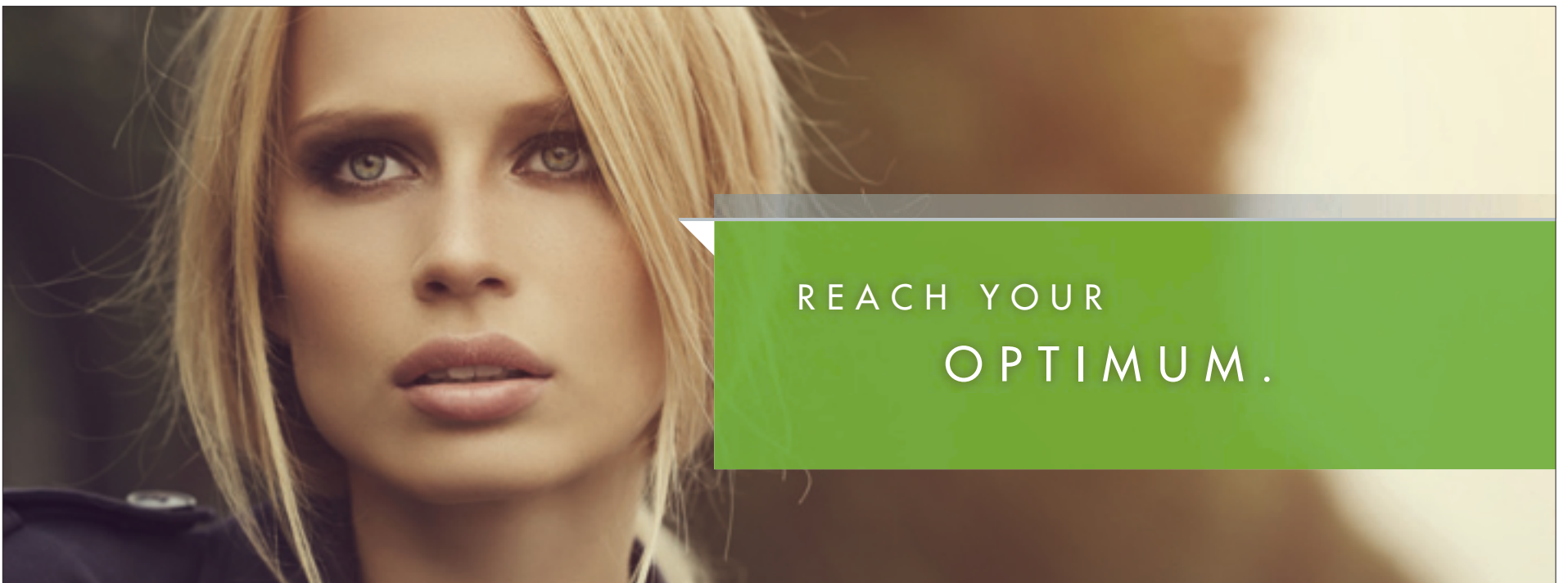
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Under Armour Taps Centric for PLM

Baltimore-based athletic-apparel company **Under Armour Inc.** has selected Los Gatos, Calif.-based **Centric Software Inc.**'s product lifecycle management (PLM) solution **Centric 8 PLM**. More than 1,000 Under Armour employees will use the PLM program to monitor the production process from product creation through delivery of the company's footwear, apparel and equipment. "Under Armour selected Centric for its team expertise and revolutionary product road map, including the development of mobile applications," said Kip Fulks, Under Armour's president of footwear and innovation. "As a global growth company, our brand needs a cutting-edge PLM partner that can continue to elevate and adapt as new initiatives and strategies are implemented."

For more information, visit www.centricsoftware.com.
—Alison A. Nieder

NEWS

Jesse Curlee to Retire From Supima

Jesse Curlee, who has had a career in the cotton industry for more than 35 years, announced he will retire as president and chief executive of **Supima**, a premium American cotton brand, at the end of this year. Replacing him will be Marc Lewkowitz, currently Supima's executive vice president, who has been with the organization for 12 years. The name Supima—an abbreviation for Superior Pima—is a licensed trademark for extra long-staple cotton used by more than 300 mills, textile and clothing makers, and retailers who are certified to be using Supima cotton supplied by about 500 growers in California, Arizona, New Mexico and Texas. Curlee began his career with Phoenix-based Supima in October of 1979 as general manager. In 1981 he was named president and chief executive. Since then, American Pima cotton production rose from an annual average of 75,000 bales to more than 850,000 bales. He also worked to expand production to California in the late 1980s, where today more than 90 percent of American Pima cotton is produced. During his career with Supima, Curlee promoted the introduction of Supima to the fashion industry with the start of its now-recognized and respected annual Supima Design Competition and fashion runway show during Fashion Week in New York. Under Curlee's leadership, Supima began a licensing program for customers wanting to use the Supima name. Japan was the first to license the use of Supima in the 1980s. Supima now licenses the name and trademark worldwide to spinners, knitters, weavers, manufacturers, brands and retailers with over 370 licensees in 39 countries.—Deborah Belgum

Gerber, COMESA Launch Technical Training Program in Mauritius

Gerber Technologies, the Tolland, Conn.-based equipment and software solutions company, teamed up with the COMESA (Common Market for Eastern and Southern Africa) free-trade area to establish a new program for technical assistance and training in the African nation of Mauritius. The Republic of Mauritius and its Mauritius Business Growth Scheme (MBGS) division invited Gerber to develop the program, designed to foster the use of premium software solutions for apparel pattern making and to make the apparel industry in the COMESA region and Mauritius more competitive. The EU's 10th European Development Fund (EDF) provided funding for the program. "Choosing Gerber Technology for technical assistance for CAD training and the capacity-building program is based on the broad presence of Gerber's digital systems and the excellence

of services provided to a growing number of apparel manufacturers in Mauritius," said Naeem Boodhoo, on-site coordinator and consultant to COMESA and to the Ministry of Foreign Affairs, International Trade and Regional Corporation. "The number of enterprises having invested into Gerber Technology is increasing continuously due to Gerber's first-class services, system reliability and ease-of-use as well as fast return on investment for our companies." Gerber and local representative **Automated Garment Technology Ltd.** will provide participants with on-site support and training sessions for the program, which is expected to begin in six months. "Continuous monitoring of progress will be vital for the success of the program," said AGT founder and shareholder Clet Baba. "Collaboration with COMESA as well as MBGS will be critical to make this initia-

tive most beneficial to the local industry." COMESA was formed in late 1994 as a replacement for the former Preferential Trade Area (PTA), which had existed since 1981. Member countries include Egypt, Mauritius, Djibouti, Kenya, Madagascar, Sudan, South Sudan, Malawi, Zambia, Zimbabwe, Rwanda, Burundi, the Comoros, Libya, Seychelles, Eritrea, Ethiopia, Uganda, the Democratic Republic of Congo and Swaziland. Gerber Technology is looking to increase its involvement with Africa's apparel industry, said Guillaume Gairin, Gerber service director for the EMEA region (Europe, the Middle East and Africa). "Beyond our engagement in Mauritius, it is our short- to medium-term goal to intensify support to the apparel and other sewn-goods industries in the African region and, thus, the further development of their competitiveness in the world market," he said.—A.A.N.



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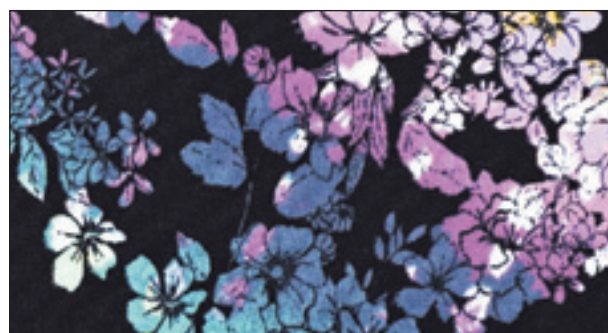
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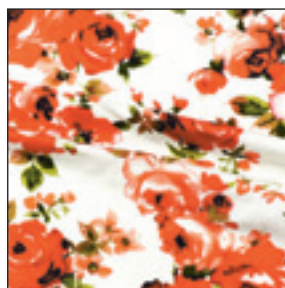
Malhia Kent #T82222
"Koihan"



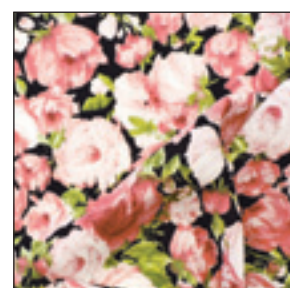
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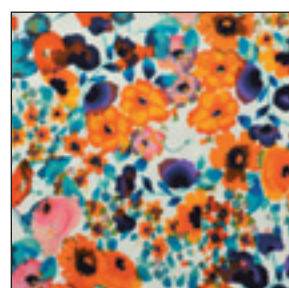
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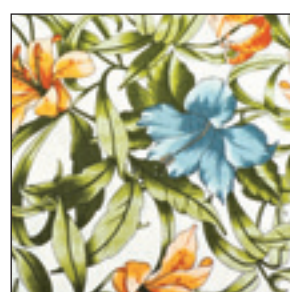
Cinergy Textiles Inc. #HEAVY-
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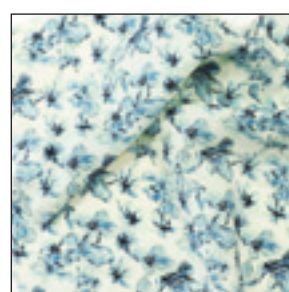
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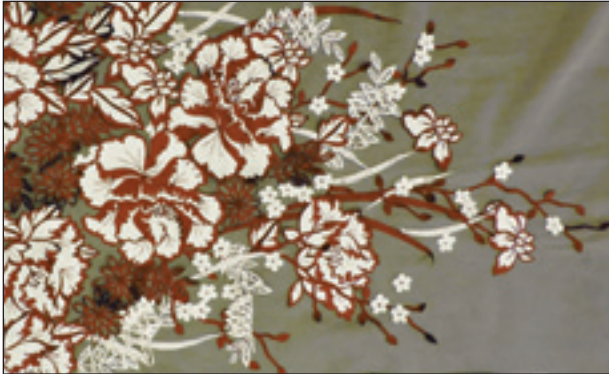
Tiss et Teint #55.4728



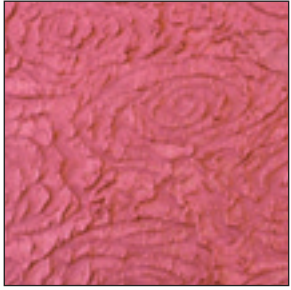
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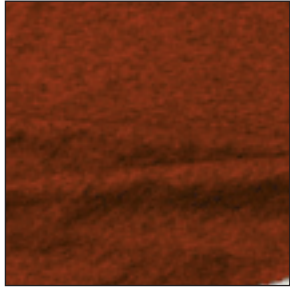
Triple Textile Inc. #L-618-G



Bella Tela #33292



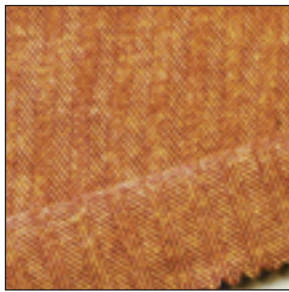
Triple Textile Inc. #L-615-W



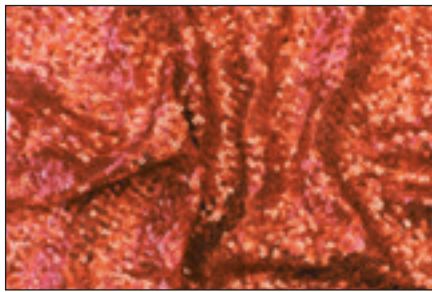
Texollini #78F6y7D



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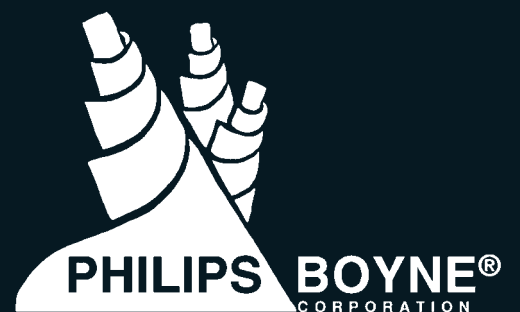
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Heavy Metal

1. Pine Crest Fabrics "City Lights"
2. Appliqués With Glitz Inc./ Lords and Ladies Inc. #Act116 "Sophia Large Stone/Pearl Accent"
3. 3A Products #L-1109 chain
4. 3A Products zipper/rhinestone
5. Dara Inc. zipper
6. Progressive Label hangtag
7. California Label Products woven label and metal label
8. Trim Networks labels
9. Seram America #N020984XT/2004
10. Seram America #N020391XT/0000
11. Emsig Manufacturing Corp. #A3819
12. Emsig Manufacturing Corp. #A3510
13. Emsig Manufacturing Corp. special ring
14. J.N. Zippers & Supplies Corp. #15 "Shiny Nickel Closed End"
15. J.N. Zippers & Supplies Corp. #5 "Horizontal Stripe Coil"
16. J.N. Zippers & Supplies Corp. #15 "Shiny Gold Closed End"
17. J.N. Zippers & Supplies Corp. #15 "Gunmetal Separating"



Age of Innocence

1. Midori Ribbon #RV10004 "Vintage Blue Floral"
2. Midori Ribbon #RV100006 "Vintage Lavender Floral"
3. Midori Ribbon #RSL00207 "Scalloped Trim"
4. J.N. Zippers & Supplies Corp. #5 "Horizontal Stripe Coil"
5. Emsig Manufacturing Corp. #A2895
6. Emsig Manufacturing Corp. #BW08631
7. J.N. Zippers & Supplies Corp. "Rose Gold Tri-Bar Slide"
8. J.N. Zippers & Supplies Corp. "1-Inch Rose Gold Swivel Lever Hook"
9. Appliqués With Glitz Inc./ Lords and Ladies Inc. #Act115 "Sophia Clear Neckpiece"
10. Appliqués With Glitz Inc./ Lords and Ladies Inc. #Act190 "Bayley's Yardage"
11. Textile Secrets International Inc. "Dizzy Ditz"
12. Seram America #N020763XU/0000
13. Seram America #N020783XU/0000
14. Seram America #N020782XU/0000
15. Cuteque International Inc. "Grape Flower"
16. Cuteque International Inc. "Rose With Sequin and Plastic Stitches in Center"
17. Cuteque International Inc. "Embroidery on Satin Ribbon"



18. Dara Inc. silver and blue neckpiece
19. Dara Inc. #05/5-2505
20. Dara Inc. #YH-136L
21. Dara Inc. custom buttons
22. Dara Inc. beaded trim
23. Dara Inc. woven ribbon

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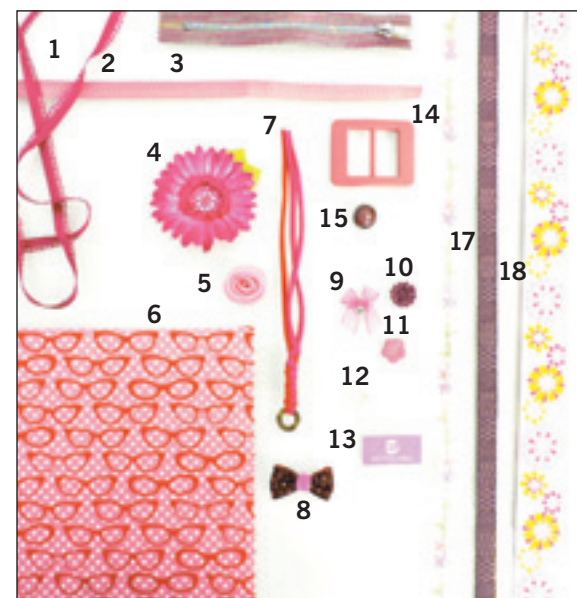
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1. Satab #7401 "Passepoil Elina"
2. Satab #1515 "Ruban Tisse SIL"
3. J.N. Zippers & Supplies Corp. #5 "Plastic Rainbow Mirror Lamé Zipper"
4. Cuteque International Inc. "Daisy With Rhinestone and Beads Stitches in Center"
5. Cuteque International Inc. "Fabric Flower With Glass Beads Stitches in Center"
6. Robert Kaufman Fabrics #AHE-15636-10
7. Seram America #N02100A
8. Seram America #N02100B
9. Seram America #N018329XU/0000
10. Seram America #N020808XU/0000
11. Seram America #NSER527ZT/0000
12. Emsig Manufacturing Corp. #A3922
13. California Label Products woven label
14. Dara Inc. #P414
15. Dara Inc. custom button
16. Cuteque International Inc. "Embroidery on Sheer Ribbon"
17. Midori Ribbon #RAZ19215
18. Dara Inc. ribbon





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1. Texollini #7990CSY2 and #780DSYD2
2. Emsig Manufacturing Corp. #Z3695
3. Seram America #N021001
4. Seram America #N02100C
5. Seram America #N020787XU/0000
6. Seram America #N020220XU/0000
7. Trim Networks woven and printed labels
8. Dara Inc. zippers
9. Dara Inc. large snaps

10. Dara Inc. Made-in-USA labels and hangtag
11. Dara Inc. woven ribbon
12. Satab #1809 "Ruban Resille E"
13. Satab #7344 "Galon Sabah"
14. J.N. Zipper & Supplies Corp. #5 "Plastic Black Tape Zippers With Mirror Teeth in Pacific Blue and Tomato Red"



International Brights

1. Midori Ribbon #RVS05012 "Chocolate Velvet Periwinkle Satin"
2. Midori Ribbon #RVE56016 "Tiger Lily"
3. Emsig Manufacturing Corp. #SQ141171SQ216881
4. Emsig Manufacturing Corp. #SQ141171
5. Emsig Manufacturing Corp. #A2463
6. Emsig Manufacturing Corp. #A3622

7. Emsig Manufacturing Corp. #A3769
8. J.N. Zippers & Supplies Corp. "YC59 Euro-inspired Square Large Snaps in Antique Brass"
9. California Labels Products tags
10. Trim Networks labels
11. Design Knit mesh spandex
12. Seram America #N020805XU/0000
13. Seram America

- #N020991XU/0000
14. Dara Inc. gold neckpiece
15. Satab #7384 "Galon Geo"
16. Satab #1956 "Dentelle Annush"
17. J.N. Zippers & Supplies Corp. #5 "Plastic Black Tape Zipper With Mirror Teeth in Gold"
18. Cuteque International Inc. "Patch With Color Beads and Natural Wood Beads"



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Products and Services: Elite Labels USA has now opened its new offices in New York. Elite Labels is a leading clothing/apparel label supplier with over 30 years of industry experience. Our clients include the most prestigious names in fashion, much-loved high-street retailers, the character-license industries, and edgier brands looking to enhance their credibility with a niche audience. Whether you are a small manufacturer or a group servicing large retail markets, our in-house design and production approach offers an integrated, one-stop service for all your label requirements. We work closely with our customers, developing and innovating, and we are thus fully equipped to meet the demands of the ever-changing trends in labeling and branding concepts. We are confident that we will be able to meet all your needs, giving you the very best in personal service and finished product at a highly competitive rate. We can manufacture and distribute from USA, UK, Portugal, Turkey, UAE, Egypt, India, Sri Lanka, Pakistan, Bangladesh, and China.



G&G MULTITEX, INC.

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. Come visit us at the LA International Textile Show, Booth PH11.



Gerber Technology

24 Industrial Park Road West
Tolland, CT 06084
(800) 826-3243
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www.gerbertechnology.com

Products and Services: Gerber Technology provides a complete suite of integrated technology solutions including pattern design and product lifecycle management software, as well as sophisticated automation manufacturing systems for some of the biggest names in global apparel and sewn goods industries. Over 100 Fortune 500 companies in over 130 countries depend upon Gerber to help create and develop their products, communicate and collaborate with their global partners, and manage their data more efficiently throughout the entire process. From the industry-leading AccuMark® pattern design, grading and marker making software to textiles spreading systems, single- and multi-ply GERBERcutters®, and the YuniquePLMTM product lifecycle management software, the Gerber product portfolio will help its customer decrease time-to-market. Gerber's knowledge and experience in the apparel industry and its worldwide service organization allow it to offer some of the world's leading brands fully-integrated solutions.



J.N. Zippers & Supplies Corp.

380 Swift Avenue—Unit #5 and 6
South San Francisco, CA 94080
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 manufacturers worldwide. Quick sampling from our warehouse stock of high quality zippers, pulls, bag, and apparel hardware that are ITS, SGS, Oeko-Tex, ISO9001:2000 safety tested and standards compliant. Our staff is 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.

Textile, Findings & Trimmings and Tech Resource Guide



Jerian Plastics Inc.

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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 top-quality 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.



Keylin Inc.

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Los Angeles, CA 90011
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Support@KeylinInc.com
www.KeylinInc.com

Products and Services: Keylin, Inc. is a company organized to design, manufacture, and market fasteners for the aviation, construction, garment, leather, medical, and oceanic industries. This Los Angeles-based company serves as a distribution center that provides immediate delivery of goods to customers. Keylin offers a vast variety of hardware to the global market. The company specializes in custom-built, made-to-order product lines that satisfy the customers' needs. Keylin is proud to become the Mid- and Western Regional Distributor of the world's leading premium fashion zipper manufacturer, Riri Zippers of Switzerland. To date, Keylin has a stock collection of #4, #6, and #8 metal zippers available in 5-metal teeth colors and 7 tape colors. This provides a vast array of 105 different combinations of items to satisfy the customer's creative demand. To enhance Keylin's operation as Riri's Regional Distribution Center, Keylin has an on-site Riri machine from Switzerland to allow on-site custom jobs enabling zipper customization that closely matches the original factory specification. Keylin may also accept orders for production from Riri's Swiss plant that can be shipped anywhere in the world where customers may desire. The success of Keylin, Inc. as a leader in its line of trade is indicative of the effectiveness of the company's philosophy and goal.



Lenzing Fibers Inc.

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(212) 944-7400
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www.lenzing.com/textile

Products and Services: The Lenzing Group is a world leader in marketing and manufacturing man-made cellulose fibers. The portfolio of Lenzing Fibers includes TENCEL®, Lenzing Modal®, MicroModal®, ProModal®, and MicroTencel®. Supply-chain support through resource lists, technical support, and hangtag program. These ecologically responsible fibers with performance benefits are comfortable, sustainable, biodegradable, and derived from a renewable raw material, wood pulp. For more information, please visit our website.



Noveltex

(213) 745-9999
Fax: (213) 765-6666
info@noveltex.org
CustomerService@Noveltex.net
www.noveltex.org

Products and Services: NOVELTEX, INC., Your Best Source of Linen Fabric. Our exquisite products are dyed, printed, and finished in the United States with a huge stock of solid colors and prints. Hence, it meets or exceeds environmental standards. We can provide our customers with a variety of hands and finishing like our famous refine

softhand. Because of our flexibility, custom colors and prints are also available. Join the Noveltex community and feel the difference. For further assistance, please contact us. Please visit us at the ITMA show December 6-9 in Highpoint N.C.



Philips-Boyne Corp.

135 Rome St.
Farmingdale, NY 11735
(631) 755-1230
Fax: (631) 755-1259
www.philipsboyne.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, dobies, voiles, Swiss dots, seersuckers, gingham, 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.



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 custom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at competitive 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

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.



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