

CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 71 YEARS

\$2.99 VOLUME 72, NUMBER 20 MAY 6-12, 2016



INTERNATIONAL STUDIES

From the Tarahumara Indians of Mexico to the Hmong tribespeople of Southeast Asia, the inspiration had an international flavor at Woodbury University's 52nd annual Envision Fashion Show, held on May 1 at The Reef in downtown Los Angeles. Woodbury senior Carolina Segoviano found color and design inspiration in the Mexican state of Michoacán. For more from the show, see page 7.

U.S. Trade Rep Hopes to Have New Free-Trade Agreement Signed, Sealed and Delivered Before Obama Leaves Office

By Deborah Belgum *Senior Editor*

The Obama administration has been talking about the Trans-Pacific Partnership trade agreement ever since the president arrived in office in 2009.

But after more than five years of negotiations with 11 countries and a signed deal, Congress still hasn't approved the pact.

U.S. Trade Representative Michael Froman—in Los Angeles on May 2 for the **Milken Institute Global Conference** at the **Beverly Hilton** in Beverly Hills—said he hopes to have the trade pact approved by Congress sometime after the presidential elections and before President Obama leaves office in January.

"In October we finished [TPP] negotiations. In November we published it, and we signed it in February," he said. "Our goal is to have it done this year. We think there is a pathway forward to doing that as members of Congress learn of the benefits and risks of not moving forward."

That path forward is helped by the fact that Senate Majority Leader Mitch McConnell, Speaker of the House Paul Ryan and Obama are all on the same page to approve the trade deal.

Froman spoke in a one-on-one interview with Ben White,

➔ **Free-Trade Agreement** page 6

Kingpins Transformers Tackles Industry Waste in Latest Roundtable Series

By Alison A. Nieder *Executive Editor*

AMSTERDAM—Cotton is compostable; polyester is forever. That was the message at a recent roundtable discussion hosted by denim trade show **Kingpins**.

To kick off the discussion about waste in the apparel industry, Kingpins founder Andrew Olah showed a film from 1942 about "an invention that changed the world."

The vintage movie was about the development of plastic.

"What that movie didn't mention is that every plastic that was ever made exists in some form still today," Olah said.

Olah was speaking at the latest **Kingpins Transformers** roundtable series, held April 12 at the **Westergasfabriek** in Amsterdam, where the Kingpins denim trade show opened the following day. At the last Kingpins Transformers event, held in March in Los Angeles, the topic was water usage in

➔ **Kingpins Transformers** page 3

INSIDE

Where fashion gets down to businessSM



3



6

Gildan buys Alstyle ... p. 2

Kitson founder back in retail ... p. 2

Ezra heads new fashion law practice ... p. 6

Retail Sales ... p. 9

Made in America Resource ... p. 9

www.apparelnews.net

Gildan Buying Alstyle

Midlothian, Texas-based **Ennis Inc.** will sell its **Alstyle Apparel LLC** division to Canadian T-shirt giant **Gildan Activewear Inc.** for a \$110 million all-cash offer subject to a working capital adjustment. The deal is expected to close by the end of June.

Following the close of the deal, Ennis will provide “transition assistance” to Gildan for certain administrative, financial, human resources and information technology functions. Ennis will also sublease from Gildan the Alstyle property in Anaheim, Calif. Under the terms of the deal, Gildan will also pay a \$3 million termination fee to an entity called **Alstyle Operations LLC**. Ennis had struck an earlier deal to sell the Alstyle division to Alstyle Operations LLC for

\$88 million. Under the terms of the original deal, Ennis retained the right to cancel the agreement if it received another unsolicited purchase offer that was not matched by Alstyle Operations LLC.

“Given the higher purchase price offered by Gildan and the fact that the entire purchase price is payable in cash at the closing of the Gildan transaction, we believe that the sale of the Apparel Division to Gildan represents a superior offer for the company and our stockholders,” said Keith Walters, Ennis president, chief executive officer and chairman of the board, in a company statement.

Alstyle produces activewear such as T-shirts and fleece, which are primarily sold

under the Alstyle brand to screenprinters, embellishers and mass-marketers in the U.S., Canada and Mexico. Its manufacturing and distribution operations include a textile manufacturing facility and cut-and-sew factory in Mexico as well as distribution centers in the United States, Canada, and Mexico.

According to Gildan, the acquisition “expands Gildan’s penetration in printwear markets in the U.S., Canada and Mexico” and “complements Gildan’s position in the Western United States, where Alstyle has a strong presence.” Additionally, Alstyle’s Mexican operations will allow Gildan to “take advantage of preferential trade agreements which provide duty-free access to

markets in South America.”

As of Feb. 29, the end of its fiscal year, Alstyle’s annual sales were \$183 million.

Gildan also produces T-shirts and fleece as well as sport shirts, underwear, socks, hosiery and shapewear under several company-owned brands, including Gildan, **Gold Toe**, **Anvil** and **Comfort Colors**. The company also holds the U.S. sock license for **Under Armour** as well as licenses for the **Mossy Oak** and **New Balance** brands.

With more than 42,000 employees worldwide, Gildan produces its products in its own vertically integrated manufacturing facilities in Central America, the Caribbean Basin and the United States.

—Alison A. Nieder

Fraser Ross Prepares for Retail Return with Kitross

Retailer Fraser Ross, the founder of the retail chain **Kitson**, is returning to retail with **Kitross**, which is set to open in his original 5,000-square-foot space on Robertson Boulevard in Los Angeles.

Ross is currently renovating the place with a new black-and-white color scheme and lining up merchandise, which will be a mix of new brands as well as labels he carried in the past.

“I decided this two weeks ago,” Ross said. “Maybe by August I’ll have the assortment I want. Vendors don’t keep merchandise on hand like they used to.”

Ross said he’s hiring several former staffers, including one who was with him in Kitson’s early days.

“If you have one store and great staff, it’s easy to manage,” he said.

Kitross will carry accessories and apparel for women, men and kids as well as gift items. Like Kitson, the new store will focus on pop-culture merchandise.

“Pop culture is a very complicated business to run,” Ross said. “You have to live and breathe it every day.”

Ross opened the first Kitson store in 2000 on Robertson Boulevard. Over the years, the store expanded to include 17 bricks-and-mortar locations and an



e-commerce store (www.shopkitson.com).

Ross said he left Kitson last fall after serving as a consultant to the retail chain for six months.

In December, the chain unexpectedly

announced the closure of all stores and the online store, following an investment from **BHK Investments LLC**, an affiliate of **Spencer Spirit Holdings Inc.**, a 650-store fleet of mall-based novelty gift shops **Spencer Gifts** and **Spirit Halloween Superstores**.

On a recent Saturday, Ross said he saw a steady stream of traffic on Robertson with several people stopping by the Kitross space to ask where they could find the Kitson store.

“There needs to be more stores with an LA vibe,” Ross said. “LA is a brand like New York is a brand. There are not enough people promoting LA in retail.”—A.A.N.

LA Fashion District Intersection Renamed for Stanley Hirsh

The intersection of Ninth and Los Angeles streets in the **Los Angeles Fashion District** will be renamed Stanley Hirsh Square in honor of the late businessman, who was instrumental in creating the **L.A. Fashion District Business Improvement District**.

Hirsh was a garment manufacturer and

building owner, whose portfolio of properties included the **Cooper Design Space**.

Hirsh, who passed away in 2003, was a longtime manufacturer whose labels included **S. Howard Hirsh** and who produced such labels as **Alex Coleman**, **Elizabeth Stewart**, **California Girls**, **Hirshies**, **A.C.**

Sport and **Jennie & Lizzie**. In the 1970s, he shifted his focus to retail estate. The Cooper Design Space, then known as the **Cooper Building**, became an outlet mall—the first of its kind—in the heart of the fashion district. He founded the **Downtown Property Owners Association** (DPOA) and helped create the Los Angeles Fashion District Business Improvement District (BID). Hirsh was also the publisher of the *Jewish Journal*, a former president of the **Jewish Federation of Los Angeles**, chairman of the **Los Angeles Community Redevelopment Agency** and a contributor to many philanthropic organizations.

Los Angeles Councilmember Jose Huizar and members of the Hirsh family will be on hand for a dedication ceremony on May 13 at 9 a.m. A reception will be held after the ceremony in the Cooper Design Space lobby.—Alison A. Nieder



The Cooper Design Space is located at the intersection of Ninth and Los Angeles streets, which will be renamed Stanley Hirsh Square.

PROGRESSIVE LABEL INC.

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

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040

Kingpins Transformers *Continued from page 1*

the denim industry. The Amsterdam event was titled “Garbage: The Good, the Bad and the Ugly.”

Between 1999 and 2009, the volume of trash rose 40 percent,” said futurist Haysun Hahn with **Fast Forward Trending**, who said disposable, fast fashion was partly to blame. “The worst thing is the fast speed of life has just begun. Fast fashion will be with us for a good 30 years.”

It’s not in fashion companies’ “agendas” to tell consumers to consume less, and it’s in human nature to be acquisitive, she said. “It’s the natural tendency for humans to want new and innovative anything. It’s what evolution is all about. We are born to consume, and we will die by consumption. Hopefully we will not be defined by it.”

But there are encouraging signs, she said, pointing to the popularity of vintage and upcycling and sharing economies such as **Sneaker Con**, an event where sneakerheads can buy, sell and trade footwear.

“We’re embracing what used to be garbage,” Hahn said. “I believe in garbage because garbage will be the thing that energizes us to produce more wisely.”

According to Olah, the global jeans business is a \$3 billion industry that uses 5 billion yards of fabric.

“The industry is outrageous in terms of waste,” he said.

Fortunately for the denim industry, the key component in a pair of jeans is cotton, which is biodegradable, explained Robert Antochak, managing director at **Olah Inc.**, the company that produces the Kingpins show.

The 2015 documentary “True Cost,” which explored the waste and health hazards within the apparel-industry supply chain, included a segment on the amount of apparel that ends up in landfills.

“‘True Cost’ implies that landfills are filled with cotton apparel,” Antochak said. “The reality is cotton [in a landfill] will break down whereas synthetics will not.

Cotton does not generate a lot of waste at any stage of the supply chain. Cotton seeds are used to produce cotton meal for fertilizer or animal feed. Cotton-seed oil is used in everything from ice cream and salad oil to cosmetics, soap and gun powder, Antochak said. Cotton dust created during the spinning process is collected and used for insulation. Even the polypropylene wrap used on cotton bales in the field is collected, recycled and reused.

“Cotton is a very efficient product. It can be used in a variety of supply chains,” Antochak said. “All these synthetics that consumers love will be there for my grandchildren and my grandchildren’s grandchildren.”

There is a difference between a landfill and a garbage dump, said Terry Townsend, a consultant on commodity issues, particularly concerning the cotton industry.

“Landfills are designed to be anaerobic and promote decomposition,” he said. “Cotton has a half-life of 40 days. Eight million tons might be composting at any time. Most cotton is consumed in developing countries that don’t have landfills.”

In addition to cotton, which is compostable, pesticides are biodegradable and fertilizers are natural substances,” Townsend said. But the fuel used in tractors is non-biodegradable and all noncellulosic fibers are made from oil.

“Polyester is plastic by another name,” he said. “Approximately 1 billion tons of plastic exist in the world today. Recycling only defers the waste.”

Ultimately plastic ends up in rivers and oceans. “Each of us probably has polyester molecules in our fat tissues from eating seafood,” Townsend said.

But there are some positive developments. Townsend said a recent issue of *Ecotextile* profiles the discovery of a form of bacteria that will consume polyester.

“Polyester has only existed 60 years,” he said. “In 60 years a life form has evolved that eats this food source. You have to be concerned if it eats polyester, what else does it eat?”

Lenzing, the Austrian fiber maker, is known for its closed-loop production of man-made cellulosic fibers such as **Tencel**

and **Lenzing Modal**, but the company got its start making viscose, or rayon.

The production of man-made cellulosic fibers such as viscose produces byproducts such as acetic acid, which is used in food and medicine, and xylos, which can be converted to xylitol, which is used in products such as toothpaste, explained Lenzing Technical Manager Michael Kininmonth.

“Byproducts can be a euphemism for pollution,” Kininmonth said. “But what Lenzing has done is used many of those byproducts in a positive way.”

In the late ’80s, Lenzing began investing into its infrastructure, adding an on-site water-treatment plant at its main plant in Austria, Kininmonth said.

“By the early ’90s, the water was perfectly pure and could go back into the Attersee Lake [located 3 kilometers south of Lenzing’s Austrian factory],” he said.

Lenzing’s products are made from the cellulose found in tree pulp. About 45 percent of the tree is cellulose; the remaining parts are used to convert to electricity, Kininmonth said.

“Lyocell [Tencel’s generic name] in the early ’90s was a complete redesign of viscose production,” Kininmonth said.



Front row: Miguel Sanchez, Andrew Olah, Haysun Hahn and Sedef Uncu Aki. Back row: Michael Kininmonth, Alberto De Conti, Mariette Hoitink, Bart Van de Woestyne, Terry Townsend, Marco Corti, Bob Antoshak, Brent Crossland and Paul Dietzsch Doertenbach



Bob Antoshak



Haysun Hahn



Michael Kininmonth

“The input is wood pulp, water and solvent. The output is fiber.”

Under the right conditions, Lenzing’s products are compostable,” Kininmonth said. “Done in the right way, they can break down in 12 weeks. If you have a compost bin at home, you can put it in your garden.”

Keep washing your jeans—but only as needed

Miguel Sanchez, global head of special dyes at **Archroma**, outlined the waste in denim production at every stage of the process from yarn spinning and dyeing to weaving and finishing and, finally, home laundry.

“Indigo is not the greatest,” Sanchez said. “[But] indigo is the standard in the market, and denim is so close to indigo.”

Sanchez outlined ways to minimize waste, from using natural dye products such as almond shells and leaves to seeking more efficient methods of applying dye to adopting lower-impact application systems such as laser and ozone.

“And for home laundry, wash only as needed,” he said. “Why do you have to wash your jeans like you wash your sheets?”

There are also new waterless washing methods for home, such as ultra-sonic washing systems that provide an alternative to home laundering with water,” Sanchez said.

Levi Strauss & Co. President and Chief Executive Officer Chip Burgh once suggested consumers stop washing their jeans altogether—something some denim aficionados suggest as well. But Sanchez disagreed.

“That is silly,” he said. “You couldn’t do that. In the end you’d have camouflage pants with mold and bacteria.”

Turkish denim mill **Bossa** is also tracking waste throughout the textile manufacturing process. Sedif Uncu Aki, general manager of the vertical textile mill, said the traditional model for textile production is a “linear economy” of “take, make and dispose.”

“We started to make a circular economy of reuse and recy-

cle,” she said. “The important thing is you shouldn’t think of waste as an unwanted burden but think of waste as a resource.”

At Bossa, “everything gets recycled back into the product or sent to a recycling facility including the bale bands,” Aki said.

The company has calibrated its spinning machines and looms to maximize efficiency without losing quality. The company captures the heat of dye discharge water, which is used to heat the incoming water. In the dye process, Bossa tinkered with the amounts of dye to achieve the best results with the least water. The company determined that reusable plastic cones used in the spinning process are better for the environment than disposable paper cones. Bossa even created a workshop that reuses wood pallets. Bossa employed lifecycle software to look for ways to reduce waste throughout the entire supply chain.

“Because you can’t manage what you can’t measure,” she said. “[Now] the designer can design from the very beginning with less waste.”

German trim manufacturer **Prym** produces trim, fasteners and machinery at its head office in Stolberg, Germany, and also in Como, Italy, which supplies buttons and other fasteners to sportswear and denim brands.

“There is significant and growing regulatory impact on this industry,” said Marco Corti, Prym’s director general.

The metal trim industry uses substantial amounts of water and chemicals and generates significant amounts of industrial waste.

“To manage 800 tons of raw material, you need 600,000 tons of chemicals,” Corti said.

Two years ago, the company started a new processing approach called Low Impact Finish Ensemble (LIFE), which substitutes natural treatment processes for traditional methods, which can be harmful to the environment. Instead of using chemicals to color and coat fasteners made from brass, steel and copper, Prym uses stones and sand.

Buttons and fasteners made using the LIFE process are not electroplated,

heavy metals are not used, and, wherever possible, chemical treatments have been replaced with physical treatments and water-based paints.

As a result, Prym’s LIFE process has helped the company save 65 percent water, 16 percent electricity, 98 percent chemicals and 85 percent hazardous waste, Corti said.

The next step is to get consumers involved. **I:Collect**, or I:CO, is a recycling system that partners with retailers to collect unwanted clothing and shoes for recycling with the goal of reducing the number of apparel items in landfills. The company currently has 15,000 I:CO collection locations worldwide.

Paul Dietzsch Doertenbach, I:CO’s head of marketing and sales, said 75 percent of clothing is recycled in Germany and 50 percent is recycled in Denmark. In the U.S., only 15 percent of unwanted textiles are being collected for recycling, he said.

I:CO has partnered with fast-fashion giant **H&M** to put collection bins in stores. H&M launched an ad campaign aimed at getting the word out about the recycling collection. The ad takes a satirical look at fashion rules, ending with the tag line: “There are no rules in fashion but one: Recycle your clothes.”

I:CO sorts garments according to 350 criteria to help the company determine the “next best use for these garments,” Doertenbach said. Blended fibers cause challenges to recycling, as do the chemicals used to process the fabric.

“Reuse always needs to come before recycling,” he said.

But there needs to be better communication between brands and the end consumers, said Mariette Hoitink, cofounder of the **House of Denim**, an Amsterdam organization founded to find ways to make jeans “drier, cleaner and smarter,” and **Jeans School**, a three-year program in design, production and marketing for the denim industry.

“[Consumers] want to know more,” she said. [Brands] have the opportunity to communicate with the consumer. It’s a huge opportunity for everyone to be part of the game.” ●

COMING SOON IN CALIFORNIA APPAREL NEWS



May 13

Cover: Fashion
Texprocess/Techtextil wrap
Retail Report
Freight & Logistics

Trade Show Special Section+*

Bonus Distribution

Apparel Sourcing Show Guatemala 5/17-19

May 20

Cover: Fashion
Technology
New Resources

Fashion Faces Salute to Suppliers & Services Technology Advertorial

Bonus Distribution

May 27

Cover: Fashion
New Resources
Technology
Denim Report

Technology Advertorial Denim Advertorial

Bonus Distribution

ALT 6/6-8
Designers & Agents LA 6/6-8
L.A. Fashion Market 6/6-9
Dallas Market Week 6/8-11

June 3

Cover: Street Scene Fashion
Technology
Retail Report
New Lines & Showrooms

Activewear Special Section Finance Advertorial Fashion District Advertorial

Bonus Distribution

ALT 6/6-8
Designers & Agents LA 6/6-8
L.A. Fashion Market 6/6-9
DG Expo Dallas 6/15-16

CALIFORNIA
ApparelNews

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

TECHNOLOGY

Jeanologia Software Release Aimed at Faster Laser Finishing in Production

Spanish laser equipment maker **Jeanologia** has introduced **eMark 3.0**, the latest release for its laser-finishing software, created to help production designers maximize speed and creativity.

The software features new tools to enhance industrial productivity while maintaining energy efficiency, including a new turbo mode, which Jeanologia says will speed up productivity by 30 percent.

With Jeanologia's laser-finishing equipment, denim designers can reproduce the look of hand-finishing processes such as hand sanding. Using the Light Ripper tool, designers can create a range

of wear patterns on jeans, including heavily worn-in looks with breaks and repairs. The Light Scraper tool creates virtual slubs that mimic the look of open-end denim and ring-spun denim as well as crosshatch and slub constructions. The Light PP Spray tool re-creates

the look of potassium permanganate spray.

eMark 3.0 includes a large laser design library, which is periodically updated with new designs created by the Jeanologia brain-box team.

Founded in 1993 with a mission to improve the garment-finishing industry, Jeanologia produces laser, ozone and e-flow sys-



tems that help textile designers create new design and finishing possibilities without using excess water, energy and chemicals or creating waste and harmful emissions.

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

Retail Veteran Lana Cain Krauter Joins Simparel Board

New York-based **Simparel Inc.** named Lana Cain Krauter to its board of directors. Krauter's résumé includes holding executive positions at **JCPenney**, **Sears**, **Bealls** and **Goody's** during her more than 30-year career in retail.

"Ms. Krauter brings a wealth of knowledge in retail merchandising, fashion and branding that will enhance our continued expansion and growth," said Renee Aguiar-Lucander, Simparel chairman, in a statement.

At Sears, Krauter held a number of po-

sitions, including president of apparel and executive vice president of men's and children's apparel. Currently she is an independent director for two retailers and works as an adviser to senior retail executives.

Designed for the soft-goods industries—including apparel, footwear, accessories and home furnishings—Simparel provides Fashion ERP (enterprise resource planning), PLM (product lifecycle management) and Shop Floor Control software solutions. For more information, visit www.simparel.com.—A.A.N.

Calendar

May 7

Otis College of Art and Design's
Scholarship Benefit and Fashion
Show
Beverly Hilton
Beverly Hills

May 9

Fashion Digital
W Hollywood
Los Angeles
Through May 10

May 10

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

Seal Beach, Calif.

A/R & Chargeback Management
Workshop, hosted by AIMS
California Market Center, A1169
Los Angeles

May 11

Kingpins
Pier 36/Basketball City
New York
Through May 12

May 17

Apparel Sourcing Show
Grand Tikal Futura Hotel and
Convention Center
Guatemala City
Through May 19

"AIMS 360 Empowerment: Ins
N Outs of Efficient Fashion
Business Operations"
California Market Center
Los Angeles

May 18

Denim Première Vision
Fira Mont Juic, Hall 8
Barcelona
Through May 19

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 2016 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.

Cationic
Melange Blends
Nylon Blends Shantungs
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

Robert Ezra Joins Freeman Freeman Smiley to Head New Fashion Law Practice

Over the course of its 40-year practice, **Freeman Freeman Smiley LLP** has represented apparel-industry clients, but until now the Los Angeles law firm didn't have a dedicated fashion law group.

Veteran apparel-industry attorney Robert Ezra recently joined the firm to head up a new fashion law practice and put together a team to represent apparel clients in all aspects of their businesses.

"Bob adds another dimension of industry specialization to our intellectual-property and litigation practices," said Steven L. Ziven, managing partner of FFS. "His specialized knowledge and expertise in the fashion industry has earned him a national reputation. Fashion law is a new area for the firm, and with Bob's leadership we are confident it will be a growth area for the firm."

FFS has 48 attorneys with specialists in everything from business trans-

actions and tax law to labor and employment, real estate, transportation, bankruptcy, and intellectual-property issues. The firm handles complex litigation for Fortune 500 companies as well as startup businesses and individual clients.

"I don't think there's a firm in town that has a better breadth than FFS," Ezra said. "We have M&A counsel, we have people who deal with finance, people who deal with labor and employment. This firm has a foot in all those disciplines. I'm trying to make FFS the first choice in fashion law. We have the contacts, the experience and we're competitive."

In addition to offering clients legal advice, Ezra said he advises clients on business trends, such as new sourcing opportunities, regulatory issues and compliance.

"I have been involved in business on the ownership side.

I understand the operational considerations that have to be made," he said. "I look at the business from the inside out—not the outside in."

Ezra has been practicing law for four decades. As a litigator, he has handled contractual claims, partnership disputes, unfair competition, intellectual-property claims and business torts. His experience includes overseeing licensing agree-

ments, from determining the viability of the relationship between the licensee and licensor to understanding the needed capital to build the mark and requirements for meeting sales and production schedules. He provides general counsel advice to clients and their accountants on labor and employment regulatory compliance, financing opportunities and practices, the requirements of overseas manufacturing operations and advice on letters-of-credit transac-

tions. As a Certified Business Mediator and a member of the **Southern California Mediation Association**, Ezra specializes in finding creative and cost-effective resolutions to business conflicts.

Ezra's roots in the apparel and textile industry stretch back to before he became an attorney. In the early 1970s, he was a loan officer with **Manufacturers Bank** in downtown Los Angeles, a position that gave him insight into the entire manufacturing process from spinning yarn to retail delivery.

A Chicago native, Ezra received his bachelor of science degree from **DePaul University** and his law degree from **Loyola Law School** in Los Angeles.

He opened the **Law Offices of Robert Ezra** in 1976. The firm grew to become **Ezra Brutzkus Gubner LLC** (now

Brutzkus Gubner Rozansky Seror Weber LLP). Earlier this year, he left the firm he founded to take on a new challenge.

"I am excited to establish and build a fashion law practice at FFS," Ezra said. "I look forward to working with an exceptional team of professionals and utilizing their platform to further benefit my clients across the full spectrum of the fashion industry."

Ezra has already started building the fashion law team at FFS, which includes Todd M. Lander, a litigator who specializes in copyright and trademark issues. Lander represented **JC Penney**, which was accused of design patent infringement by **Ugg** boot maker **Deckers Outdoor Corp.** Lander also worked with Ezra for four years at Ezra Brutzkus Gubner.

"I have entrée into the business," Lander said. "We can be the first and the last stop for fashion clients. Fashion or apparel clients can come here and expect all their needs to be met."

Litigator Penny M. Costa will also join the fashion law team. Costa counsels her clients in business disputes as well as intellectual-property litigation and resolution. She helps her clients navigate the trademark-registration process. "The government doesn't rubber stamp every trademark," she said.

The third member of the fashion law team is Arash Beral, who specializes in business, commercial, trade secret and real estate litigation as well as state and federal trade-secret laws and trade-secret litigation.

Ezra has begun meeting with attorneys with apparel-industry experience to further enhance the fashion law department.

FFS is large enough to offer clients the support of a diverse pool of legal talent, Ezra said.

"Many attorneys work with several groups in the firm," Costa said. "The attorney will walk down the hall to meet with another attorney. It's a cooperative legal practice. Clients get coordinated advice, not isolated advice."

In addition to their expertise in business operations, FFS attorneys pride themselves on retaining clients for many years.

"We have a lot of third-generation clients," Ziven said. "I still have the very first client from 1976. Bob treats his clients the same way. It's a good fit."—*Alison A. Nieder*



Steven L. Ziven, Robert Ezra, Penny M. Costa, Arash Beral and Todd M. Lander

Free-Trade Agreement

Continued from page 1

chief economic correspondent for *Politico*, during the annual three-day global conference, which has become a confab of investment bankers, hedge fund captains, well-placed politicians, government leaders, religious gurus and environmentalists as well as such actors as Tom Hanks and Seth Rogen and even former **Lakers** basketball player Kobe Bryant.

The U.S. trade representative's one-hour discussion centered around the largest free-trade agreement ever negotiated by the United States and the controversy it has churned up during a political year. The TPP encompasses the United States and 11 Pacific-Asian countries—Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Singapore, Peru and Vietnam.

Democratic presidential front-runner Hillary Clinton originally seemed to back TPP and spoke positively about the negotiations when she was the U.S. secretary of state, but once the pact was negotiated she said she couldn't support it in its current form because it didn't provide the basic safety net that American workers need to compete in the global economy.

Republican presumptive nominee Donald Trump has been adamant about trouncing the trade pact or any kind of free-trade agreements, noting as president he would slap a 45 percent tariff on Chinese-made goods, tariffs on many other imports and bring back manufacturing jobs to the United States.

Froman shied away from discussing anything that Clinton or Trump might do if they were elected president, but he did note that research has shown that launching a trade war and curtailing free trade would stifle U.S. exports, leading to job losses and a recession.

"Globalization is happening. It's like the genie. We can't put it back in the bottle, but we can use free-trade agreements to shape and open other markets and then raise standards in those

countries so there is a more level playing field," he noted.

The Peterson Institute for International Economics, a non-profit think tank in Washington, D.C., did a study and concluded that the economic benefits from the Trans-Pacific Partnership would increase annual real incomes in the United States by \$131 billion and annual exports by \$357 billion.

In 2015, California exported \$165.4 billion of goods to the world and more than 40 percent of those went to TPP countries.

"I had a group of cattlemen who came to my office and noted that, because Australia and Japan have a free-trade agreement, we are losing \$120 million a year in beef exports and that gap will only widen as time goes by," Froman said. "We have a choice of passing TPP and eliminating 18,000 taxes on U.S. exports or imposing a \$700 tax on each family in the United States."

Twelve other countries—such as Colombia, Indonesia, Thailand and Taiwan—have expressed interest in joining the TPP.

Trade wall

Yet, during election-year politics, there seems to be more talk against free trade as wage stagnation and increased income equality are seen in the United States.

Froman tried to explain why this anti-free trade climate is happening. He noted that the benefits of free trade are not always immediately measurable to the average consumer. "It is not visible when your paycheck goes farther to buy clothes, food or shoes. Estimates are that free trade since World War II has added about \$13,000 to the average American's family income by opening up our own market."

But the results of free trade are immediately obvious when a factory closes down and 200 workers lose their jobs. "That presents a real public-affairs challenge," Froman said.



Michael Froman

If the United States doesn't negotiate free-trade agreements with other countries and implements higher labor and environmental rules, Froman contends, China will enter into its own free-trade agreements, whose standards for fair labor, environmental protection and intellectual-property protection may not be as vigorous as free-trade agreements with the United States.

The Asian giant has proposed a Silk Road Economic Belt with its Eurasian neighbors, calling for economic integration. China is also a party to the Regional Comprehensive Economic Partnership (RCEP), a free-trade agreement being negotiated between the 10 countries that form the Association of Southeast Asian Nations (ASEAN) and the six countries with whom they have free-trade agreements: Australia, China, India, Japan, South Korea and New Zealand. RCEP is viewed as an alternative to the TPP.

"We are not the only party out there trying to move toward greater integration," the U.S. trade representative said.

Froman also touched on the negotiations between the United States and the European Union to create a free-trade agreement called the Transatlantic Trade and Investment Partnership (TTIP). "We just finished our 13th round of negotiations, and a lot of good progress was made," Froman said.

He and his European counterpart have been meeting every two or three weeks, and negotiators are getting together constantly. "Our goal remains to get it done this year. It won't go through Congress, but we hope to reach a comprehensive agreement," he said.

However, European leaders are getting some pushback from their constituents because many countries still have high unemployment rates, Syrian immigrants are flooding into countries such as Greece, and Great Britain is voting June 23 on whether to exit the European Union. ●

Levi's Names New President of Americas Division

Levi Strauss & Co. has promoted Roy Bagattini to the role of executive vice president and president of Levi Strauss Americas.

In his new job, which takes effect June 1, Bagattini will be responsible for leading the San Francisco company's largest commercial operations, covering all brands and channels across the United States, Canada, Mexico, Brazil and the balance of Latin America.

Bagattini previously served as Levi's executive vice president and president of the company's Asia, Middle East and Africa operations.

Prior to joining Levi Strauss three years ago, Bagattini was a senior vice president for Asia and Africa at beverage and brewing company **Carlsberg**, where he was responsible for the group's Asia strategy and was credited with the company's significant growth in that region.

Levi's sells pants and other clothing under the labels **Levi's**, **Dockers**, **Signature by Levi Strauss & Co.** and **Denizen**.

In 2015, the company had \$4.5 billion in net revenues with net income of \$209 million.—*Deborah Belguin*



Roy Bagattini

Creativity Walks Down the Runway at Woodbury University Student Show



Jiong Chen Kalyn Terzian Mai Shoua Lee Michaela Wells Roxanne Westerdale Sona Guekguezian Victoria Mendoza Wing Yin Kwok Yujie Luan

A fresh look at fashion was seen on the runway when the students at **Woodbury University** displayed their design skills at the 52nd annual Envision Fashion Show at **The Reef** in downtown Los Angeles.

The May 1 event marked the end of the academic year, when fashion students take the wraps off their yearlong endeavors.

Anna Leiker, interim department chair of Woodbury's fashion design department, noted this has been an extraordinary year for the university with the arrival five months ago of David Steele, the school's new president.

This was Steele's first end-of-the-year fashion show, and he looked pleased as he sat in the front row watching the scores of looks on the long, white runway.

The show started with sophomore students presenting swimwear collections inspired by genre-defying artist Ben Jones, which resulted in colorful swimwear prints displayed in one-piece and two-piece silhouettes and angular coverups.

The sophomore contemporary collection had designs based on the theme of "Chinese circus," which had a definite Asian influence with a contemporary flair.

The junior class showed a collection with

artisanal elements with denim sleeves on coats, long hand-knit dusters and batik looks.

For the show, the senior students were asked to reconceive the preconceived by rethinking how a collar or a pocket might appear differently on a garment or how to redraw a hemline or sleeve.

Eighteen fashion design students displayed their creativity in designs that drew inspiration from indigenous cultures such as the Tarahumara Indians of Mexico or the Hmong tribespeople of Southeast Asia as well as influences from other regions and philosophies.

Brittany Diego grabbed inspiration from her homeland of Belize with bright Garifuna-influenced prints and plaids. Carolina Segoviano looked to her Mexican roots from the state of Michoacán for color direction and the use of delicate white fabrics and ribbons.

Elida Berry-Donat tapped the Victorian era combined with the utilitarian styles of the 1940s working woman. Jian Ren Wang, a native of China, incorporated patchwork and mixing fabrics for his collection, which drew upon his Asian heritage and years of studying in England and the United States.

Jiong Chen injected an element of humor in her collection designed with the Chinese

Tang Dynasty in mind and the makeup worn by the women of that era. Kalyn Terzian created a beautiful collection of elegant but strong pieces that could be worn on a night out on the town. She wanted her designs to exude strength. Michaela Wells brought a new look to the athleisure trend with mixed prints seen in cropped tops, jackets and pants. Michelle Werner took inspiration from the mountains of Topanga Canyon and the Venice beaches for a collection rocked by the ocean and surrounded by nature.

Nicole Madrigal incorporated bold graphics for her men's and womenswear collection for the renegades of funk. Roxanne Westerdale reconfigured silhouettes from the hippie era, putting a twist on bohemian styles. Sona Guekguezian crafted her collection with hidden heroes in mind. She used carbon fiber and reflective materials to

design marketable streetwear.

Wing Yin Kwok and Yujie Luan chose to create styles for the plus-size woman who doesn't have as many fashion options as other women. Victoria Mendoza saw her wedding dress collection walk down the aisle, rethinking the way the gowns look.

Celia Duran's menswear collection incorporated Italian style with the laid-back ease of California. Andrea Martinez explored various forms of ugliness and beauty with heavily quilted elements combined with sheer fabrics and appliqué.

Mai Shoua Lee drew from her Hmong culture to incorporate intricate fabrics from that Southeast Asian culture with silhouettes from the 1970s. Mariam Sabha's collection was a cross section of the Tarahumara Indians, the Mennonites and Gothic bondage, with designs that had colorful accents.—*Deborah Belgum*



Mariam Sabha Michelle Werner Nicole Madrigal Elida Berry-Donat



Andrea Martinez Brittany Diego Celina Duran Jian Ren Wang

**Print +
Online + Archives
= Total Access**

**Get Yours Today and
Save 75%!**

call toll-free (866) 207-1448

CMC

LOS ANGELES FASHION MARKET

JUN 06-09

HUNDREDS OF SHOWROOMS + 3 TRADESHOWS IN JUNE. OVER 1100 BRANDS.

Featuring DTLA's largest & most diverse selection of brands for Women, Men & Kids.

(Showrooms open Sunday for appointments)

TRADESHOWS | JUN 06-08

SELECT + *emerge*

*Better & Contemporary Brands
+ Emerging Designer Pavilion*

ALT

Athleisure & Lifestyle Tradeshow

TRANSIT

The Shoe Show at LA Fashion Market

CMCDTLA.COM/FASHION

SAVE THE DATE!

LOS ANGELES MAJORS MARKET

MAJOR BRANDS. MAJOR BUYERS. MAJOR BUSINESS

CMCDTLA.COM/MAJORS

NEW DATES! SEPTEMBER 26-28, 2016 AT THE CMC.

CMC | SHOWROOMS + EVENTS + CREATIVE SPACE // 9TH & MAIN, DTLA // 213.630.3600
attend@cmcdtla.com, 213.630.3618 / leasing@cmcdtla.com, 213.630.3665

Sales in April Disappoint with Lackluster Performance

With Easter falling in March this year, retailers reported that April same-store sales dipped at many big clothing store chains that depend on the holiday to bring customers through the doors.

Even **L Brands Inc.**—the parent company of lingerie store **Victoria's Secret**, **Pink** and **Bath & Body Works**—said April same-store sales barely showed a 1 percent increase while net sales inched up 2 percent to \$737.5 million for the four weeks ending April 30, compared to net sales of \$724.6 million for the four weeks ending May 2, 2015.

Really taking a hit in April were teen retailer **Zumiez** and mid-tier denim and lifestyle store **The Buckle**.

Zumiez, based in Lynwood, Wash., said comp-store sales for April declined 6 percent compared to the year-earlier period while net sales dipped 1.1 percent to \$51.2 million compared to \$51.8 million in April 2015.

Also on a downward slope was The Buckle, based in Kearney, Neb., which reported that

same-store sales were off by 13.2 percent from the previous year. Net sales for the four weeks ending April 30 dived 12.3 percent to \$65.2 million compared to \$74.3 million the prior year.

The **Cato Corp.**—a retail chain based in Charlotte, N.C., that operates 1,372 stores under the nameplates **Verona**, **Cato** and **It's Fashion**—said its same-store sales declined 3 percent. Sales for the four weeks ending April 30 were \$81.9 million compared to \$84.1 million in April last year.

Sales for the first quarter, ending April 30, 2016, were \$285.5 million, a 1 percent increase from sales of \$281.6 million for the first quarter that ended May 2, 2015. Same-store sales for the first quarter were flat.

Gap Inc.—the San Francisco retailer whose stores include **Old Navy**, **Banana Republic** and **Gap**—is reporting its April sales on May 9.

Retail analysts were disappointed by April's

April Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
The Buckle	\$65.2	-12.3%	-13.2%
Cato Corp.	\$81.9	-3.0%	-3.0%
L Brands Inc.	\$737.5	+2.0%	+1.0%
Zumiez	\$51.8	-1.1%	-6.0%

Source: Company financial reports

results. In a research report, Adrienne Yih Tennant of **Wolfe Research** in New York wrote that while retail sales were expected to disappoint during the first half of April because Easter took place in March this year, retailers were unprepared for dismal sales during the second half of April.

"We and retailers expected the unleashing of pent-up demand. It did not materialize. Sluggish mall traffic and dampened demand remained across the mall in late April, resulting in an end-of-quarter, promotionally driven inventory purge," she wrote.—*Deborah Belgium*

Made in America Resource

Asher Fabric Concepts

2301 E. Seventh St., #F107
Los Angeles, CA 90023
(323) 268-1218
Fax: (323) 268-2737
www.asherconcepts.com
sales@asherconcepts.com

Products and Services: To address the need for innovative temperature-regulating knit fabrics in the activewear market, Asher is introducing Cool Sport, spun on Asher's new Santoni knitting

machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A." knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application.

Asher Fabric Concepts provides fabric development,

knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production.

With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally. Asher Fabric Concepts' customers are leaders with strong brand recognition in the high-end, fashion-forward contemporary

markets. Whether it is dress wear-knits, swimwear, active wear, sportswear, body wear, or intimate apparel, Asher Fabric Concepts always delivers.

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

Apparel News Group

71
1945-2016

Seventy-one 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

SALES ASSISTANT/RECEPTIONIST
ASHLEY KOHUT

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

EDITORIAL DESIGNERS
JOHN FREEMAN FISH

DOT WILTZER

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

ACCOUNTING SERVICES

HOVIK M. KHALOIAN
CPA

ACCOUNTING • AUDITING
TAXATION SERVICES FOR THE APPAREL INDUSTRY

520 N. CENTRAL AVE., SUITE # 650
GLENDALE, CA 91203

TEL: 818.244.7200
HOVIK@HMKCPA.NET

CONSULTING

Kim Thomas Consulting

Providing direction when turning your concepts into production. Offering design, sourcing & factory assistance both domestically, & abroad. Specializing in footwear & handbags.

www.kimthomasconsulting.com
kimthomasconsulting@gmail.com

FIT MODELS

Fit Model/Consultant



No Agency Fee
Half Hour Rates
Size 6
310.253.2944
RockinRobinRox@icloud.com

COMPUTER SERVICES



B2B GEEKS
BUSINESS TO BUSINESS

SOLUTIONS

- Network Support
- Help Desk
- On-Site Technical Support
- Remote Support
- Disaster Recovery
- Wireless Access Points (WAP/WIFI)

DATA CABLING

- Office, Showroom, Warehouse, Structure Cabling
- COMPUTER SERVICES
- Laptop/Desktop Support
- Data Recovery
- Pick-up/Delivery Service

Give us a call 24/7 at 800-459-2796
or E-mail us: Support@B2BGeeks.com
www.B2BGeeks.com

EMBROIDERED PATCHES

Embroidered Patches
Woven & Printed Patches
Woven Labels

Reliable Delivery, Guaranteed Quality, Friendly
Responsive Service, Competitive Pricing

PATCH SUPPLY, INC.

800-851-7096 949-443-0309

sales@patchsupply.com

www.patchsupply.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

CONTRACTOR

Cutting/Sewing

Under one roof • Orange County Contractor
Specialists—Sportswear • Tennis wear • Board Shorts
Lycra experts • Special Design Cutting

BELLAS FASHION

1581 E. St. Gertrude Pl.
Santa Ana, Ca 92705
bellasfashionca@yahoo.com

(714) 709-3035

Fax: (714) 556-5585

bellasfashion.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

SEWING MACHINE SERVICES

ACE SEWING MACHINE INC.



214 E. 8th St.
Los Angeles CA 90014
Tel (213) 622-8345
Fax (213) 622-0142
Acesewing.com

- All kinds of sewing machines
- Sewing notions & thread
- Fashion Design Supplies
- Dress forms, rulers, tools
- Pattern & Marking paper
- Safety pins, hook & eyes
- Elastic, velcro, hanger tape
- Cutting room supplies

To advertise in the Directory of Professional Services & Business Resources call June Espino 213-627-3737 x250 or Email 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

CUSTOMER SERVICE REP

Advanced contemporary brand looking for Customer Service Rep
Responsibilities:
International & Specialty Store customer service - communicate w/both sales & customers; prepare req'd shipment documents, arrange payments, refunds & invoices; handle all non-factor payments; keep cust. info up to date
Other responsibilities include finished goods receiving, assist warehouse with inventory control, UPC codes, order tags, off-price customer service, and overall shipment monitoring.
Please email your resume to:
replyresume4review@gmail.com

.....BOOM BOOM JEANS.....

E-COMMERCE INTERNSHIP (PAID)

Junior/Missy apparel Design Company is seeking a Summer E-Commerce Intern to assist with the daily set-up & operations of our on-line site. Candidate must be open-minded & flexible with a willingness to learn. Attention to detail, organization & the ability to take direction & follow a task to completion & essential. Must also have excellent verbal & written communication skills. Must be a recent graduate (past 6 months) currently pursuing a degree in Fashion Design, Marketing, English, Communications or other related field, social Media savvy w/an interest in fashion &/or business. Adobe Illustrator or Photoshop knowledge is a plus.
Email resume to:
KARA@BOOMBOOMJEANS.COM and DENICE@BOOMBOOMJEANS.COM

PRE-PRODUCTION ASSISTANT

Must be well organized and detailed, Minimum 3-5 years experience in Pre-Production and/or Technical Design with knowledge of specs and garment construction Strong computer skills.
Please send your resume to:
jonathon@mikenclothing.com

FABRIC BUYER

Import Textile Co, in Los Angeles is looking for experience fabric buyer.
Please fax your resume 213-749-6034 or email nidia@ekbtextile.com

Real Estate

"You're off to great places! Today is your day!
Your mountain is waiting, So get on your way."
Dr. Seuss

**Showrooms
Studios
Office
213-627-3754**

IN THE HEART OF DTLA

Office/ Retail/ Showroom
9th & Hill 310-699-1314
lucky9072002@yahoo.com
http://www.crelisting.net/Tt93uA_8Q
http://www.crelisting.net/O5O8_uk8A

Jobs Available

ACCOUNTING & ADMINISTRATIVE MANAGER

The ideal candidate will have a min. 3-5 yrs accounting exp. advanced Excel skills, strong proficiency w/QuickBooks systems & knowledge of bookkeeping.
Job includes:
- Reviews credit before approving PO
- Processing payroll
- Prepare financial & income statement, along with other reports.
- Responsible for the maintenance of all accounts payable & receivable files & activity.
Looking for immediate hire.
Email resume to: arief@sarinotex.com

.....BOOM BOOM JEANS.....

DESIGN INTERNSHIP (PAID)

Junior/Missy apparel Design Company is seeking a Summer Design Intern. Candidate will be supporting the design team through all aspects of the design process. Candidate must be open-minded and flexible with a willingness to learn. Attention to detail, organization and the ability to take direction and follow a task to completion and essential. Must be currently pursuing a degree in fashion design or a recent graduate (past 6 months). Proficiency in Adobe Illustrator required. Strong interest in women's fashion required Adobe Photoshop knowledge a plus.
Email resume to:
KARA@BOOMBOOMJEANS.COM and DENICE@BOOMBOOMJEANS.COM

OFFICE ASSISTANT

Standard Fabrics: looking for an Office Assistant. Duties: greeting clients, answering phones, routing mail, scheduling & calendar maintenance. Must be organized, ability to multitask, a self-starter.
Email to: abraham@standardfabric.com

FOREVER 21 HIRING TECHNICAL DESIGNERS NOW!!!

Forever 21 is hiring Technical Designers with specialty expertise in Activewear, Kids, Denim, Woman's or Mens. Pls. email your res. & sal. requirements to: erica.chan@forever21.com

WAREHOUSE MANAGER

An apparel distribution warehouse near Carson, CA is looking for an experienced Warehouse Manager. Must have solid exp. in warehouse management (manual and non-manual), scheduling and pref. exp. in "5 S" methodology. They must have a bachelor's degree in related field and 10 plus yrs exp. Please send resume and salary history to: maggie@nextlevelapparel.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)

Jobs Available

HUDSON

PRODUCTION/TRIM ASSISTANT

We are looking to hire a full time Production/Trim Assistant to join our production team. Duties include ordering trims and fabrics for dupe samples; allocating these trims to our vendors; help maintain inventories; assist vendors in any questions they have in regards to trims; help with issuing purchase orders to vendors and know how to track wip and deliveries. Must have excellent verbal and written communication skills; very organized and efficient; work well in a fast paced environment; must have strong knowledge of excel and Full Circle exp. is a strong plus. 2 yrs min. exp. required. Hudson offers an outstanding benefit package. Please email your resume and salary history to: recruitment@hudsonjeans.com

.....BOOM BOOM JEANS.....

DESIGN ASSISTANT F/T

Junior/Missy apparel Design Company is seeking full time, entry-level & exp'd Design Assistants. Must have a positive, flexible, team attitude & be able to perform at a high level in a fast-paced, deadline driven environment. Must have a degree in fashion design & be proficient in Adobe Illustrator. Denim or women's pant design knowledge & Adobe Photoshop efficiency a plus.
Email resume to: KARA@BOOMBOOMJEANS.COM and DENICE@BOOMBOOMJEANS.COM

SAMPLE MAKER

Rancho Dominguez company seeking an EXPERIENCED Sample Maker.
Must know how to cut and sew.
Please call Maggie at 310.631.4955 or email resume to: maggie@nextlevelapparel.com

Buy, Sell and Trade

WE BUY FABRIC!

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

•WE BUY ALL FABRIC!

WE BUY ALL 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

LINES WANTED

JUNIOR, MISSY OR PLUS SIZE LINES WANTED

Sales rep in business for 35 years looking for manufacturer hungry for more business. Mark Warman Dressme2@aol.com 818-970-3327

For classified advertising information: call Jeffery 213-627-3737 ext. 280,
email classifieds@apparelnews.net or visit www.apparelnews.net/classifieds
to place your ad in our self-serve system

CALIFORNIA
ApparelNews



California Apparel News

2016 WATERWEAR

July 2016 Waterwear
has bonus distribution at:

Miami Swim • Hammock • Swim Collective • Active Collective • Cabana Miami and Newport Beach • ALT • WWD MAGIC • LA Textile Show • LA Market • Dallas Market • PV NY • Surf Expo • Sourcing at MAGIC • OffPrice Show • LA Majors Market • CurveNV • LA Swim Week

CALIFORNIA
ApparelNews

Catch the Next Wave

And ride it into the July issue of Waterwear

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

COMING SOON IN CALIFORNIA APPAREL NEWS



May 13

Cover: Fashion
Texprocess/Techtextil wrap
Retail Report
Freight & Logistics

Trade Show Special Section*

Bonus Distribution
Apparel Sourcing Show Guatemala 5/17-19



May 20

Cover: Fashion
Technology
New Resources

Fashion Faces
Salute to Suppliers & Services
Technology Advertorial

Bonus Distribution

May 27

Cover: Fashion
New Resources
Technology
Denim Report

Technology Advertorial
Denim Advertorial

Bonus Distribution
ALT 6/6-8
Designers & Agents LA 6/6-8
L.A. Fashion Market 6/6-9
Dallas Market Week 6/8-11



June 3

Cover: Street Scene Fashion
Technology
Retail Report
New Lines & Showrooms

Activewear Special Section
Finance Advertorial
Fashion District Advertorial

Bonus Distribution
ALT 6/6-8
Designers & Agents LA 6/6-8
L.A. Fashion Market 6/6-9
DG Expo Dallas 6/15-16

CALIFORNIA
ApparelNews

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



Asher Fabric Concepts
Compose
New Fabrics Daily
In Stock
In Boyle Heights

www.asherconcepts.com

Contemporary
Fabric

Yoga Wear
Fabric

Active Wear
Fabric

Sweater Knit
Fabric

Swimwear
Fabric

