

CALIFORNIA

ApparelINews

THE VOICE OF THE INDUSTRY FOR 70 YEARS

\$2.99 VOLUME 71, NUMBER 43 OCTOBER 2-8, 2015



JESSICA PLUME / O'NEILL

Cynthia Vincent for O'Neill



COURTESY OF RACHEL PALLY

Rachel Pally



COURTESY OF TRINA TURK

Trina Turk



Tadashi Shoji



BEN COPE

Halston Heritage



NEIL RASMUS/BFA.COM

BCBGMaxAzria



JOHN NACION

Gregorio Sanchez

TRENDS:

SPRING '16

Feminine style, statement-making looks and relaxed-chic.
For a look at the season's trends, see pages 10–11.

TRADE SHOW REPORT

Exhibitor Shuffle
at LA Textile Show

By Alison A. Nieder Executive Editor

The layout during the Sept. 28–30 run of the **Los Angeles International Textile Show** continued to evolve since the **California Market Center** debuted a newly renovated part of the 13th-floor A-wing last season that eliminated enclosed suites to make room for more open-format booths.

For some, the new layout meant moving to a better spot on the main aisle, but others were not so happy with the changes.

Eileen Trovato, a sales representative with **Se7en**, based in San Juan Capistrano, Calif., has showed at LA Textile for 17 years in the same location. But when she was told her regular place was not available last season, she skipped the show. This season, she returned—although her regular spot was again unavailable, so the show gave her a spot in the European Pavilion. Trovato represents several lines that cross over between apparel and home décor, including several U.S. mills: Se7en, a division of **Burlington Industries**; **Mitchell**, a maker of

➔ **LA Textile Show** page 4

QUARTERLY REPORT

Baby Boomer, Millennial
Impact Leads the
Forecast for LAEDC

By Alison A. Nieder Executive Editor

The economy is gearing up for a major shift as the huge baby boomer generation enters retirement and the even larger millennial generation begins taking a greater position in the workforce.

There are 77 million baby boomers, typically described as those born between 1946 and 1964, and 82 million millennials, born between 1979 and 1999—many to baby boomer parents.

The shift between those leaving the workforce and others ramping up their careers kicked off an economic forecast hosted by the **Los Angeles County Economic Development Corp.** on Sept. 30 at the **Omni Hotel** in downtown Los Angeles.

“[Millennials] are our children, they are our workers—and they’re going to buy our homes eventually,” said Dowell Myers, the director of the Population Dynamics Research Group at the **University of Southern California**, who was one of the speakers at the event.

➔ **LAEDC** page 3

INSIDE

Where fashion gets down to businessSM



2



5

Forever 21 sued ... p. 2
Remembering Ida Myers ... p. 2
Factory Direct coverage ... p. 5
Industry Focus: Finance ... p. 6
Finance Resources ... p. 12
Fashion Resources ... p. 12

Forever 21 Sued by Vendor

A clothing manufacturer recently filed a breach-of-contract suit against trendy, fast-fashion company **Forever 21 Inc.** The Los Angeles–headquartered retailer intends to become an \$8 billion company by 2017, according to a company statement.

Fashion Life Inc., a Los Angeles–area company that manufactures a women's line called **Fang**, said Forever 21 owes it \$55,832.50 for a clothing order that the retailer never paid for.

The six-page complaint, filed in Los Angeles County Superior Court on Sept. 10, said Forever 21 accepted a shipment of clothes delivered by Fashion Life. However,

Forever 21 did not inform Fashion Life that it had rejected the order and it did not return the order either, the suit said.

Fashion Life asked Forever 21 for compensation but said the retailer declined to pay for the order. According to the lawsuit, the vendor requested that the retailer pay what it allegedly ordered, plus attorneys' fees and other damages.

Fashion Life's Fang brand includes items such as a fitted baby tee top with details such as glitter graphics. The 21-year-old company has sold to retailers such as **Nordstrom**, **Belk**, **Kohl's** and **Wet Seal**.

Forever 21 operates more than 730 stores

in 48 countries and claims to be the fifth-largest specialty retailer in America, according to the privately held company. The average footprint of a store is 38,000 square feet. It not only intends to become an \$8 billion company in 2017, but another goal is to open 600 stores in the next three years, according to its website (www.forever21.com).

The company has a history of litigation. In the past, it has been sued by fashion designers for copyright infringement and former employees for wage theft. According to recent media reports, in 2015 the company has been sued by retailer **H&M** for copying

the design of a tote bag. Forever 21 has also been sued by a transgender woman, a former employee, for discrimination. On Sept. 21, **Creditors Adjustment Bureau Inc.**, a Sherman Oaks, Calif.–based collections company, filed suit against the retailer for breach of contract. A trial for the case has been scheduled for March 2017.

Kenneth J. Freed, an attorney and principal for Creditors Adjustment Bureau, did not return a phone call requesting comment on the case. Forever 21 also did not return a phone call and an email before press time requesting comment on claims filed against it.—*Andrew Asch*

OBITUARY

Textile and Apparel Representative Ida Myers, 88

Longtime textile and apparel sales representative Ida Myers died on Sept. 25. She was 88.

Born in Rochester, N.Y., Myers and her family moved to Phoenix before settling in Los Angeles' Boyle Heights neighborhood when Myers was in her teens.

Myers spent more than six decades in the apparel industry, working as a sales representative for apparel, buttons, textiles and trim before she retired in 2007.

She got her start in her 20s, selling ready-to-wear,



Ida Myers

following in the footsteps of her older brother, Harry Bell, who already worked in the industry. Apparel became a family business. Her grandson Chris Myers ran a multi-line showroom in the **California Market Center** for many years before joining Los Angeles brand **XCVI Inc.** as director of business development.

"Ida had offices all over the **CalMart** [now called the California Market Center] as well as the neighboring buildings," her grandson recalled. "There wasn't any

part of a garment she didn't sell."

Known for her bubbly personality and bright red hair, Myers would book an appointment with stylist Connie Moran at **Hair Etcetera** on the CMC's second floor and then walk across the hall to the **Extra Secretary** to say hello to owner Barbara Kaplan, who said Myers was the Auntie Mame of the building.

"She lit up the room," Kaplan said. "I never saw her sad—or quiet."

Kaplan described Myers as clever, warm, honest and generous.

"She would befriend everybody walking into the building," she said. "She would bring them by and say, 'Look what's here!'"

A fan of film and television, Myers also worked as a wardrobe consultant to several actors and on entertainment projects, her grandson said.

She also worked in sales for the *Beverly Hills Times Magazine* and supported several charities, in particular, the **Thailans Mental Health Center** at Cedars-Sinai Medical Center.

Myers is survived by three sons, seven grandchildren and 13 great-grandchildren.

A life-celebration service will be held in Los Angeles on Oct. 18. For details, contact Chris Myers at chris@chrismyers.org or call (213) 840-1161.—*Alison A. Nieder*

Calendar

Oct. 3

Fashion Industries Guild of Cedars-Sinai Presents Movie Night
Orpheum Theater
Los Angeles

Oct. 5

LA Majors Market
California Market Center
Los Angeles
Through Oct. 7

Art Hearts Fashion
Taglyan Complex
Hollywood
Through Oct. 8

Coast
Track One
Nashville, Tenn.
Through Oct. 6

Oct. 7

LAFW
Union Station
Los Angeles
Through Oct. 11

Oct. 8

Hale Bob's Spring/Summer Collection Fashion Show
Private residence
Beverly Hills

Oct. 12

Los Angeles Fashion Market
California Market Center
Cooper Design Space
The New Mart
Gerry Building
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through Oct. 15

Designers and Agents
The New Mart
Los Angeles
Through Oct. 14

Select Transit
California Market Center
Los Angeles
Through Oct. 14

Coeur
Alexandria Ballrooms
Los Angeles
Through Oct. 14

Brand Assembly
Cooper Design Space
Los Angeles
Through Oct. 14

Shape
California Market Center
Los Angeles
Through Oct. 14

LA Kids' Market
California Market Center

Los Angeles
Through Oct. 15

LA Men's Market
California Market Center
Los Angeles
Through Oct. 13

Fashion Week Los Angeles
Union Station
Los Angeles

Oct. 13

Fifth Annual All Aboard Runway Show, benefiting Fashion Business Inc.
Union Station
Los Angeles

"Fashion 101," presented by Global Purchasing Companies
Los Angeles

Oct. 14

Style Fashion Week
The Reef
Los Angeles
Through Oct. 18

"Retail 101," presented by Global Purchasing Companies
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.

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: *California Apparel News*, *Market Week Magazine*, *New Resources*, *Waterwear*, *New York Apparel News*, *Dallas Apparel News*, *Apparel News South*, *Chicago Apparel News*, *The Apparel News (National)*, *Bridal Apparel News*, *Southwest Images*, *Stylist* and *MAN (Men's Apparel News)*. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2015 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.



MERCHANT FACTORS

WE'VE BEEN FACTORING THE FASHION INDUSTRY, FROM START UPS TO MID SIZE COMPANIES, FOR OVER 30 YEARS.

"I'm incredibly grateful to Merchant Factors. They really removed all my financial stress. They freed me to create, and are one of the key elements in Cleobella's growth."

Angela O'Brien:
Creative Director &
Owner, Cleobella




| | |
|---|---|
| LOS ANGELES 800 SOUTH FIGUEROA ST., SUITE 730 LOS ANGELES, CA 90017 P: 213.347.0101 INFO@MERCHANTFACTORS.COM | NEW YORK 1441 BROADWAY, 22ND FLOOR NEW YORK, NY 10018 P: 212.840.7575 |
|---|---|

@MERCHANTFACTORS

KEEPING YOU ON COURSE
www.merchantfactors.com

LAEDC *Continued from page 1*

The event included the findings of the LAEDC's **Kyser Center for Economic Research** Economic Forecast for September 2015.

A rebound in housing and construction is expected to be fueled by demand from first-time millennial buyers. According to the LAEDC forecast, "Millennials now outnumber [baby] boomers, with the oldest millennials now in their late 20s and 30s, the prime period for forming new households and becoming first-time homeowners."

As first-time buyers, millennials are also expected to drive an uptick in items such as furniture, appliances and home décor items, which should drive "a significant ripple effect through the economy," the report said.

Millennials' impact on the local economy could be even more pronounced because both the birth rate and immigration in Los Angeles County have begun to level off.

"We need more workers, but our housing prices are a barrier," USC's Myers said. "We're not getting migrants, so we have to depend on the ones who are already born here. We haven't activated the millennials. Until we do, we won't have a full recovery. The solution for our housing problems will go hand in hand with the solution for our workforce problems."

The LAEDC is bullish on the economic recovery in the U.S. overall, predicting gains through the rest of the year and into 2016. A number of indicators point to a recovering economy at the local, state and national level.

But Robert Kleinhenz, chief economist for the Kyser Center for Economic Research at the LAEDC, said not everyone is convinced about our economic health.

"We've got an economy that's doing okay if not better than okay," he said. "But many people do not perceive it that way. We've got the Great Recession so far in our rear-view mirror, but the perception is that we really haven't made that much progress."

Good news can be found in the energy sector. Domestic energy production and the global oil surplus have eliminated some the "risk associated with disruptions to the supply of energy," the LAEDC report said.

"Don't expect \$100-per-barrel oil prices anytime soon," Kleinhenz said. "Maybe in the next decade."

Uncertainty remains as "political and national security devel-

opments" around the world continue to threaten to disrupt regional and global economies. Other areas of concern include the slowdown in China's economic growth, Japan's recession, and the euro zone's challenges with high debt and unemployment.

"China is making a transition from industrialization and an export economy to one that is more internal," Kleinhenz said. "That transition will take some time—years, maybe decades."

Something else to watch is when the Federal Reserve decides to raise key interest rates, which could lead to inflation. The Fed is looking to keep inflation around 2 percent, but Kleinhenz said he doesn't expect that to happen until at least next year.

"Keep in mind that inflation is sort of like blood pressure—you've got to have some," Kleinhenz said.

The economist also noted that higher interest rates have the potential to affect international markets more than the domestic market.

California strengths

In California, the recovery process has already begun. In some cases, the state has surpassed gains made on the national level. Since 2012, the state has been adding jobs at a faster rate than the nation as a whole, according to the LAEDC forecast.

"The U.S. is now in what economists call the full employment range," Kleinhenz said, adding that it took "excruciatingly long to get here—but we're here now."

And California's gross state product growth of 2.8 percent last year outpaced the national growth rate of 2.4 percent, the report said. A similar increase is expected for 2015.

As of February 2014, California "recovered all the wage and salary jobs that were lost during the recession," the report found.

Another sign of improvement is in tourism, where total visitor counts increased 3.4 percent on an annual basis last year and are on track to increase by 2.3 percent this year. Domestic travelers spent \$93.9 billion on California travel-related goods and services, while international visitors spent \$22.7 billion in 2014.

Last year, Los Angeles County saw a record 44.2 million visitors, which represented a 4.8 percent increase over the previous year. This year, the county expects to see 45.1 million vis-

itors, representing the fifth consecutive year of record-breaking visitor volume. The largest number of international visitors are from Mexico and Canada, with China in the top spot for visitors from overseas.

According to the LAEDC, last year the apparel industry employed 70,100 workers. Between January and July, those numbers crept up 1.8 percent with an additional 300 jobs added in manufacturing and 970 added in apparel wholesaling. But those figures do not take into account independent contractors. As of 2013 (the most recent figures available), there were nearly 8,000 independent contractors working in the apparel industry in Los Angeles and Orange County in manufacturing and wholesaling textiles, apparel, footwear, leather goods, and jewelry. The employment numbers also do not include the ancillary industries to the fashion industry, such as import/export agents, transportation, warehousing, equipment leasing and finance companies that specialize in the apparel industry.

The rising cost of Chinese labor and the ability to quickly turn merchandise in the U.S. has some companies "experimenting with bringing more of their production back to Los Angeles," according to the LAEDC forecast, but the report noted that "local apparel manufacturing employment is not likely to significantly reverse course."

Still, the LAEDC recognized the region's position as the nation's apparel manufacturing center.

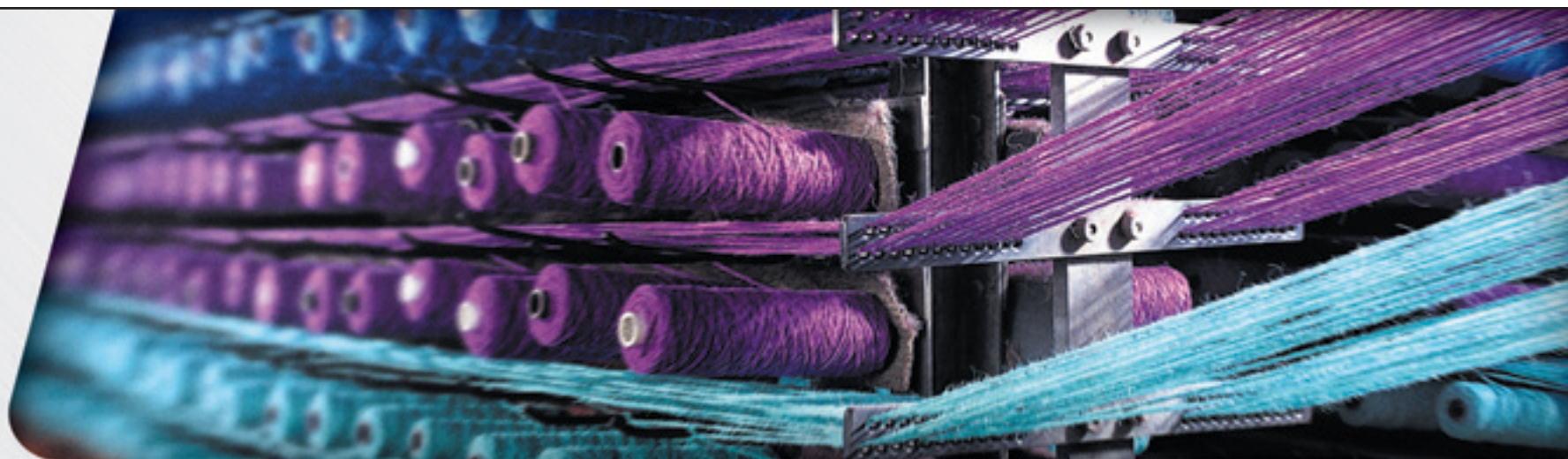
"Together, Los Angeles and Orange counties employ the largest number of apparel workers in the United States and are one of the few places in the U.S. where apparel continues to be manufactured on a large scale," the report reads.

This is particularly true for high-end items requiring "specialized skills or processing" and quick-turn fast fashion.

"There is also a small but active community of designer-owned boutiques that specialize in locally designed and manufactured fashions emphasizing well-made, local and sustainably sourced apparel," the report said.

Southern California's design community includes nearly 4,650 fashion designers, who help to meet the global demand for "Made in LA" merchandise.

"We have more [apparel industry] jobs located here than perhaps any other place in the country," Kleinhenz said. "It's a signature industry that we need to observe even as it seeks to be more efficient to be globally competitive." ●



An endless supply of knowledge and service.

Comerica has been serving the unique needs of the apparel and textile industries for 25 years. We deliver customized solutions to help you manage growth, cash, risk and wealth. Our commitment to our customers has helped propel Comerica to become the leading bank for business.* When it's time to choose a partner to help you grow, come to Comerica, and Raise Your Expectations of what a bank can be.

It all starts here. Call us today or go to Comerica.com/apparel

Nick Susnjar, VP/Relationship Manager, LA Middle Market Banking, nsusnjar@comerica.com, 213.486.6243

Debbie Jenkins, VP/Relationship Manager, LA Middle Market Banking, djenkins@comerica.com, 213.486.6212

Tim Nolan, SVP/Group Manager, LA Middle Market Banking, tjnolan@comerica.com, 213.486.6216

Comerica Bank

RAISE YOUR EXPECTATIONS.

MEMBER FDIC. EQUAL OPPORTUNITY LENDER.

*Based on commercial and industrial loans as a percentage of total assets. Data provided by Thomson Reuters Bank Insight, June 2014. CBP-4173 11/14

DARA

est 1984

Over 30 Years
Experience

400+
COLORS OF QUALITY
THREADS IN STOCK



- Garment Supplies
- Sewing Supplies
- Custom Made Buttons
- Custom Made Lace
- Office Supplies
- Machine Parts
- Hardware & More



BEST SOURCING SERVICE



Nail &
Beauty
Products



Made to
Order
Buttons



Quality
Sewing
Threads



Sewing
Machine
Parts



Office
Furniture
& Supplies

Visit Our 50,000 SF Warehouse &
Showroom in Downtown Los Angeles

3216 S. Broadway, Los Angeles, CA 90007
213.749.9970
www.DaraIncUSA.com

LA Textile Show *Continued from page 1*

faux leather; print house **Duralee**; and velvet resource **Wimpfheimer Velvets**. She also represents European linen resource **Lino**.

Despite the change of location, Trovato said she saw some of her out-of-town clients from Texas and San Francisco as well as key local customers.

"Our big customers, like **Disney**, depend on us to be here," she said. "It's valuable to keep our industry supported."

In addition to Disney, other companies shopping the show included **7 For All Mankind**, **Karen Kane**, **BCBGMaxAzria**, **Laundry**, **Siwy Denim**, **J Brand**, **Mycra Pac**, **David Meister** and **Monique Lhuillier**.

This was the first time trim supplier **Dara Inc.** showed at LA Textile. Located next to fabric resources, the company was easy to spot with staff dressed in bright-blue polo shirts handing out their matching tote bags.

The company's chief executive officer, John Hsu, said it didn't make a difference if the booth was next to fabrics or other trim sup-

plies. fabric, a mélange pattern printed on a 5x5 rib and a tropical floral on a poly/cotton brushed loop terry.

"They all want something special," he said. "Nobody can say we're not creative in LA."

Another returning exhibitor, Pat Tabassi, with Los Angeles-based knitter **Design Knit**, agreed that traffic was steady in the middle of the day.

"We're getting a good reaction to the collection," she said.

This is Design Knits' 30th-anniversary year, so Tabassi said the company looked into its archives for inspiration for the new collection.

Los Angeles-based textile representative John Marshall typically shows the **Malhia Kent** collection, but this season the company sent its Paris-based representative to the LA Textile Show with its new lower-priced collection called **Alexia By**.

Agathe Corre said Alexia By fabrics are priced about 30 percent lower than the prices for the main Malhia Kent line. Minimums for Alexia By are 10 meters per style (instead of 5 meters per style for Malhia Kent) and the company does not produce custom orders for Alexia By. The diffusion line features a lot of the same colors as the main line but doesn't have the oversize repeats that is a signature of the Malhia Kent collection.

"This is to reach more clients," Corre said. For some companies, the price for Malhia Kent is too high, but others, Corre said, are opting to use Alexia By for large production orders and limit Malhia Kent to exclusive products.

Corre said she saw a mix of existing customers and potential new ones. She said she planned to stay in Los Angeles for another week to meet with designers and work on developments.

"So I will come back to France with everything I need," she said.

This was also the first time at the LA Tex-



Texollini

pliers. Dara typically shows in a larger booth at larger trade shows, Hsu said.

"I'm very surprised," he said. "This show has brought in more leads than other shows."

In addition to more than 30 leads, Hsu said he met with existing customers, including some who recommended Dara show at LA Textile.

"We hear from customers that they're happy we're here," he said.

Dara sells buttons, sewing thread and sewing-machine parts (as well as office supplies and nail and beauty products).

Phil Fox, owner of Los Angeles-based **Fox Fabrics**, returned to his usual spot in the corner, but this time he brought more of his mills, including Italian mills **Profilo**, **TBM Group**, **Ciabatti**, **Furpile**, **Pacini Nello**, **Efilan** and **SMI**; Chinese mill **Max Vogue**; Japanese mill **Debs**; and a new line Fox picked up, **Wen Feng**, a Taiwanese maker of activewear fabrics.

Fox said traffic tended to pick up midday and then taper off toward late afternoon.

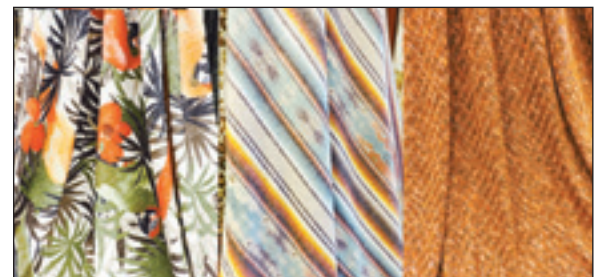
"From 11 to 3 p.m., it's been quite good," he said, adding that he wished the show would switch to a Tuesday-through-Thursday format instead of Monday through Wednesday so people could start their week in their offices.

Another returning exhibitor was Robert Ghodooshim, vice president of **G&G Multitex Inc.**, a Los Angeles maker of knits and digital prints.

"Overall this year, foot traffic was less than the previous show," he said. "However, the customers who came in were more substantial. Every time we come to this show, we pick up new customers."

G&G's business is split between novelty knits and digital prints. Ghodooshim said the knits represent about 70 percent of the company's business, but interest in the prints is growing.

The company recently started digitally printing on its novelty knits, creating items such as a double-sided sublimation-printed



G&G Multitex digital prints on novelty knits

tile Show for Manuel Ribero, product designer for Portuguese denim maker **Troficolor Texteis SA**.

Troficolor sells to accounts in California, New York and Mexico, Ribero said.

"There are so many clients on this side of the U.S.A., we wanted to test the opportunities in this area," he said. "It's good for the first time."

This season, the Korean Pavilion organized by **KOTRA**, the Korean trade association, returned to the Fashion Theater in the main lobby, where attendees said business was a little slow.

"Our regular customers came in to see the new collection," said Won Kim, president of **CDP Consulting**, the LA representative for **Duksung P&T** and **L-Button Study**, which also runs a permanent showroom in the CMC.

This time, Kim said he met with a lot of startup companies who were looking for small minimums.

Yu Mi, assistant manager for Daegu, Korea-based **Jung An Textile**, said her company had not exhibited at the LA Textile Show in seven or eight years.

"Compared to other shows, this is not crowded," she said.

The company, which was founded in 1994, sells its fabrics in South America, Europe and the United States. ●

Factory Direct: Tech and Sourcing Show for Small and Emerging Biz

Chris Walia had the tables turned on him at **Factory Direct**, a trade show for technology and sourcing for startups and small businesses. The show ran Sept. 28–30 at **The New Mart** showroom building in the **Los Angeles Fashion District**.

Walia, director of business development and marketing at **AIMS360**, typically walks trade shows and cold calls booths to give out information for his Los Angeles–based technology company, which provides apparel enterprise resource planning (ERP) software.

At Factory Direct, he ran a booth for AIMS360. He sat at the booth and waited for people to drop by. He said that sitting at the booth served his company well. Instead of cold calling salespeople at trade shows, he said that he talked with executives who made decisions on technology.

“It is directly targeting customers,” Walia said.

David Dea, Factory Direct’s co-founder, introduced the show at The New Mart in March. The recent run of Factory Direct was the second time that Dea and Ashley Dea, his wife and show cofounder, had produced the show.

The most recent run of Factory Direct featured 25 exhibitors and 350 attendees. Representatives from **Pacific Sunwear** and **Skechers** and fashion lines **Marine Layer**, **Shinesty** and **Field Scout** visited the show, Dea said.

Michael C. Juliano, president of New York–based **Frogfish Solutions**, said Factory Direct gave his subscrip-



Ashley Dea and David Dea, cofounders of Factory Direct

back-end services such as EDI and invoicing for apparel companies.

“We got some great leads from this show,” Houston said, adding that he thinks Factory Direct’s market is ready for a growth spurt. “The biggest growing sector of the industry is the \$1 million to \$15 million company. They have creative ownership, but they

don’t have seasoned executive leadership.”

Factory Direct vendors can offer these companies assistance and technical know-how, he said.

Manufacturers specializing in small manufacturing runs exhibited at Factory Direct. Some vendors—including **Rich Honey**, **Sourceeasy**, **Life Clothing Co.** and **Yuen Shing Textile Ltd.**—produced booths during the show.

Exhibitor **Swaraaj Fashions** manufactures small production runs of outerwear and leather clothing, from 75 pieces and up, said Janine C. Luciano, vice president of business



Chris Walia at the AIMS360 booth



The Allegra Courtney runway show at Factory Direct



Bobby Banafsheian of Life Clothing Co.

tion ERP service a platform to spread its point of view in the market for technology. Small businesses are hesitant to try new business technology, he said.

“[Businesses] initially think that it is too sophisticated or they can’t afford it,” Juliano said.

Henry Cherner, managing partner of AIMS360, agreed.

“If they could budget for it, [technology] would help them get bigger,” he said. He contends that smaller companies could budget \$3,000 to \$6,000 annually for ERP systems customized for small companies.

Polygon Solutions, a Long Beach, Calif.–headquartered logistics company, ran a booth at Factory Direct’s second show after also appearing at the trade show’s first run, said Ted Houston, Polygon’s owner. Polygon provides

development in North America for the Mumbai–headquartered company. “I got some leads,” she said. “I did a lot of networking with other exhibitors.”

Dea produced networking events during the Factory Direct show at **Cuore Dell Amante Pizza and Pasta**, an Italian restaurant at The New Mart. The show also featured runway shows of designers such as Courtney Allegra.

Another aspect of the show was knowledge-based. Factory Direct produced seminars for entrepreneurial education.

Frances Harder, founder of the education nonprofit **Fashion Business Inc.**, spoke. Ilse Metchek, president of the **California Fashion Association**, presided over a seminar called “From Design to Distribution.”

—Andrew Asch



This is the **COLLECTION** you should be worrying about.

TRADE FINANCING CREDIT PROTECTION COLLECTION
SHORT-TERM LOANS FULL SERVICE FACTORING

Click, Call, or Come by — We’re here for you!

Los Angeles Office
801 S. Grand Avenue, Ste 1000
Los Angeles, CA 90017
Call: Tae Chung
Tel: (213) 534-2908

New York Office
450 7th Avenue, Ste 2601
New York, NY 10123
Call: Richard Kwon
Tel: (212) 629-8688

finone.com

PROGRESSIVE LABELINC

LABELS • HANG TAGS • LOOKBOOKS • HARDWARE • & MUCH MORE

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040

Mergers, Acquisitions and Reorganizations: Finance Leaders Take a Look at the Months Ahead

By Alison A. Nieder Executive Editor

Recent apparel-industry headlines provide a study in contrasts. On one hand, an improving economy means there continues to be capital available for companies looking to merge or sell their businesses. On the other hand are the inherent risks involved in apparel business cycles, trends and ongoing competition.

We recently caught up with several finance-industry executives to talk about merger-and-acquisition opportunities and the challenges of balancing a business in the current economic environment.

Recently, Joe's Jeans was acquired for \$80 million and Quiksilver filed for Chapter 11 bankruptcy protection. What does the M&A landscape look like for apparel companies? And do you think we'll continue to see more acquisitions—and more bankruptcy filings—before the end of the year?

Sydnee Breuer, Executive Vice President, Rosenthal & Rosenthal

The always-changing retail environment continues to be tough—for both retailers and manufacturers/wholesalers.

Not only have spending habits changed, but more and more consumers are going online for their purchases, making the bricks-and-mortar retail environment even more challenging. There is also a lot of money out there for M&A activity. So, apparel companies that are hot and growing will garner interest from private-equity and strategic investors. The combination of a difficult retail landscape and more money chasing M&A activity will lead to both more acquisitions and more bankruptcies (although the acquisitions and bankruptcies are not necessarily related to one another).

Mitch Cohen, Western Regional Manager, CIT Trade Finance

We see a robust environment that would lead me to believe we will possibly see more activity in both M&A activity and bankruptcies as we head into the end of the year.

Eric Fisch, Senior Vice President and Regional Commercial Executive, HSBC Bank USA, N.A.

We have seen consistent uptick in M&A activity in recent months. We continue to see our clients looking for value in the market, as multiples have come down. There is also significant value for companies who are internationally minded, whether it is a value play focused on vertical integration or an expansion of a retail footprint. One international customer, who is very active, making multiple acquisitions during 1H 2015, has achieved improved control over its international supply chain, expansion of its brand profile and improved gross margins. With international M&A transactions, financing and monetizing overseas assets can present an additional challenge. HSBC, as a global banking partner, plays a key role in facilitating and financing these transactions for our customers.

Ronald Friedman, Partner, Marcum LLP

I think the apparel industry is facing some difficult times in the coming months. Retail has not been performing well, and consumers are not spending dollars at the accelerated rate that the industry hoped. The economy is sluggish and inconsistent, which causes the business community to be cautious. Is there the potential for additional bankruptcies on the horizon? Of course, but that may give some troubled companies a chance to reorganize and be better prepared for the next bullish market.

The potential for additional M&A activity is strong. There is a great deal of money available to invest in good companies with the potential for real growth. The apparel industry continues to be dominated by larger and larger manufacturing companies that are ripe for taking on investors' dollars. The investors are looking for branded companies that, with additional funding, could become the next Michael Kors.

If You Can Dream It, You Can Print It.

Epson® SureColor® F9200

64" dye-sublimation printer for versatile digital textile production

- Production-grade reliability fully supported by Epson
- High-quality production up to 504 ft²/hr
- Brilliant 4-color Epson UltraChrome® with high-density black DS Ink technology
- Continuous high-capacity ink supply system for extended production
- Estimated street price \$23,995

EPSON®
EXCEED YOUR VISION



epson.com/sublimationprinter

SureColor® F-Series printers are designed to be used exclusively with Epson specially-formulated inks.

EPSON, SureColor and UltraChrome are registered trademarks and EPSON Exceed Your Vision is a registered logomark of Seiko Epson Corporation. All other product and brand names are trademarks and/or registered trademarks of their respective companies. Epson disclaims any and all rights in these marks. Copyright 2015 Epson America, Inc.

Rob Greenspan, President and Chief Executive, Greenspan Consult Inc.

From what I hear from my clients and others in the M&A marketplace, there is still activity for the right companies. Strategic buyers and hedge funds are still seeking apparel companies that have strong brands. The companies that are properly managed, are still growing, and show strong profits and cash flow are able to find buyers. These companies will be able to get premium values. We should continue to see acquisitions for these types of companies during the next 12 months or so.

On the opposite side of the spectrum are the companies with financial problems. As the market gets even more competitive and with less retailers and specialty stores, unfortunately we will most likely see more companies in financial turmoil. I cannot predict what we will see by the end of 2015, but I think over the next 12 months it should not be a surprise to anyone to continue to see bankruptcy filings for large, middle-market or small apparel companies.

What we might continue to see is M&A activity of troubled companies, with or without bankruptcy filings. Without mentioning company names over the past few years, we have seen companies take over or absorb apparel manufacturers who have been unable to work their way out of financial difficulty, effectively buying these types of companies at bargain prices or just taking them over.

Another M&A trend to watch is to see companies that were previously bought by strategic buyers or hedge funds that have not performed to expectations. These companies are being put on the selling block at prices that can be significantly lower than what they were purchased for. There may be opportunities for the former owners or others to buy these brands and rebuild these companies.

Kee H. Kim, President and Chief Executive Officer, Finance One Inc.

Since many apparel companies continue to struggle with declining sales and compressed margins, business owners and management are forced to think of dire ways of making their business float. Mergers and acquisitions are definitely on some of the owners' agenda either to expand their top line or to exit the market before it gets worse. Many investment banks and private equity firms with ample cash are also actively looking for opportunities to invest. With those two attracting forces at work to find a right fit, the market is ripe for additional mergers and acquisitions for the rest of the year and 2016. I think the challenge will be to find profitable and sustainable businesses that can grow for the foreseeable future. Not all companies will be successful in finding a buyer. Some will have to downsize to survive, and others will be forced to close. In this process, we will unfortunately see bankruptcy filings by retailers, wholesalers and manufacturers this and next year.

Sunnie S. Kim, President and Chief Executive Officer, Hana Financial

The current economic landscape seems to lend itself to some opportunistic acquisitions by well-heeled companies with cash, looking for value-added entities and strong brands. We have seen

some examples of this over the last year or so. Additionally, some of the interest is coming from overseas players. As with any acquisition, however, the downside is that sometimes it takes time for the synergies to blend when integrating different company cultures in order to realize the true financial benefits. At any given time the marketplace will allow support for only a certain number of participants. As the economics of the marketplace shift, so does the level of support with respect to the number of participants. We have seen this effect manifest itself recently with certain companies involuntarily exiting the marketplace via bankruptcy. As uncertainty continues, history suggests more companies will follow.

The M&A market for the well-executed apparel companies has been hot, and the valuations on these deals, especially the companies with clear brand strategies, continue to be impressive. In the startup scene, I am seeing more startups with innovative business models and execution strategies, and in the M&A market, there is more interest from overseas investors looking for M&A opportunities in the

U.S. fashion brands.

Don Nunnari, Executive Vice President/Regional Manager, Merchant Factors Corp.

I'm no expert in the M&A market. Our average LA client is not a target in this area, especially during this highly competitive retail apparel environment. I'm sure there is plenty of capital to be invested if the deal makes sense. In Joe's Jeans, you had a merger with Hudson, which unfortunately didn't apparently attain the expected results. In the past, I've personally factored profitable, growing brands—such as C&C California, Ella Moss and True Religion—that were acquired based on their strong operating performance and potential to expand their brand. During different times, when premium denim was exploding, I'm sure this was the case for others, such as Paige, 7 For All Mankind and J Brand. In today's market environment, we don't see that level of M&A activity.

As far as Quiksilver [is concerned], they were the first

➔ Finance page 8

CIT Knows You Want to Grow

That's why we work hard to understand your business objectives and create flexible, innovative financial services solutions designed to help your business thrive.

A dedicated member of our team will ensure that you benefit from the full resources of CIT, from credit protection to accounts receivable management and financing. CIT combines a relentless focus on execution with insights based on in-depth industry knowledge.

To learn how CIT can help your business grow, visit cit.com/apparel or call us at 800-248-3240

FACTORING • WORKING CAPITAL FINANCING • CREDIT PROTECTION
ACCOUNTS RECEIVABLE MANAGEMENT • IMPORT/EXPORT FINANCING



Put Knowledge to Work®

© 2015 CIT Group Inc. CIT and the CIT logo are registered service marks of CIT Group Inc.

INDUSTRY FOCUS: FINANCE

Finance *Continued from page 7*

Orange County surf company to go public. They were an innovative and iconic Southern California brand. Unfortunately, they recently filed Chapter 11, attributed to an acquisition and changing market conditions. Bankruptcies occur every year. Non-recourse factors have provided credit protection to apparel makers for centuries in the U.S. to protect them against nonpayment by their customers. Yes, we have been monitoring a number of companies today that could represent meaningful losses by year-end.

Kevin Sullivan, Executive Vice President, Wells Fargo Capital Finance

We're still seeing a sizable amount of liquidity in the marketplace, leading to a fairly robust M&A landscape within the apparel industry. The general perception that the

larger retailers only want to deal with larger vendors is causing many smaller companies to seek larger partners, while the larger vendors are seeking acquisitions to either become more important to existing customers or fill in gaps in product categories to enable them to sell a broader range of retailers. While the combination of market liquidity and a deal-oriented landscape can create significant opportunities on both sides, it's important that a company considering a transaction decide whether they'd prefer a financial partner or a strategic partner. Transactions based purely on a desire to create a liquidity event for the founder of a company or

simply for the purpose of a larger company becoming bigger don't always work if the goals of the acquirer and the acquired aren't aligned. What it underscores is the importance of having great financial advisers, whether in the form of investment bankers, accountants, attorneys or existing lenders.

Given the significant shifts that have taken place within the retail and e-commerce markets, we do see some potential for additional bankruptcy filings in the coming months. Companies that are too beholden to a specific category can be vulnerable as well as companies that have expanded too

stay active on both sides of the spectrum through the end of 2015 and into 2016. Due to the stock market losing its luster, hedge funds and investment bankers are looking to acquire or put their money to use in other ways.

Business has been difficult the past couple of years, and brand recognition has been a focal point for success. We expect that atmosphere and strategy to continue in the foreseeable future. Buyers are actively paying premiums for hot opportunities and offering discounts for distressed opportunities. Revenue, returns on investments and production ca-



Sydnee Breuer, Executive Vice President, Rosenthal & Rosenthal



Mitch Cohen, Western Regional Manager, CIT Trade Finance



Eric Fisch, Senior Vice President and Regional Executive, HSBC Bank USA



Ron Friedman, Partner, Marcum LLP



Rob Greenspan, President and Chief Executive, Greenspan Consult Inc.



Kee H. Kim, President and Chief Executive Officer, Finance One Inc.

rapidly without having appropriate financing in place. We also see manufacturers/importers who have expanded into retail seeking to pare back on retail in an effort to right-size operations.

Lou Sulpizio, Marketing Manager, Capital Business Credit

From CBC's standpoint, the M&A opportunities are abundant. There is a substantial amount of excess cash in the marketplace, attested to by the Joe's Jeans acquisition. We feel that the M&A market will remain strong as buyers

capabilities are also driving the acquisition markets. Additionally, companies that are undercapitalized need the services of a factor but are also looking to raise equity, which opens up another door of opportunity for investment.

The retail environment has also been conducive to M&A as there have been several key retailers merging operations in 2014 and 2015. This trend will likely continue through 2016 as sales and margins erode. This is a challenging climate that has everyone looking for the next hot label or product.

There will always be bankruptcies, and there are un-

be Savvy

We know you're fashion savvy. We can help you be financially savvy as well.

Bibby Financial Services provides a cash flow boost to help you take advantage of growth opportunities.

FUNDING THAT'S GOT YOU COVERED:

- > 24-hour funding on invoices
- > No dilution of equity
- > 24/7 online account access
- > Credit management and collections
- > Facilities from \$250k up to \$12m
- > Local decision-makers and one point of contact working alongside you
- > Export finance and purchase order finance available

www.bibbyusa.com or 877-88-BIBBY

BIBBY
FINANCIAL SERVICES
Your Apparel Finance Experts

Financial solutions for your business, your family and your future.

FACTORING
ASSET BASED LENDING
SBA LENDING
HOME MORTGAGE BANKING

INVESTMENT BANKING
STRATEGIC CONSULTING
WEALTH MANAGEMENT
INSURANCE SERVICES

Hana Financial

LOS ANGELES 213.240.1234 | NEW YORK 212.240.1234 | www.hanafinancial.com

INDUSTRY FOCUS: FINANCE

doubtedly several retailers and wholesalers struggling today. These businesses could be ripe for an acquisition or, worst case, bankruptcy.

Kenneth L. Wengrod, President/Cofounder, FTC Commercial Corp.

The M&A activity for the apparel sector will continue to remain strong. Because macro-economic data—including per-capita disposable income, confidence levels and unemployment rate—are improving, the emphasis will most

announced that the interest rate will increase, it hasn't happened yet. Therefore, I don't believe that the Fed increasing rates will have a material impact on M&A activity because these smart buyers still have ample time to adjust accordingly.

I do foresee a consolidation in our industry by the end of this year among those larger retail players that are working on small margins with high debt and losing market share. These large players and manufacturers with high sales concentrations could either self-liquidate or file for bankruptcy

selves with new merchandise and new channels of distribution such as the foreign markets. Those who target the larger players and seize the opportunities of market penetration will continue to create a further consolidation in our sector.

Paul Zaffaroni, Managing Director, Roth Capital Partners

M&A activity in the apparel industry has been busy in 2015 and should continue this pace into 2016. The apparel industry is experiencing dislocation caused by the Internet

and how consumers now shop for apparel and other consumer products. Millennials prefer interacting with brands through digital channels, including e-commerce and social media, and are doing more research on the authenticity of brands and what they stand for. Apparel brands that are the most attractive from an invest-

ment standpoint have a differentiated product in terms of fashion or function but also have established a direct-to-consumer relationship through the Internet, catalogs or company-owned stores. Apparel brands that are unable to establish this direct-to-consumer relationship and become more dependent on department stores are often being acquired by larger wholesale apparel companies or brand-management firms such as Iconix, Sequential Brands, Authentic Brands or Cherokee Global Brands that have more leverage with the department stores because of the size of their brand portfolios. ●



Sunnie S. Kim, President and Chief Executive Officer, Hana Financial



Don Nunnari, Executive Vice President/Regional Manager, Merchant Factors Corp.



Kevin Sullivan, Executive Vice President, Wells Fargo Capital Finance



Lou Sulpizio, Marketing Manager, Capital Business Credit



Ken Wengrod, President, FTC Commercial Corp.



Paul Zaffaroni, Managing Director, Roth Capital Partners

likely stay on high-end contemporary and luxury categories. Brands that offer great value and have strong brand recognition will survive purely based on their strong, willing buyers. Others won't.

In addition, there is plenty of capital to support other M&A. However, the players will change. We will see strategic buyers who are well-informed and knowledgeable build smarter and more agile enterprises. These strategic players with strong cash reserves will take advantage of great M&A opportunities, which will allow them to acquire new products and gain additional market share. Although the Fed has

because they have been merely surviving on a prayer. They were hoping that the interest rates do not rise and this unprecedented period of easy monetary policy did not end because it gave them the ability to borrow and meet their cash needs, but fundamentally they did not borrow to create a stronger brand. That was their mistake. The leadership within these enterprises is driven by short-term goals versus building a brand with a strong financial base. Hence, as the era of easy money comes to an end, these enterprises will also follow.

This turmoil will create tremendous opportunities for growing companies that have carved out a niche for them-



The concept
of factoring
is simple:

You Give Us Your Invoice.
We Give You the Money.
You Pay Your Bills.

Factoring Made Simple.

No bells, unnecessary, really. No whistles, not needed as well. No tricks. Ditto.

At Goodman Factors, we simply offer smart, dedicated good service from an experienced team of pros. Along with money at competitive rates when you need it—today, for instance.

Goodman Factors

— Since 1972 —

Please call 877-4-GOODMAN
or visit us at goodmanfactors.com. Simple, right?



Risk.

WE'LL RELIEVE IT.

For more than 75 years, Milberg Factors has helped make each factored client's business transactions a safer bet. As specialists in factoring, working-capital financing, credit protection, and the management of accounts receivables, we take on risk so you don't have to.

We're an entrepreneurial, family-run company that will get to know your business and build a close, working relationship with you. Whenever you need answers, we'll get them to you—personally and quickly. So, give us a call! You know we'll be here.



Milberg Factors, Inc.

A TRADITION OF ENTREPRENEURIAL FINANCE

Call Dan Milberg, SVP, NY **212.697.4200**

Dave Reza, SVP, LA **818.649.8662**

Ernie White, SVP, Winston-Salem **336.714.8852**

Spring '16— Relaxed, Feminine Chic

From '70s glam to loungewear chic, this Spring will be a decidedly feminine affair. California designers are creating pretty, statement-making looks—with a relaxed attitude. Inspiration is drawn from exotic locales including the faded grandeur of Havana, the colors of Joshua Tree, and chic escapes to the Côte d'Azur and Amalfi Coast. For Spring, this means a newfound femininity and versatility for the modern woman's multifaceted lifestyle.

"We are realizing the pure essence of elegant femininity," said Lavi Mirzak, creative director for **Sam & Lavi**. "To remain natural and effortless is the key to fashion's new face." Vibrant colors, print and texture mixing, head-to-toe prints, lace, florals, shirtings, and soft pajama looks are top trends highlighted by Trina Turk. Comfort is also key. According to Tadashi Shoji, modern-day pajama daywear and streetwear-inspired style have really caught on.

"More so than ever, women are looking for pieces that are effortlessly chic and easy to complement their busy life schedules," he said.

Look for activewear-inspired looks, artisan effects and boho chic to continue—and there will be plenty of pants this season, including '70s-inspired denim. Here is a look at key trends for Spring '16. —*N. Jayne Seward*

Off the Shoulder

With a nod to the '70s, off-the-shoulder tops and dresses are a break-out trend for Spring. The look is freshened up in a crisp shirting fabric at Trina Turk and pretty pastels at Rachel Pally. According to Halston Heritage, "Shoulder-baring necklines, whether off the shoulder or halter, will be key for Spring's rising temperatures."

COURTESY OF SAM & LAVI



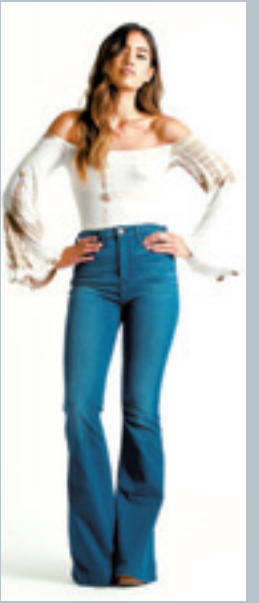
Sam & Lavi

COURTESY OF TRINA TURK



Trina Turk

SEUNG MOON



NYTT

White Out

White is decidedly the freshest look of the season, especially in lace fabrications, chic jumpsuits and breezy summer dresses.

"The warmer seasons always tend to bring a mix of color and prints down the runway, but this year, summer whites have really dominated throughout NYFW," Tadashi Shoji said.

COURTESY OF TADASHI SHOJI



Tadashi Shoji

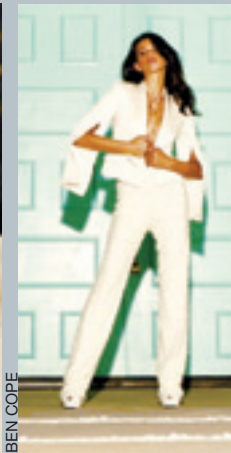
COURTESY OF RACHEL PALLY



Rachel Pally



Cynthia Vincent for O'Neill



Halston Heritage

COURTESY OF TRINA TURK



Trina Turk

RAFAEL PULIDO



Citizens of Humanity

DANIEL SAHLBERG



A. Moss

COURTESY OF SIWY



Siwy

Feminine Touch

Femininity is a key theme for Spring, and the look is indeed romantic. A key trend at Sam & Lavi are "silhouettes that embody movement of ruffles and feminine touches that gracefully highlight the natural beauty of a woman," Creative Director Lavi Mirzak said. Think bold florals, lace, ruffles and a colorful palette.

Boho Chic

Boho chic is integral to California style. Think boho beach babes, Gypset chic and Coachella cool. Key trends this season include '70s silhouettes, handcrafted details and saturated earthy colors. "It is the resurgence of sleek glamour meets bohemian free spirit," said Gypsy 05 Creative Director Osi Shoham-Ettlinger.

JESSICA PLUME / O'NEILL



Cynthia Vincent for O'Neill

NEIL RASMUS/BFA.COM



BCBGMaxAzria

TRISTAN DALLAS



Betto Simone

RAFAEL BEKOR



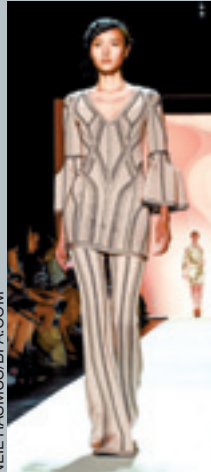
Gypsy 05

NEIL RASMUS/BFA.COM



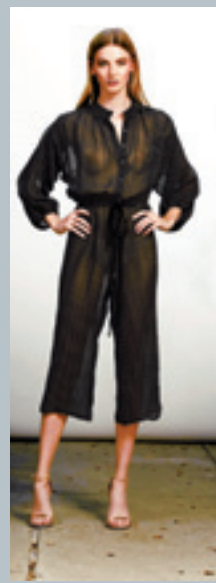
BCBGMaxAzria

NEIL RASMUS/BFA.COM



Herve Leger

DAVID CALLICHO



Vassallo

DANIEL SAHLBERG



Level 99

COURTESY OF BRIAN LICHTENBERG



Brian Lichtenberg

Stripes

Stripes are making a statement on everything from T-shirts to breezy pants and dresses. “We are not going to get enough of stripes. We are going to see so many variations from loomed to printed with embroidered touches and frayed edges,” Sam & Lavi Creative Director Lavi Mirzak said. Think textured, natural fabrics and bright pops of color to freshen up the classic look.



COURTESY OF SIWY

Siwy



TRISTAN DALLAS

Betro Simone

Lounge Act

Loungewear is a breakout trend for Spring. “I think more and more women just want to be casual in easy tees and loungey pants. The loungewear look is the look of 2016,” Whitney Eve Designer Whitney Port said. “Buyers are always looking for those easy pieces that don’t take a lot of styling and yet are still on trend for the season,” she added. Soft fabrics, bralettes, rompers, relaxed pants, robes, obi styling and caftans epitomize the look.



FRANKIE MARK

Whitney Eve



COURTESY OF TRINA TURK

Trina Turk



COURTESY OF SAM & LAVI

Sam & Lavi



NEIL RASMUS/BFA.COM

BCBGMaxAzria



NEIL RASMUS/BFA.COM

BCBGMaxAzria



COURTESY OF SAM & LAVI

Sam & Lavi



JESSICA PLUME / O'NEILL

Cynthia Vincent for O'Neill



JESSICA PLUME / O'NEILL

Cynthia Vincent for O'Neill

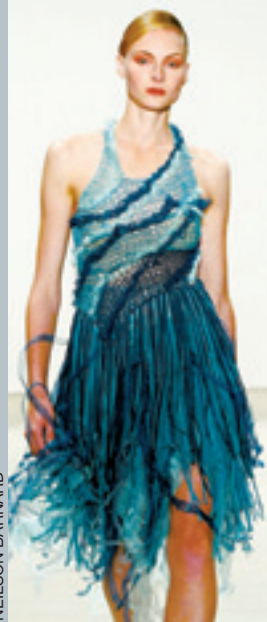
Handcrafted

A return to artisan, handcrafted looks expands on the boho-chic aesthetic. “Handwork and crochet are major players in trends moving forward,” said Shoham-Ettlinger. Look for macramé, quilting, hand painting, fringe, patchwork, bleached effects and woven-loomed textiles.



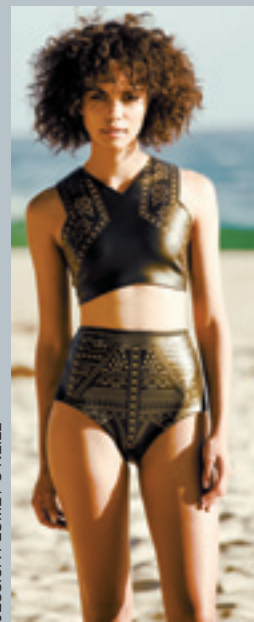
COURTESY OF SAM & LAVI

Sam & Lavi



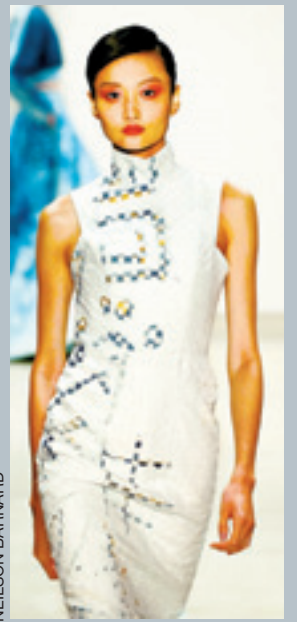
NEILSON BARNARD

Julia Han



JESSICA PLUME / O'NEILL

Cynthia Vincent for O'Neill



NEILSON BARNARD

Kate McKenna

Floral Prints

Florals are a staple for Spring, and this season they are found on everything from wet suits to evening gowns. Think botanicals, ditsy florals and pretty flowers reminiscent of a Japanese garden. “I tend to lean toward florals for Spring, and this season is no different,” said Whitney Eve Designer Whitney Port. “The pieces designed for Spring 2016 are whimsical, poppy and fun, which encompasses the Southern California lifestyle.”

Get Active

With activewear increasing in popularity, it's not surprising designers are incorporating athletic touches into their collections. And swim- and surfwear are finding their way to the streets. O'Neill tapped designer Cynthia Vincent for a special collaboration for Spring. “[A] key focus of the collab is the idea of mixing sportswear and swim,” said O'Neill Women's Design Director Rachael Hill. “This is definitely the direction going forward. Swim is now becoming more incorporated into your everyday wardrobe. It's not just for the beach anymore.”



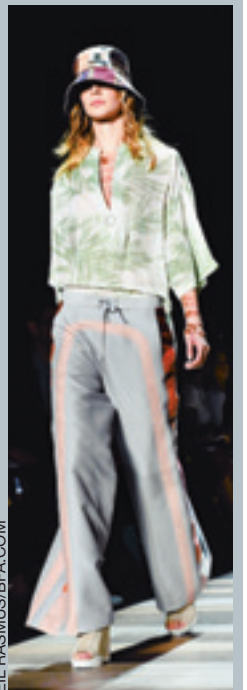
JESSICA PLUME / O'NEILL

O'Neill



COURTESY OF TADASHI SHOJI

Tadashi Shoji



NEIL RASMUS/BFA.COM


BCBGMaxAzria

WOMEN'S

Special one by Rock

MEN'S

ROCK
REVOLUTION



tall & winter
COLLECTION 2015-2016

See us at LA Majors Market Suite #A304

2707 S. Alameda St. Los Angeles CA. 90058
Tel: 213-614-1800 | Fax: 213-614-1815 | sales@blvapparel.com
www.blvapparel.com



CALIFORNIA
LABEL PRODUCTS

BRAND IDENTITY | LABEL SOLUTIONS



Product List

Art Department
HEAT TRANSFERS
buttons & rivets
LEATHER
WOVEN & PRINTED
CUSTOM hangtags
NOVELTY ITEMS

CARE LABELS
& STICKERS

www.californialabel.com
310.523.5800

WWW.CALIFORNIALABEL.COM | 310.523.5800

Finance Resources

Bibby Financial Services

3027 Townsgate Road, Suite 140
Westlake Village, CA 91361
(877) 88-BIBBY Fax: (805) 446-6112
www.bibbyusa.com
sales@bibbyusa.com

Products and Services: Bibby Financial Services is a worldwide market leader in business cash-flow solutions. BFS is a subsidiary of The Bibby Line Group, a privately held company established in the United Kingdom in 1807. Bibby Financial Services supports businesses of all sizes with flexible, customized financing solutions. With Asset Based Lending and factoring products, BFS gives clients access to the working capital they need to grow and support their businesses. Bibby Financial Services is proud to have helped more than 8,900 clients grow their businesses by providing nearly \$1 billion in funding across the globe.

CIT Commercial Services

300 South Grand Ave.
Los Angeles, CA 90071
Contact: Mitch Cohen, Western Regional Manager
(800) 248-3240
www.CITFactoringUniversity.com

Products and Services: CIT Commercial Services operates throughout the United States and internationally. The Los Angeles office serves clients in the Western United States and Asia. CIT is the nation's leading provider of factoring, credit protection, and accounts-receivable management services. Companies of all sizes turn to CIT for protection against bad-debt losses, to reduce days, sales outstanding, and to enhance cash flow and liquidity. CIT's breadth of services, experienced personnel, industry expertise, proprietary credit files on over 330,000 customers, and comprehensive online systems are all reasons that clients say give CIT a competitive advantage.

Comerica Bank Apparel & Textile Industries Group

601 S. Figueroa St.
Los Angeles, CA 90017
(213) 486.6243
Fax: (213) 486.6219
Contact: Nick Susnjar, Tim Nolan
www.comerica.com/apparel
nsusnjar@comerica.com

Products and Services: Comerica Bank has been providing financing and commercial banking services for nearly 150 years. Our apparel team has over 20 years of industry experience and delivers customized solutions for apparel and textile companies by providing management of growth, cash, risk, and wealth. Other tailored products include trade finance, equipment and real estate financing, foreign exchange and hedging. We can also work with your factor through established inter-creditor agreements. Member FDIC. Equal Opportunity Lender.

Finance One

801 S. Grand Ave., Suite 1000
Los Angeles, CA 90017
Main: (213) 430-4888
Fax: (213) 283-3896
Contact: Tae K. Chung, FVP & Marketing Director
Direct: (213) 534-2908
Cell: (213) 999-0118
tae.chung@finone.com

Products and Services: Finance One, Inc. is a commercial finance company specializing in creating unique financial solutions for small- to mid-size businesses. We offer full-service factoring and receivable management services at the most competitive rates, all while maintaining premium quality. By offering a wide array of services, our experienced staff assures our clients' assets are secure. We are undaunted by any challenge, and with a 17-year track record of success, there's no doubt as to why our motto is "Win/Win Factoring."

Goodman Factors

3010 LBJ Freeway, Suite 140
Dallas, TX 75234
Contact: Joan Linxwiler (818) 448-9875 or Bret Schuch (972) 241-3297
Fax: (972) 243-6285
Toll-free (877) 4-GOODMAN
www.goodmanfactors.com

Products and Services: As the oldest privately held factoring company in the Southwest, Goodman Factors provides recourse and nonrecourse invoice factoring for businesses with monthly sales volumes of \$10,000 to \$4 million. Services include invoice and cash posting, credit and collection service, and cash advances on invoices upon shipment. Due to its relatively small size and centralized-management philosophy, Goodman's clients often deal directly with company management/ownership. Its size also enables it to provide flexible arrangements and quick decisions. Goodman Factors now operates as a division of Independent Bank (Memphis, TN), which has routinely been recognized as one of the Southeast's highest-rated independent banks in terms of customer approval ratings and in terms of capital soundness.

Hana Financial, Inc.

1000 Wilshire Blvd., 20th Fl.
Los Angeles, CA 90017
Tel: 213.240.1234
Fax: 213.228.5555
www.hanafinancial.com
Contact: Rosario Jauregui
rosario.Jauregui@hanafinancial.com

Products and Services: Established in 1994, Hana Financial is a specialized non-bank financial institution which offers factoring, asset-based lending, SBA lending, home mortgage banking, investment banking, wealth management, and insurance services. Hana Financial evolved from a local start-up serving a niche market of Southern California to a top 10 factor in the U.S. and a member of Factors Chain International, with offices in Los Angeles and New York.

Merchant Factors Corp.

800 S. Figueroa St., Suite 730
Los Angeles, CA 90017
(213) 347-0101
Fax: (213) 347-0202
www.merchantfactors.com
Contact: Donald Nunnari, regional manager
dnunnari@merchantfactors.com
Products and Services: Merchant Factors Corp., conveniently located near the garment center, offers traditional non recourse factorof credit. Our local management team offers very quick responses to all inquiries and flexibility to meet our clients' needs. Established in 1985 with offices in Los Angeles and New York, we pride ourselves on strong client relations.

Milberg Factors, Inc.

Main Office:
99 Park Ave., 21st Fl., New York, NY 10016
Western Regional Office:
655 N. Central Ave., 17th Fl.
Glendale, CA 91203
(818) 649-8662 Fax: (818) 649-7501
www.milbergfactors.com
dreza@milfac.com
Contact: David M. Reza, SVP Western Region
Products and Services: Milberg Factors offers a competitive menu of factoring, financing, and receivables-management products for entrepreneurial and middle-market companies with more personalized attention than larger institutional firms. A partner of our firm manages every client relationship. Our 70-year track record in the core factoring industry assures our clients that they will enjoy a stable relationship supported by a mature and experienced staff.
www.milbergfactors.com

Rosenthal & Rosenthal

1370 Broadway,
New York, NY 10018
(212) 356-1400
Fax: (212) 356-0910
West Coast: 21700 Oxnard St., Suite 1880,
Woodland Hills, CA 91367
(818) 914-5904
Fax: (818) 710-7868
www.rosenthalinc.com
sbreuer@rosenthalinc.com
Contact: Sydnee Breuer
Products and Services: With over 75 years as an independent, family-owned factoring company with a large focus on the apparel industry, Rosenthal & Rosenthal understands our clients' business and is able to cater to the needs of our clients, including prompt turnaround on requests, flexibility in structure, and a user-friendly state-of-the-art on-line client system. Services include factoring, credit protection, collection, cash application, lending services, and letters of credit. We were established in 1938, and 75 percent of our clients are apparel-related.

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within Finance Resources.

Fashion Resources

Special One Rock Revolution

2707 S. Alameda St.
Los Angeles, CA 90058
(213) 614-1800
Fax: (213) 614-1815
sales@blvapparel.com
www.blvapparel.com

Products and Services: Special One started with the vision of bringing the latest for our fashionistas while providing an exceptional value and quality. Our street-chic collection is exclusively designed to make you stand out in the crowd and put you ahead of your crew. See us at LA Majors Market Suite #A304.

pieces that are made of the highest quality but also fit great. Rock Revolution: Rock it! Live it! Love it! Always at the leading edge, Rock Revolution has defined its complex mission in a simple way: Create styles that make you look and feel great! Combining a fashionable aesthetic and rebellious design with classic menswear staples—our clothing is pretty much an education on the art of being classically cool. Started with the vision of bringing the latest fashion while providing an exceptional value and quality. Our street-chic collection is exclusively designed to make you stand out in the crowd and put you ahead of your crew. See us at LA Majors Market Suite #A304.

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within Fashion Resources.

GET IN THE NEXT TRADE SHOW SPECIAL SECTION NOV. 13



Promote your business in the Trade Show Section!

- Impact the Industry
- Get in front of new exhibitors and attendees
- Advertise in the Nov. 13
TRADE SHOW
Special Section in
California Apparel News

NOV. DISTRIBUTION: LA Fashion Market • WWD MAGIC •
Sourcing@Magic • Premiere Vision NY • Texworld NY •
Kinpins NY • Fashion Market Northern California • Surf Expo
• Swim Collective • LA Textile Show • LA Majors Market
• Agenda • Designers & Agents LA • DG Expo • Apparel
Sourcing Guatemala

CALIFORNIA
ApparelNews

CALL NOW FOR SPECIAL RATES
TERRY MARTINEZ (213) 627-3737 x213

Apparel News Group

70
1945-2015

Seventy years of news,
fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
ALISON A. NIEDER
SENIOR EDITOR
DEBORAH BELGUM

RETAIL EDITOR
ANDREW ASCH
EDITORIAL MANAGER
JOHN IRWIN

CONTRIBUTORS
ALYSON BENDER
VOLKER CORELL
RHEA CORTADO
JOHN ECKMIER
TIM REGAS
FELIX SALZMAN
N. JAYNE SEWARD
SARAH WOLFSON
WEB PRODUCTION
MORGAN WESSLER
CREATIVE MARKETING
DIRECTOR
LOUISE DAMBERG
DIRECTOR OF SALES
AND MARKETING
TERRY MARTINEZ

SENIOR ACCOUNT EXECUTIVE
AMY VALENCIA

ACCOUNT EXECUTIVE
LYNNE KASCH

BUSINESS DEVELOPMENT
DANIELLA PLATT
MOLLY RHODES

SALES & MARKETING COORDINATOR
TRACEY BOATENG

SALES ASSISTANT/RECEPTIONIST
NOEL ESCOBAR

ADMINISTRATIVE ASSISTANT
RACHEL MARTINEZ

SALES ASSISTANT
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT
EXECUTIVES
ZENNY R. KATIGBAK
JEFFERY YOUNGER
CLASSIFIED ACCOUNTING
MARILOU DELA CRUZ

SERVICE DIRECTORY
ACCOUNT EXECUTIVE
JUNE ESPINO

PRODUCTION MANAGER
KENDALL IN

ART DIRECTOR
DOT WILTZER

PRODUCTION ARTIST
JOHN FREEMAN FISH

PHOTO EDITOR
JOHN URQUIZA

CREDIT MANAGER
RITA O'CONNOR

PUBLISHED BY
TLM PUBLISHING INC.

APPAREL NEWS GROUP
Publishers of:

California Apparel News
Waterwear
Decorated

EXECUTIVE OFFICE

California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777

(213) 627-3737

Fax (213) 623-5707

Classified Advertising Fax
(213) 623-1515

www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.



Directory of Professional Services & Business Resources

DESIGN & DEVELOPMENT

DESIGN & DEVELOPMENT

Specializing in Women's Contemporary & High-End Apparel

- Trend Research & Forecasting
- Theme & Inspiration Boards
- Designs / Concepts
- Technical Flat Sketches
- CADs
- Illustrations
- Sourcing & More

STYLEHOUSE

StyleHouse720.com StyleHouse720@gmail.com

GARMENT RACKS

Moving, Expanding or Consolidating Consulting • Design • Engineering • Installation

- Garment storage racks
- Speed rail systems with packing stations
- Packing tables and work tables
- Pallet racking and shelving
- Rolling racks for garments
- Chain link fencing and gates
- Mezzanines
- Conveyors live and gravity roller

J.C. Rack Systems

5232 Alcoa Ave., Vernon, CA

1-323-588-0137 fax 1-323-588-5067

www.jcracksystems.com

MODEL SERVICES

Rage MODELS

"Real Models for Real Clothes for Real People!"

FIT MODELS

MODELS OF ALL AGES & ALL SIZES

FIT, SHOWROOM, TRADE SHOWS, PRINT, COMMERCIAL, RUNWAY

818-225-0526

teamrage@ragemodels.com

www.ragemodels.com

FIT MODELS

FIT MODELS - ALL SIZES

Fit • Print • Runway • Showroom • Trade Shows

**MAVRICK
Models**

323.931.5555

"Contact Ms. Penny to set up a Fitting or Casting."

Penny.Middlemiss@mavrickartists.com

Tiffany.Stubbs@mavrickartists.com

**To advertise in the Directory
of Professional Services & Business Resources
call June Espino 213-627-3737 x250
or E-mail: june@apparelnews.net**

CLASSIFIEDS

Visit www.apparelnews.net/classifieds
to place your ad in our self-serve system

www.apparelnews.net

P 213-627-3737 Ext. 278, 280
F 213-623-1515

Jobs Available

.....KANDY KISS..... PRODUCTION PATTERNMAKER

Van Nuys based manufacturer is looking for a production patternmaker. Must be capable of working with a wide range of Designers, styles, size ranges and fabrications. Target Corp BPFE status would be a huge asset. PAD exp. a Plus but will train the right candidate as long as they are proficient on one of the current computer systems. Must have min. 5 yrs' exp. making production patterns, be self-motivated and be able to work in a busy environment. EMAIL: kunals@kandykiss.com

Karen Kane

1ST THRU PRODUCTION PATTERNMAKER

Candidate must have experience in women's contemporary apparel. Develop and release patterns for first thru production. Strong communication and organizational skills. Computer literacy and Gerber system a must. Minimum 2-3 yrs experience. Bilingual English/Spanish a plus. Email res. to: resumes@karenkane.com or fax to: 323-277-6830

ASSISTANT DESIGNER

Young contemporary company looking for asst. designer position. Must have at least 3 years exp as Asst. Designer. Must be detail oriented, organized and responsible. Be able to be multi task. Must have good communication skills. Knowledge in the Tec Pac and have good computer skills and team player. Fax resume to: mpaguio@velvetheart.com

•EXPERIENCED INDEPENDENT SALES

Sales, Los Angeles Based: seeks an Experienced independent Salesperson for Jr, Missy & Plus Woven Tops, Skirts & Dresses. Must have established contacts in Moderate & Mass Market Retailers. Candidate must have proven track record of building sales & achieving goals. Commission based sales. Please email resume to: Employment@stargroup-HK.com

TEXTILE MERCHANDISER

Textile company seeks exp'd knit/woven merchandiser with excellent communication skills, ability to ID/adapt trends with strong vendor exp. Team player & well versed in fast paced environments. With apparel background. Email to: weselltex@gmail.com

EXPERIENCED SEWER

METAL Jeans is looking for a highly exp'd individual to make samples for our jeans. Will need at least 10 yrs of exp. with verifiable references. English speaking mandatory. Please send resumes to: jobs@metaljeans.com or fax to 818-575-9813

DESIGN ROOM ASSISTANCE

Must have experience with Illustrator & Photoshop, highly organized to assist all phases of the design & sample process, preparing cost sheets & line sheets. Positive energy with self-motivated & creative mind is essential. Email resume: designnet2020@hotmail.com

Jobs Available

Speechless

• SOCIAL DRESS DESIGNER

We are seeking a exp'd Social Dress designer with at least 3 yrs. current exp in the social dress market. Must be exp. in all aspects of design that includes fabric, trim, design creation, fit, trend research & solid working exp. Must be able to meet deadlines & work with the creative team. Individual must be detail oriented, has good organizational skills & must have the ability to thrive in a fast paced environment. Swat-Fame offers a great working atmosphere, competitive benefit package. Qualified exp. candidates fax resumes to 626-934-5201 or email to: HR@swatfame.com



ASSOCIATE DESIGNER

Associate Designer needed for Junior Sweater division. 3-5 yrs. exp. Sweater exp. preferred. Email resume to: HR@stonyapparel.com

APPAREL TECHNICAL DESIGNERS NEEDED IN ALL MARKETS!

Technical Designers Needed! Min. 2-5 yrs exp. Develop & establish standards on garment construction, quality, fit, measuring & grading. Must have experience building tech packs, BOMs, conducting fittings & writing fit comments. Proficient in Adobe Illustrator, Photoshop & Excel. WebPDM & PLM are a plus. Send resume to: kbrody@24seveninc.com

PRODUCTION PATTERNMAKER

Teamwork Athletic Apparel in San Marcos CA seeks Patternmaker w/ min of 3 yrs exp. Must be proficient with Optitex/Lectra/Gerber. Designs and creates patterns, first samples, grading and sewing instructions. DOE, Full-Time, Hourly, Full Benefits & 401k. Email resumes to teamjobs@teamworkathletic.com

.....MAJOR & CHAIN ACCOUNT..... SALES PERSON

*Junior/Missy/Plus market. At least 3 yrs exp. Must have great current relationship & exp. Good salary & commission structure. Pls. submit res. to: showroom@pink-champagne.com

**CALIFORNIA
ApparelNews**

SALES ASSOCIATE

We are looking for an energetic seller with telemarketing experience. Apparel Industry knowledge and experience preferred. This is an entry level sales position with room for growth. College degree in advertising or sales/marketing preferred. Please email your resume to: terry@apparelnews.net

Jobs Available

GRAPHIC ARTIST

Join our Graphics Team. Strong visualization & creative input for fashion tops & screened t-shirts. Processing knowledge of screen printing, separations, & embellishment techniques. Fresh ideas, self-initiative, & team effort are critical. Create innovative designs & artwork with a keen understanding of our customers' needs. Must be highly organized, driven for results, & able to communicate creative ideas clearly. Please submit portfolio w/resume to: tlamantain@selfesteemclothing.com

SEWING ROOM COORDINATOR

Santa Monica based company seeks an extremely organized SEWING ROOM COORDINATOR to manage the progress of all projects running thru the sewing room. Bilingual in Spanish a must. Must have detailed knowledge of sewing, joining, cutting & finishing techniques. Min 5 yrs exp. sewing room mgmt. Great written & oral communication skills required. FULL-TIME. GREAT BENEFITS. Email koirecruiter@koihappiness.com

Position Wanted

35 YRS EXP'D

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

Buy, Sell and Trade

•WE BUY FABRIC!

WE BUY FABRIC! No lot too small or large. Including sample room inventories Silks, Woolens, Denim, Knits, Prints, Solids Apparel and home furnishings fabrics Contact Marvin or Michael STONE HARBOR (323) 277-2777

WE BUY FABRIC!

Excess rolls, lots, sample yardage, small to large qty's. ALL FABRICS! fabricmerchants.com Steve 818-219-3002 or Fabric Merchants 323-267-0010

Real Estate

SPACE FOR LEASE

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

GARMENT BUILDINGS

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

CHECK THE WEB
ApparelNews.net

apparelnews.net/classifieds

LA TEXTILE — SEPTEMBER 28-30 — BOOTH PH3

Cationic
Melange Blends
Nylon Blends Shantung's
Lurex/Metallics
Neoprene
Recycled Yarns
Poly Blends

Capabilities that inspire



KNITTING



DESIGN



R&D



DYEING



PRINTING



FINISHING

Our collection of more than 4,000 European-quality fabrics are manufactured in our Los Angeles-based facility. We offer faster deliveries, superior quality control, and vertically-integrated services for all major fashion categories.



MADE IN THE USA

texollini.com