

# CALIFORNIA Apparel INews

THE VOICE OF THE INDUSTRY FOR 71 YEARS

\$2.99 VOLUME 72, NUMBER 21 MAY 13-19, 2016



## COMMUTER COUTURE

Guests at the May 7 Otis College of Art and Design annual scholarship benefit and fashion show in Beverly Hills got a first look at a collection of stylish but functional bicycle wear created by Otis College of Art and Design students under the mentorship of designer Todd Oldham. The bikewear was part of a project created in partnership with the Metropolitan Transportation Authority of Los Angeles. For more from the show, see page 8.

TIM VECHIK

### TRADE SHOW REPORT

## Re-shoring Among the Supply-Chain Trends at Texprocess Americas

By John McCurry *Contributing Writer*

ATLANTA—One of the continuing themes at **Texprocess Americas** in Atlanta was Made in the USA production and re-shoring resources. It's somewhat anecdotal and not everyone is benefiting, but clearly some companies are. They include **Hickory Brands**, a North Carolina firm that specializes in shoelaces and braiding. Tucked away in a small booth at the end of an aisle, Hickory Brands was one of 38 firms housed in the Supply Chain USA pavilion. Hickory Brands supplies the major sporting-goods chains as well as shoe manufacturers.

"We've been busier than the previous two shows," said  
 ➔ **Texprocess** page 3

## Negotiations for New Port Clerks Contract Nearing Deadline

By Deborah Belgum *Senior Editor*

Nobody wants to remember the fiasco at the local ports last year when container vessels were stacked up beyond the breakwater at Los Angeles and Long Beach and it took as long as six weeks to clear goods off ships and on to store shelves.

Many apparel importers lost millions of dollars with late deliveries right before the holiday season while longshore workers and their employers hammered out a new labor contract and terminals handled a chassis-shortage problem at the same time.

➔ **Freight** page 4

### INSIDE

Where fashion gets down to business<sup>SM</sup>

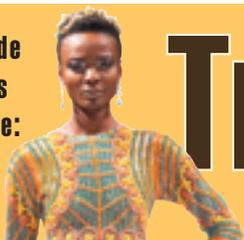


Gap reports sales dive ... p. 2

Designer profile: St. Roche ... p. 5

[www.apparelnews.net](http://www.apparelnews.net)

Inside this issue:



## Trade Shows 2016

A California Apparel News Special Section

# Contempo Inc. USA Controller Pleads Guilty to Bank Fraud While on Bond for Another Embezzlement Case in Orange County

Peter Suk Lee started working for Los Angeles accessories maker **Contempo Inc. USA** in August 2014 as the controller at the company.

But one year later, the owners were alleging that the 49-year-old had embezzled nearly \$1.4 million from the company, according to court documents.

On May 9, after an investigation by the Federal Bureau of Investigation, Lee pleaded guilty in U.S. District Court to a federal bank fraud charge and admitted he embezzled

funds from Contempo Inc. USA, a family-owned business that imports and distributes fashion accessories.

From August 2014 to September 2015, Lee was Contempo's controller. According to the federal lawsuit against him, he was charged with embezzling money by forging the signatures of company officers on 92 unauthorized checks that were made out to him and several associates. The checks totaled \$1.38 million.

Lee admitted that he deposited \$393,400 of those embezzled funds to his personal TD

**Ameritrade** account and had other funds wired to casinos for his use.

At the time, Lee was free on bond and awaiting sentencing after pleading guilty to wire fraud for embezzling \$2.65 million from **Glovis America Inc.**, an Irvine, Calif.-based automotive logistics company where Lee worked as an account manager.

While in court, Lee also admitted that between working at Glovis and Contempo, he embezzled \$70,000 from a third company, **Orion Technology Inc.** in Placentia, Calif.

"This defendant's brazen theft of millions of dollars from three different employers in only a few years was extremely harmful to those companies," said U.S. Attorney Eileen M. Decker. "That Mr. Lee continued to victimize employers while pending sentencing on fraud charges makes his actions all the more outrageous."

Lee faces a statutory maximum sentence of 90 years in federal prison when he is sentenced by U.S. District Judge David O. Carter on Aug. 15.—*Deborah Belgum*

## Gap Posts Dismal April Sales in All Categories

**Gap Inc.** is working on how to streamline its retail chain operating model after the San Francisco company showed a major drop in same-store sales in April and for the first quarter of 2016.

The retailer is taking a look at its **Banana Republic** and **Old Navy** fleets outside of North America to sharpen its focus on geographies with the greatest potential.

"Our industry is evolving and we must transform at a faster pace while focusing our energy on what matters most to our customers," said Art Peck, Gap Inc.'s chief executive officer. "We are committed to better positioning the business to recapture market share in North America and to capitalize on strategic international regions where there is a strong runway for growth."

In April, same-store sales for the company as a whole were down 7 percent versus a 12 percent decrease last year, Gap Inc. reported

on May 9.

The most affected was the Old Navy chain, which sells bargain-basement items. Its same-store sales were off by 10 percent compared to a negative 6 percent last year.

Banana Republic's comparable-store sales dipped 7 percent compared to a negative 15 percent last year, and Gap stores saw their same-store sales decline by 4 percent versus a 15 percent drop last year.

For April, net sales for the four-week period ending April 30, 2016, were \$1.12 billion compared with net sales of \$1.21 billion for the four-week period ending May 2, 2015.

And for the first quarter of fiscal 2016, Gap Inc.'s net sales were \$3.44 billion compared with \$3.66 billion for the same period last year.

The company said gross margins were affected by the company entering April with more inventory than was planned because of weaker than expected traffic, which began in

late March and continued into April.

Looking to May, Gap Inc. said that the Sunday and Monday of the Memorial Day holiday

falls in the fiscal month of June this year versus May last year and is expected to negatively impact May sales and benefit June sales.—*D.B.*

## U.S. Thread Maker to Buy Second-Largest Thread Maker in India

Two giant thread makers are getting together.

**American & Efir**—the largest U.S. manufacturer of industrial and consumer thread, embroidery thread and technical textiles—is acquiring a majority ownership of **Vardhman Yarns and Threads Ltd.** from its joint-venture partner, **Vardhman Textiles Ltd.**

Vardhman Yarns and Threads is India's second-largest manufacturer and distributor of industrial and consumer sewing thread. In fiscal year 2015–2016, the company operated five manufacturing facilities with 4,500 employees and had approximately \$110 million in revenue.

When the transaction is completed, A&E will own 89 percent of the venture and Vardhman Textiles will own the other 11 percent.

"The acquisition of Vardhman Yarns and Threads accelerates A&E's continued global growth and diversification. Our long-standing blue-chip customer base—including

leading global brands, multinational corporations and regional manufacturers—rely on A&E as a mission-critical supply-chain partner," said Les Miller, A&E's chief executive, in a statement.

Miller noted that the acquisition will help A&E meet demand for high-quality products in India and increasing international demand for exports from India.

A&E, a **KPS Capital Partners** portfolio company, will invest significant capital and resources in Vardhman Yarns and Threads to ensure environmental sustainability, technological innovation and customer service.

A&E, which owns or operates 27 manufacturing facilities and employs more than 10,000 associates around the world from its corporate headquarters in Mt. Holly, N.C., said it expects the transaction to be completed by this summer.—*D.B.*

## Container-Cargo Imports Not as Robust as Last Year

Slow growth in consumer spending and high inventory levels at stores across the country are affecting import cargo volumes at the nation's ports.

During April, cargo imports at the major ports were estimated to be 1.5 million containers, down 0.6 percent from the same month last year, according to the **National Retail Federation's** "Global Port Tracker" report, prepared by **Hackett Associates**.

But March cargo numbers were down more dramatically with cargo imports plummeting 23.7 percent from the previous year when the West Coast ports were just revving back up to normal following a dockworker slowdown during contract negotiations with

their employers.

Through September, cargo imports are expected to be slower compared to last year. May is forecast to be down 2.7 percent to 1.57 million containers; June is expected to be off by 0.8 percent to 1.56 million containers; July is predicted to decrease 0.6 percent to 1.61 million containers; August will see a bigger dip of minus 3.7 percent to 1.62 million containers; and September will decline 3.9 percent to 1.56 million containers.

"Consumer spending is still growing but not as fast as in the past," said Ben Hackett, founder of Hackett Associates. "A more cautious approach is being taken."—*D.B.*

## Michael Topliss Joins Wood Underwear

Men's brand **Wood Underwear** named Michael Topliss its new head of global sales, a position that includes overseeing and expanding the brand's sales as well as providing input to marketing, merchandising and product development.

"Wood is building a strong brand DNA that embraces its uniqueness and also has wide appeal to a variety of consumers," Topliss said. "There is a culture around the brand that is both palpable and contagious. I am excited to contribute to the company's continued growth, especially as we enter this exciting chapter."

Topliss most recently headed North

American sales for French menswear brand **Pull-in** and has served as general manager for **Saxx Underwear Co.**

"It's so exciting to have Michael join me in leading Wood, said company founder Teresa Zimmerman. "He brings a deep blend of industry experience and proven success, directly relevant to our business. Michael has 'been there done that,' so will be able to hit the ground running for us, ensuring we have strong representation at retail."

Founded in 2012, Wood Underwear produces underwear, shirts and loungewear for men.

**Splendid | ella moss**  
**WAREHOUSE SALE**  
**UP TO 90% OFF CLOTHING FOR:**  
 Women, Men, Tween, Toddler and Baby

**Friday, May 20**  
 9am - 4pm  
 &  
**Saturday, May 21**  
 9am - 2pm

**THE COOPER BUILDING**  
 11th Floor  
 860 S. Los Angeles Street  
 LA, CA 90014

Accepting only: Cash, Visa, Mastercard, American Express.  
 All sales are final. No refunds or exchanges.  
 Prices are subject to change without notice.  
 NO STROLLERS OR CARTS ALLOWED

## Levi's Partners With Recycled-Cotton Startup

Levi Strauss & Co. has created a jean made from post-consumer recycled cotton. To make the jean, the San Francisco-based denim giant partnered with Seattle-based social-purpose company **Evrnu**, which has developed a technology for recycling post-consumer cotton clothing to create a recycled cotton-like fiber for use in clothing.

"LS&Co. was the perfect first partner for us to demonstrate our technology and capability as they are an iconic American company with a product that's recognized around the world," said Evrnu Chief Executive Officer Stacy Flynn in a statement. "Our aspiration is to build a pair of Levi's jeans that are just as beautiful and strong as the original, and we're making great progress toward that goal."

The Levi's-Evrnu prototype jean is made with yarn made from approximately five cotton T-shirts in a process Evrnu says uses 98 percent less water than traditional cotton products.

"This first prototype represents a major advancement in apparel innovation. We have the potential to reduce by 98 percent the water that would otherwise be needed to grow virgin cotton while giving multiple lives to each garment," said Paul Dillinger, head of global product innovation at Levi Strauss & Co. "Although in its early days, this technology holds great promise and is an exciting

advancement as we explore the use of regenerated cotton to help significantly reduce our overall impact on the planet."

The Levi's-Evrnu prototype is part of Levi's ongoing innovation and sustainability strategy. The company has shared its **Water<Less** finishing techniques with other manufacturers around the world in an effort to encourage water conservation throughout the apparel industry and reduce water consumption worldwide. Levi's **Wellthread** products also look at the social, environmental and economic sustainability factors within the product's lifecycle.

"By tackling water conservation through new fiber innovation, the apparel industry has the potential to significantly reduce its water footprint," Dillinger said. "As technologies such as Evrnu evolve over time, there will be greater opportunities to accelerate the pace of change toward a closed-loop apparel industry."

Evrnu was founded in 2014 with a mission to address "the problem of the resource-intensive, environmentally negative impact of the textile and apparel industries." Evrnu's recycled-cotton technology breaks down the postconsumer waste fabric to the molecular level and converts it into a high-quality textile fiber. For more information, visit [www.evrnu.com](http://www.evrnu.com).—*Alison A. Nieder*

## Calendar

### May 17

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

**"AIMS 360 Empowerment: Insights Out of Efficient Fashion Business Operations"**  
California Market Center  
Los Angeles

### May 18

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

### May 20

**Splendid/Ella Moss Warehouse Sale**  
Cooper Design Space, 11th floor  
Los Angeles  
Through May 21

### May 24

**Kingpins**  
InnoCentre  
Hong Kong  
Through May 25

### June 2

**Atlanta Apparel Americas Mart**  
Atlanta  
Through June 5

### June 4

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

### ITMA Showtime

High Point, N.C.  
Through June 8

There's more  
on [ApparelNews.net](http://ApparelNews.net).

For calendar details and contact information, visit [ApparelNews.net/calendar](http://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](http://www.apparelnews.net). For customer service, call (866) 207-1448.

## NEWS

### Texprocess *Continued from page 1*

Richard Schaftlein, Hickory Brands' vice president. "A lot of it has to do with Made in America."

Schaftlein said U.S. firms have the advantages of proximity and efficiency. He held up a piece of braiding and said, "See this piece of braid? I am going to ship 700,000 yards of it this week. That's probably 600,000 more than I usually ship and this company used to buy it from China."

Edward Gribbin, president of apparel-industry consultancy **Alvanon**, is also among those bullish on re-shoring but notes that the trend doesn't mean a light switch can be flipped and empty factories will suddenly fill up with workers.

"One of the points we make is that we have lost a generation of skills in terms of sewing-machine mechanics," Gribbin said. "There's a training aspect that needs to happen."

Held May 3-5 at the **Georgia World Congress Center** in Atlanta, Texprocess Americas is part of a co-located trio of apparel-industry trade shows that also includes **Techtextil North America** and **JEC Americas**. Together the three trade shows cover technical textiles, nonwovens, sewn products and equipment, technology, and composites. Organized by **Messe Frankfurt**, Texprocess Americas is held every two years. Messe Frankfurt also produces a **Texprocess** show in Frankfurt, Germany.

The apparel industry now has a new consultancy, or at least venerable consulting services under a new name. **Will Duncan & Associates** was formed about six months ago when longtime **TC2** consultants Will Duncan and Douglas Adams bought the consulting business from TC2. Adams, the company's chief operating officer, said the move has been successful. He was also pleased with the level of attendance at Texprocess Americas. The new consultancy advises apparel manufacturers on how to take costs out of their businesses through lean manufacturing.

"We show them how to take lost capacity out of their operation," Adams said. "Through this process, no one is ever idle on the shop floor. Companies have been coming to us specifically here [at Texprocess] to help them reduce costs. It's a matter of changing the culture of how they have been operating."

Adams said Will Duncan & Associates typically sets up one pilot line at a factory by teaching employees of clients its process. The consultancy now has clients across the U.S.

and in Mexico, Central America and South America.

Cutting technology and innovative software were on display at the stands of two regular Texprocess Americas exhibitors, **Lectra** and **Gerber Technology**. The two firms typically have some of the most active exhibits.

New Lectra North America President Jason Adams, attending Texprocess Americas for the first time, said he was amazed at the show's scope and breadth. He noted the innovative technology and automation that was on display, which he says is a reflection of trends seen in the industry.

"Technology is all around us, and we rely on it to make our lives easier and more efficient at work, at home and on the go," Adams said. "Consumers are demanding, and this is apparent with fashion and apparel, furniture and automotive manufacturers. They want customized products faster, and technology helps manufacturers deliver them faster. Many



The robotics demo at the Henderson Sewing booth



Texprocess Americas is held alongside Techtextil North America and JEC Americas. The three trade shows cover technical textiles, nonwovens, sewn products and equipment, technology, and composites.

of our customers confirmed this at the show, and this is one of the factors driving their buying considerations."

Count Adams among those who are believers in the re-shoring trend. "The ability to bring manufacturing closer to the consumer has driven transport and manufacturing costs down and released more funding for capital equipment," he said. "There are benefits across the entire supply chain. Because of that, I believe we'll see more manufacturers looking at re-shoring as an option. I can even see it becoming a competitive advantage where a consumer chooses manufacturers/retailers based on proximity and how quickly they can deliver."

At the Gerber stand, visitors were shown Gerber Technology's Digital Solution, which is an end-to-end, integrated

system that passes information from one process to another complete with the software to network smart machines and smart products and enable full collaboration along the way. These products are integrated to enable both the mass production and mass customization of technical textile and fabric-related products and work together to help customers go from concept to market quickly and efficiently, according to Gerber.

"Texprocess held true to its long history of being a show that gathers all the industry leaders and attracting customers who are interested in learning about cutting-edge technologies to improve workflows, efficiency and shorten their cycle times," said Bill Grindle, Gerber's chief marketing officer.

Dave Gardner, managing director of **SPESA**, a coproducer of Texprocess Americas, told journalists during a press briefing that the recent resurgence of textile and apparel manufacturing

in the U.S. is a bona fide trend. Among the factors he cites are textile firms from India and China investing in U.S. facilities. Going hand in hand with that is technology that is allowing firms to cut costs and stay closer to their markets. Automation and robotics are key factors, he said.

**American & Efir**, the global sewing-thread specialist, chose the Atlanta venue to unveil its Colorlink App and a thread color-identification tool called **Colorcatch Nano**. Colorlink, which is A&E's first mobile app to focus on thread color, is available for both **Android** and **Apple** phones and tablets. A&E touts the app as "an end-to-end tool" to connect designers and production managers in the

thread color-selection process. The app offers an array of digital color choices and provides more control over thread color selection.

Colorlink also supports Colorcatch Nano, a companion device that is an advanced, hand-held color tool that will identify color on a variety of smooth, structured or patterned surfaces.

One of the most active stands at the show was that of **Henderson Sewing**, which displayed several uses of robotics. Frank Henderson, the company's president, said it was one of the best events in the past decade.

"Visitors were serious and interested in what technologies were available and what they needed in their facilities to compete in the global economy," Henderson said. ●

**Freight** *Continued from page 1*

When it was time this year for the port clerks to launch their contract negotiations in April, many importers were holding their breath and hoping things would move along swiftly, unlike a few years ago when the port clerks took two years to parlay a new three-year contract.

But the 600 full-time port clerks and 300 temporary clerks at the **Port of Los Angeles** and the **Port of Long Beach** have made great strides in this year's negotiations for a contract that expires June 30.

Unlike the West Coast longshore workers, who bargain with one entity—the **Pacific Maritime Authority**—the port clerks must negotiate a new contract with each and every one of the 20 shipping lines and port terminal operators that are members of the **Harbor Employers Association** and employ the port clerks.

So far, the **International Longshore and Warehouse Union**, Local 63, Office Clerical Unit, which represents the port clerks, has signed new contracts with 18 of the 20 companies. The two remaining contracts left to sign are with **Zim** and the **Evergreen Shipping Agency**.

John Fageaux Jr., president of Local 63 OCU, said he hopes to start talks with Zim on Fri., May 13, and the contract with Evergreen is close to being signed.

The other good news is that the contracts are for seven years instead of the previous three-year terms. "I think our industry needed a longer contract, both from the employer side and the union side," Fageaux said. "It provides the stability that the customers are looking for, and I think it is good for all parties involved."

Those parties included customs brokers who were besieged by customers calling at all hours of the day and night wondering when their boxes of merchandise would be unloaded from boats waiting for dock space at the two ports.

"The consistency required in the supply chain is crucial. I am excited to hear they have been moving along," said Mark Hirzel, chairman of the **Los Angeles Customs Brokers & Freight Forwarders Association**. "The port clerks have the ability to literally shut down the ports. If they were not able to negotiate a contract, they could strike and the longshore workers would not cross their picket lines. That has happened."

That happened twice in the past few years. During the last contract negotiations, employers and clerks failed to reach an agreement by the June 30, 2010, deadline. Even though no contract was in place, the port clerks continued to work during on-again, off-again negotiations that took place for nearly two years.

Eventually the port clerks, whose job is to process shipping documents and whose duties are different from those of marine clerks, set up picket lines at two terminals in December 2011, and the longshore workers, represented by a different division of the ILWU, refused to cross the pickets. An arbitrator ordered the longshore workers back to work.

Then again in November 2012, clerks erected pickets at 10 of the 13 container terminals at the Port of Los Angeles and Port of Long Beach. Dockworkers refused to cross the picket lines and cargo handling was slowed for nearly a week. A new contract with the port clerks was finally signed and officially ratified by union members in February 2013.

During the last contract negotiations, one of the sticking points involved outsourcing of clerical work to nonunion workers in other states and countries.

Fageaux said that, in the past, employers were trying to get rid of language that for many years had required the shipping lines and terminal operators to fill jobs immediately when a vacancy occurred due to retirement, illness, vacation or a temporary leave. "We felt they tried to get rid of that language so they could move work away from Southern California and in some cases outside the United States," he said. "By us securing that language, there is less of a motivation for an employer to move that job away."

The new contracts call for a 3 percent annual wage increase and higher pensions.

**Rising tides**

The rapid path to a new port-clerk contract is a reminder that last year's port congestion problems and labor issues pushed many importers to shift some of their cargo to other ports, such as in Miami, Houston and New York/New Jersey.

Many haven't returned to the West Coast. In the first three months of 2016, Los Angeles and Long Beach took in only 37 percent of all containerized imports arriving in the United States, down from 43 percent during the same period in 2007.

More competition is coming on line with



**LOADED UP:** The **CMA CGM Benjamin Franklin** docked at the Port of Long Beach earlier this year. It can carry up to 18,000 containers and is as long as the Empire State Building is tall.

the Panama Canal finishing up its latest expansion project this June to widen and deepen its locks to accommodate larger vessels that carry up to 13,000 containers at a time instead of 5,000 containers.

That means it will be easier to ship containers directly from Asia through the Panama Canal and to the East Coast instead of unloading them in Los Angeles and Long Beach and transporting them across the country by rail or truck.

Los Angeles and Long Beach are working to make their ports more efficient—especially with larger cargo-container ships plying the waterways to save money on fuel and crew. The world's largest container ships, launched in 2015 by **Mediterranean Shipping Co.**, haul nearly 20,000 containers.

Late last year, the largest ship to ever call at a U.S. port arrived on the West Coast. The **CMA CGM Benjamin Franklin** has the capacity to carry up to 18,000 cargo containers and is one-third larger than the biggest ships that dock at the ports.

It arrived on Dec. 26 at the Port of Los Angeles before sailing to the Port of Oakland. Earlier this year, that same vessel docked at the Port of Long Beach in a test to see how workers unloaded the ship, which is as long as the Empire State Building is tall.

In other good news, the ILWU received a letter from its employers—who are members of the Pacific Maritime Association—asking the union to extend its current contract beyond the July 1, 2019, deadline to ensure that cargo flows reliably through the West Coast ports. Labor is taking that into consideration.

"After what we went through last year," said Debra Taylor, a local customs broker and regional sales manager at **Alba Wheels Up**, "everybody wants to move forward." ●

**NATIONAL JEWISH HEALTH**  
and Los Angeles Professional Services

**BLACK & WHITE**  
**WHEELS UP**

Presented by Gumbiner Savett Inc.,  
Merchant Factors Corp. & The Savoy Family

Honoring  
**DONALD J. NUNNARI**  
Merchant Factors Corp.

&

**MICHAEL M. SAVOY**  
Gumbiner Savett Inc.

Join 2016 sponsors  
**Moss Adams LLP, Wells Fargo,**  
**CIT Commercial Services, Brutzkus**  
**Gubner Rozansky Seror Weber LLP,**  
**Fineman West & Co. LLP, EMA Group,**  
**Rosenthal & Rosenthal of California,**  
**Marcum LLP, and more at this year's**  
**must-attend spring ball!**

**SATURDAY, JUNE 4, 2016**

Skirball Cultural Center  
Herscher Hall • Guerin Pavilion

6:30 p.m. Cocktail Party  
Sponsored by DML Marketing Group Ltd.

7 p.m. Main Event

To become a sponsor or to register,  
visit [lapsdblackandwhiteball.com](http://lapsdblackandwhiteball.com) or contact  
Catina Lesavoy at 818.905.1300 or [lesavoyc@njhealth.org](mailto:lesavoyc@njhealth.org)

 **National Jewish Health**  
Science Transforming Life®

# St. Roche: LA Brand Mixes British Irreverence and NY Chic

English designer Sue Stemp channels a touch of British irreverence and New York City chic into Los Angeles-based **St. Roche** to create its direction each season. Living in the natural beauty of LA's Laurel Canyon inspires the relaxed, easy element of the sustainable lifestyle brand. It's a delicate balance achieved by the astute hand of the designer, who previously created a celeb following with her namesake collection and whose background includes experience working at **Tocca, Daryl K and Alexander McQueen**.

St. Roche, which Stemp launched in 2014 with partner Paul Roche, speaks to the modern woman's multifaceted lifestyle and a love of travel. Visualize relaxed shapes and easy silhouettes combined with original textile designs to create a feminine yet sophisticated global-chic aesthetic.

As a working mother, Stemp was inspired to launch the collection when she found she needed a more versatile wardrobe and discovered a need in the market for easy, yet chic, practical clothing.

"The St. Roche woman is looking for unique and original clothes that are cool, relaxed and feminine yet not precious," Stemp said. "These are beautiful everyday clothes made from soft, eco-friendly natural fabrics that are an easy fit, luxurious and at a good price point, and this is what she appreciates."

For Fall '16, Stemp was influenced by the spirit of English eccentricity and nostalgic memories from the mid '90s, when she lived and worked in West London and frequented the vintage-clothing booths

at **Portobello Road Market**. Interpreting design references and inspiration from her diverse background using traditional textile techniques is what gives the collection its unique look. References on the St. Roche mood board for Fall included antique Victorian embroideries and lace, **William Morris** and **Liberty** prints, '40s tea dresses, heritage plaids, and traditional Rajasthani textiles. To create the collection's nonchalant, feminine look, Stemp translated the mix of cultural inspirations with original print and embroidery designs and implemented Indian artisanal handcrafted techniques such as screen printing, dying, embroidery and beading.

"Hand textile techniques are so important to our brand. I love the look and the quality they have," said Stemp, who works with skilled artisans in India to produce them. "All our print and embroidery designs are designed in-house and are original; they are the starting point when I design each collection."

For Holiday/Resort '17 inspiration, Stemp looked to Kiki de Montparnasse and Lee Miller, two strong, creative, independent women who inspired Man Ray and helped define the culture of Paris in the '20s and '30s. Envision texturally rich fabrics such as a metallic dot handprint on silk, tux-inspired pants, super-soft cable knits and a predominantly black palette for Holiday and embellished tops and dresses and sporty, braided indigo Tencel pants for Pre-Spring/Resort '17.

Stemp and Roche try to use as many eco-friendly



BRET LEMKE

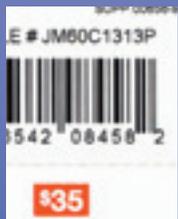


St. Roche page 6



**CALIFORNIA LABEL PRODUCTS**

13255 S. BROADWAY, LOS ANGELES, CA 90061



*Product List*

- WOVEN LABELS
- PRINTED LABELS
- HEAT TRANSFERS
- CARE LABELS
- CUSTOM HANGTAGS
- STICKERS
- BUTTONS AND RIVETS
- LEATHER
- NOVELTY ITEMS
- PRINTERS & RIBBONS

**Brand Identity | Label Solutions**

WWW.CALIFORNIALABEL.COM  
310.532.5800

**Special one** by Rock  
INTERNATIONAL  
Premium Quality • Clothing Company  
2707 S. Alameda St. Los Angeles CA. 90058  
Tel: 213-614-1800 | Fax: 213-614-1815 | info@specialonela.com  
specialonela.com

## Sue Wong Shares Story, Archival Pieces at FGI Event

Sue Wong is preparing for the next chapter in her career. The Los Angeles designer recently inked a licensing deal for her namesake eveningwear collection and a new day-to-eveningwear collection with **DNAM Apparel Industries LLC**.

DNAM Chief Executive Officer Henri Levy has a long history of apparel production for brands such as **Sharagano**, **Ed Hardy**, **Christian Audigier**, **YMI Jeanswear** and **6126**.

On May 2, Wong shared details from her 40-year career at an event organized by **Fashion Group International of Los Angeles**. Held at Wong's Los Angeles design studio, the event also featured an intimate runway show of pieces from the Sue Wong archive—an archive Wong estimates includes 10,000 garments.

Wong began designing professionally when, at 19, she opened a boutique selling her own designs. Los Angeles manufacturer **Arpeja** hired Wong as chief designer of the company's **Young Edwardian** label.

"By the time I was 25 I had accomplished the American dream," Wong said. "I had four homes. I was living the glam life. By the time I was 30 I had lost it all. Divorced with two young babies and parents to take care of."

In 1985, Wong launched the first incarnation of her own business: the **Sue Wong** collection of contemporary dresses. But Wong said she knew little about running a big business at the time.

"I thought I was invincible," she said.

The second chapter was in 1999, when Wong launched Sue Wong eveningwear.

"I designed 25 gowns on a fluke," Wong said. "My designs flew out of stores like hot cakes, and, voilà, a new business was born."

Wong said she views conflict and adversity as blessings in disguise.

With her eveningwear collection, Wong wanted to offer women affordable designs with special couture details. "I consider myself every woman's couturière," she said. "Creativity is a vertical fountain of ideas. I am truly prolifically blessed. The well always overflowed."

Wong said she typically designs 1,500 pieces each year.

"Fashion is the fastest moving of all art forms," she said. "The velocity and speed [of fashion] is staggering. Architecture [changes] every decade. Music every six months. Fashion every two months."

With the licensing of her collection, Wong will continue to design the line but will no longer oversee the day-to-day details of manufacturing and delivering the collection. She will be free to pursue other creative interests, including interior design and architecture.

"I was born an artist and chose fashion as my creative medium," she said. "Interior design, furniture, gardening, design, painting, drawing, cooking, creating experiential fashion shows—it's all creative energy and it all comes from a divine source."

For aspiring fashion designers, Wong warned, "Be prepared to work hard. Ninety percent of the time it is not glamorous. It is 100 percent commitment and requires significant ambition to follow through. The talent must overwhelmingly be there. Only the best, most dedicated and focused will survive."

Wong said the next chapter of her life is "the most pivotal segment of all: to build the Sue Wong global licensing empire."

Despite the challenges along her career path, Wong said she wouldn't have it any other way.

"I believe there's a divine sense of purpose in everything that comes our way," she said. "I lost everything that I built twice and twice I rebuilt everything stronger than before."—*Alison A. Nieder*



Sue Wong



VOLKER CORELL



## DESIGNER PROFILE

### St. Roche *Continued from page 5*

fabrics as possible and are committed to building a supply chain that is responsible both in terms of labor rights and the environment.

"We use **GOTS**-certified cotton when we can, but we also use handloomed cotton fabrics," Roche said. "The cotton used for handloomed fabric is often from smaller producers who cannot get or afford the organic certification, but its production is local and supports small-scale producers and farmers."

Additional fabrics include natural fibers such as silk or linen, Peruvian alpaca or cotton, and eco-friendly **Tencel** and **Lenzing Viscose**. Knitwear is made in Peru, and much of the production is completed in India, where Stemp and Roche

work with responsible production facilities.

"We work directly with smaller factories in India, so we always know exactly in what conditions our production [takes place], and we visit the production areas of all the factories we work with," Roche said. "Our auditing of factories and production facilities is obviously an ongoing process but one that we take very seriously."

Some production and fabric sourcing is also completed in Los Angeles. Stemp said they have sourced a nice hemp and organic cotton corduroy and produced it in downtown LA, but she finds that sourcing fabrics is easier in India.

"It's a challenge to find eco-friendly fabrics to use here that are within our price point," she said. "We try and consciously use the responsible option when we can when de-

signing and manufacturing, which, for a small company, can be difficult."

The collection, which wholesales from \$53 for \$173, is available at **Intermix** nationwide; online at **Goop**, **Shop-bop** and **Le Box Blanc**; and on the West Coast at boutiques such as **American Rag**, **Elizabeth and Prince**, **Les Pommettes** and **Satine**.

"The response to the line so far has been really encouraging. People love the collection because they want to wear it. Then when they realize that it's also made responsibly and at an affordable price point, that makes it extra special," Stemp said.

For more information, contact **eM Productions** at (213) 614-9292.—*N. Jayne Seward*



SHOW <sup>OFF</sup>  
★ ★ ★ your  
BRAND



PROGRESSIVE  
LABELING

---

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

---

---

[WWW.PROGRESSIVELABEL.COM](http://WWW.PROGRESSIVELABEL.COM)

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040

# Rosemary Brantley, Jenni Kayne and Joie Honored at 34th Annual Otis Gala

For 34 years, Rosemary Brantley has presided over the **Otis College of Art and Design** annual scholarship benefit and fashion show. The first year the event was held it was a small party at the **Hard Rock Café**, where models stood on the tables.

At the most recent event, on May 7, 750 guests gathered in the **Beverly Hilton** ballroom in Beverly Hills to celebrate the work of Otis juniors and seniors under the direction of Brantley, who is retiring from her position as founding chair of Otis' Fashion Design program.

Bruce W. Ferguson, president of Otis College of Art and Design, welcomed the crowd—"Hello, you beautiful people"—before snapping a selfie with the guests to send to his mother to wish her a



J Brand mentor project



Mandy Fry for Amuse Society mentor project



Rosemary Brantley



Emily Bowers for Lucky Brand mentor project



Bob Mackie mentor project



Nanette Lepore mentor project



Michi mentor project



Uniqlo mentor project

ZOHAR

industries

**YKK® Authorized Distributor**

**Specializing in all kinds of zippers with fast delivery and excellent customer service**

**We deliver all over the world**

**Recycled Hangers**

**Flat Plastic Bags**

**Zohar Industries**

4851 S. Alameda St.

Los Angeles, CA 90058

323-544-4444 phone

323-544-4000 fax

info@zoharindustries.com

www.zoharzippers.com

## West Coast Label Co. USA Inc.

IDENTIFICATION FOR THE APPAREL INDUSTRY

3137 E. 11th St., Los Angeles, CA 90023

Tel : 323-269-2500

Fax : 323-269-2400

www.westcoastlabel.com

Greg@westcoastlabel.com

Debbie@westcoastlabel.com

## EVENTS



TIM VECHIK

Jenni Kayne



TIM VECHIK

Rachel Wilder Hill



DAVID CROTTY/PATRICK MCMULLIN.COM

Joseph McFate and Bob Mackie



DAVID CROTTY/PATRICK MCMULLIN.COM

Cameron Silver, Shelley Reid and Bruce W. Ferguson

happy Mother's Day.

Ferguson said he was looking forward to this fall, when the fashion design students join the rest of the Otis students at the school's newly expanded campus in Los Angeles' Westchester neighborhood.

*College Magazine* recently ranked Otis' Fashion Design program as first in the nation and *The Economist* ranked Otis College sixth in the nation for "added value to a student's potential income," said MGM Studios executive Shelley Reed, who served as benefit cochair with Cathy Louchheim.

"Many of these achievements would not have happened if not for your support," Reed said.

The evening also honored Los Angeles designer Jenni Kayne with the Style Icon award and Los Angeles label Joie with the Design Innovation award.

"My mom, who's here tonight, used to bring me to this event as a little girl," Kayne said. The designer is an Otis alumna, as is her head of design, Laurie Deakers. "Otis has been essential to building my brand," Kayne said.

Similarly, Joie Vice President of Design Rachel Wilder-Hill, who accepted the Design Innovation award on behalf of the contemporary brand, said, "More than half of my design team are graduates of Otis."

The task of honoring Brantley fell to a group of Fashion Design program alumni, including swimwear designer Rod Beattie, **J Brand** designer Angela Furlong, Joie designer Azadeh "Ozz" Nooryani, **Barbie Entertainment** art director Renata Marchand, **Maxstudio** designer Ame Austen Max, interior designer Kenn Gray, and **M.I. Five** designer and product developer Arthur Alexander Thammavong.

Beattie described Brantley as his "design mother" and "my biggest supporter."

Designer Bob Mackie has been a mentor to Otis students since the very beginning, recalling when he got a call from an unknown but "very energetic woman"—Brantley—asking if he would mentor Otis fashion design students.

"On the first day I fell in love with this amazing force of nature," he said.

Mackie also urged the crowd to contribute to a new scholarship, the Rosemary Brantley En-

dowed Scholarship Fund. "It's not for Rose to come back to school," the designer quipped.

When Brantley took the stage—in a dramatic floor-length tailored white shirt—she compared her job at Otis to being the "leader of a creative orchestra."

"It's been an indescribable joy working with these very creative people," she said. "The pleasure has been all mine."

Brantley then introduced a runway presentation featuring more than 120 designs created by Otis juniors and seniors under the direction of several mentors, including Mackie and Todd Oldham, as well as designers from **Uniqlo**, **Prairie Underground**, **Joie**, **Nanette Lepore**, **Lucky Brand**, **Amuse Society**, **Blu Pony Vintage**, **Michi**, **Perry Ellis** and **J Brand**.

The students working with Oldham created a collection of stylish and functional clothing to wear while commuting by bicycle in Los Angeles. The project was part of a partnership between Otis and **Metropolitan Transportation Authority of Los Angeles**.—*Alison A. Nieder*

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  
MOLLY RHODES

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.



To advertise Email:  
june@apparelnews.net

DIRECTORY OF PROFESSIONAL SERVICES & BUSINESS RESOURCES

To advertise call June Espino  
213-627-3737 x250

EMBLEM/ EMBELLISHMENT

**FACTORY DIRECT**  
Embroidered, Rubber/PVC,  
Chenille, Reflective Patches  
SINCE 1985

mossimo  
adidas  
billabong  
800-872-8778  
Quotes@PacificEmblem.com  
PacificEmblem.com

HURLEY  
MILFORD

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

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

GARMENT RACKS

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

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

PRIVATE LABEL

**SWIM & ACTIVEWEAR**  
FULL PACKAGE SERVICE

WRAP CERTIFIED FACTORY

(Low MOQ, Competitive Prices, EDI Compliant)  
Full sample development & production service

Contact us today  
SOVEREIGN SKY INC. (SSI)  
SSIPrivateLabel.com  
Info@ssiprivatelabel.com, April@ssiprivatelabel.com  
(626) 327-3344

GET IN THE NEXT ISSUE:

May 20  
Cover: Fashion  
Technology  
New Resources

Fashion Faces  
Salute to Suppliers & Services  
Technology Advertorial

CALIFORNIA  
**ApparelNews**

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

# CLASSIFIEDS

Visit [www.apparelnews.net/classifieds](http://www.apparelnews.net/classifieds)  
to place your ad in our self-serve system

[www.apparelnews.net](http://www.apparelnews.net)

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

## Jobs Available

### FABRIC SALESPERSON

Looking for fabric salesperson to work in downtown LA office w/ overseas sourcing company. Must have 2+ years experience in the fashion industry and car. Responsibilities: liaison with sourcing company and domestic clients on all needs for fabrics/samples, service existing accounts and communicate with clients, review fabrication requests to determine scope, pricing, and delivery schedule, follow up on production orders, prospect for new customers. Candidates should be self-starters and detail-oriented. Please forward resume and salary requirements to [grey778899@gmail.com](mailto:grey778899@gmail.com)

### TEXTILE CAD DESIGNER

Leading LA based Fabric converter seeking talented full time experienced Textile CAD Designer: •Must have knowledge of repeats, color separation & good color sense for Jr. & Missy markets •Must have at least 5 yrs. plus experience in textile industry •Candidate must have a good communication skills & can work under pressure to meet production deadlines •Nedgraphics skills is a MUST & Photoshop a plus. •email res. to: [colleen@starfabrics.com](mailto:colleen@starfabrics.com)

### PRODUCTION COORDINATOR-COMMERCE

Tech packs, production T&A, WIP daily. Must meet deadlines, team worker and organized. Min 3 yrs exp. Microsoft Word and Excel. EMAIL TO: [UNIQUESTYLEHR@GMAIL.COM](mailto:UNIQUESTYLEHR@GMAIL.COM)

### SEEKING BESPOKE MEN'S TAILOR

Western Costume Company is seeking a bespoke men's tailor. We are looking for someone with experience specifically making men's coats and suits. Applicant must have at least 5 years' experience. The position is full time and offers benefits. Please email resumes to: [Allison@Westerncostume.com](mailto:Allison@Westerncostume.com)

### QUALITY MANAGER

Summary of Primary Job Responsibilities. The quality manager oversees the quality dept. by managing the quality team both domestic and international. Will review, recommend and implement strategies and actions to improve key quality performance metrics. Will manage and integrate quality systems through out the supply chain. Manages customer and vendor compliance and certifications. Qualifications: Bachelor's Degree, Master preferred. Minimum 5 yrs. experience in Quality management in the consumer goods, textile and/or apparel industry preferred. Proficient in MS office. Send resumes to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

## Buy, Sell and Trade

### WE BUY FABRIC!

Excess rolls, lots, sample yardage, small to large qty's. ALL FABRICS! [fabricmerchants.com](http://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

## Jobs Available



### APPAREL BOTTOMS COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITION. INCREDIBLE OPPORTUNITY FOR THE RIGHT INDIVIDUALS PRODUCTION PATTERNMAKERS

Responsible for production patternmaking of a junior/special sizes denim product line.

Qualifications required:

- 5 years experience in the junior/special sizes denim market
  - Must have a good understanding of garment wash and shrinkages
  - Candidate must be a self-starter and well organized
  - Be proficient with Patternmaking software
- Email resume with salary history to: [hrdept@rewash.com](mailto:hrdept@rewash.com) or fax to (323) 657-5344

### 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](mailto:jonathon@mikenclothing.com)

### DATA ENTRY/RECEIVING/INVOICING CLERK

High end apparel manufacturer seeking individual with excellent attention to detail to invoice, enter data and receive raw material in our manufacturing software. Must have exception organizational skills with 3+ year experience. Compensation based on experience. Send salary history with resume. Email: [briannec@moniquelhuillier.com](mailto:briannec@moniquelhuillier.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](mailto:maggie@nextlevelapparel.com)

### FABRIC TECHNOLOGIST

Large mfg/distributor of blank t-shirts is looking for an experienced knit fabric professional with expertise knowledge and theoretical base with solid and practical application in the process of production of knitted product operation. 5+ yrs exp. in textile/apparel and Bachelor's Degree. Please send resume with salary history to: [maggie@nextlevelapparel.com](mailto: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



### APPAREL BOTTOMS COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITION. INCREDIBLE OPPORTUNITY FOR THE RIGHT INDIVIDUALS SHIPPING MANAGER

A terrific opening for an experienced person to manage shipping point

- Must be computer literate & have knowledge working with ERP & WMS systems as well as experience with EDI & EXCEL
  - Exp. with Imports and bulk distributions to major retailers
  - Knowledge of customer requirements, routing & coordination of IN/OUT trucking activity a must
  - Candidate must have 3 years experience
- Email resume with salary history to: [hrdept@rewash.com](mailto:hrdept@rewash.com) or fax to (323) 657-5344

### 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](mailto:nidia@ekbtextile.com)

### IMPORT/EXPORT COORDINATOR

They will coordinate and oversee the services provided by contracted Customs Brokers, Freight Forwarders and Truckers. Bachelor's Degree or equivalent pref., 5 yrs. exp. in textile and/or apparel, computer skills, Spanish a plus. Send resume with salary history to: [recruitingapparel@gmail.com](mailto:recruitingapparel@gmail.com)

### SALES FREELANCER/AGENTS

SOLONGOS INC. is seeking professional sales freelancer/agents for all fabric printing services: •DTP Printing (Direct Fabric Printing & Sublimation Printing) •Pigment Printing •Wet Printing •Min. 5-year exp. desired. Email resume to: [solongosproduction@gmail.com](mailto:solongosproduction@gmail.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**

### SPACE FOR LEASE

•In newly renovated Anjac Fashion Buildings 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](mailto:info@anjac.net)

### IN THE HEART OF DTLA

Office/ Retail/ Showroom  
9th & Hill 310-699-1314  
[lucky9072002@yahoo.com](mailto:lucky9072002@yahoo.com)  
[http://www.crelisting.net/Tt93uA\\_8Q](http://www.crelisting.net/Tt93uA_8Q)  
[http://www.crelisting.net/O5O8\\_uk8A](http://www.crelisting.net/O5O8_uk8A)



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 • WWDMAGIC • 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

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

## Catch the Next Wave

And ride it into the July issue of Waterwear

## COMING SOON IN CALIFORNIA APPAREL NEWS



**May 20**  
Cover: Fashion  
Technology  
New Resources

**Fashion Faces Salute to Suppliers & Services Technology Advertorial**

**Bonus Distribution**



**June 3**  
Cover: Street Scene Fashion  
Technology  
Retail Report  
New Lines & Showrooms

**Activewear Special Section Finance Advertorial Fashion District Advertorial**

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



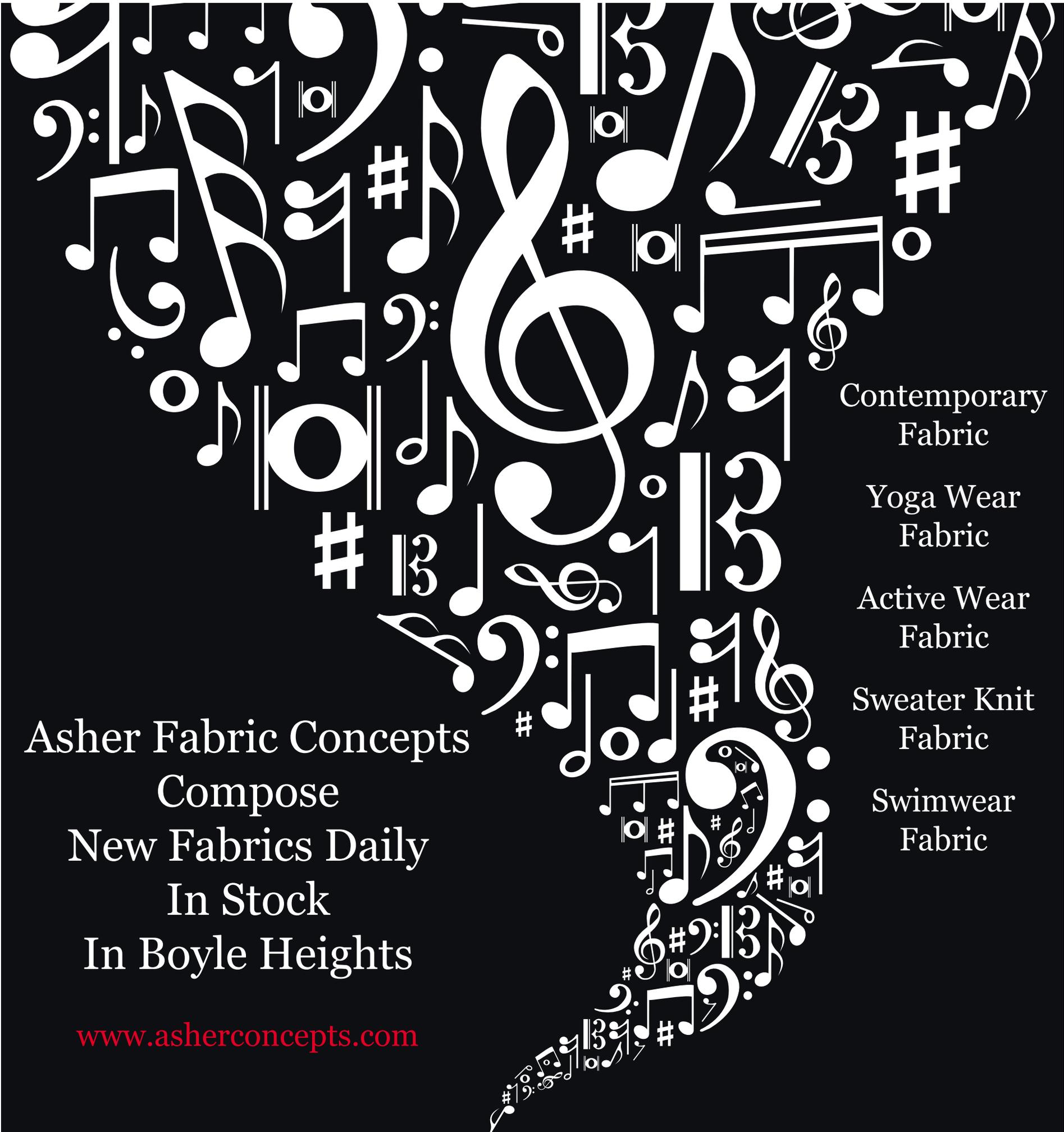
**June 10**  
Cover: LA Market Wrap  
Surf Report  
Real Estate Charts  
Retail Notes  
Technology

**Tech Advertorial Education in Focus**

**Bonus Distribution**  
Licensing Expo 6/21-23  
Fashion Designers Expo

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](http://www.asherconcepts.com)

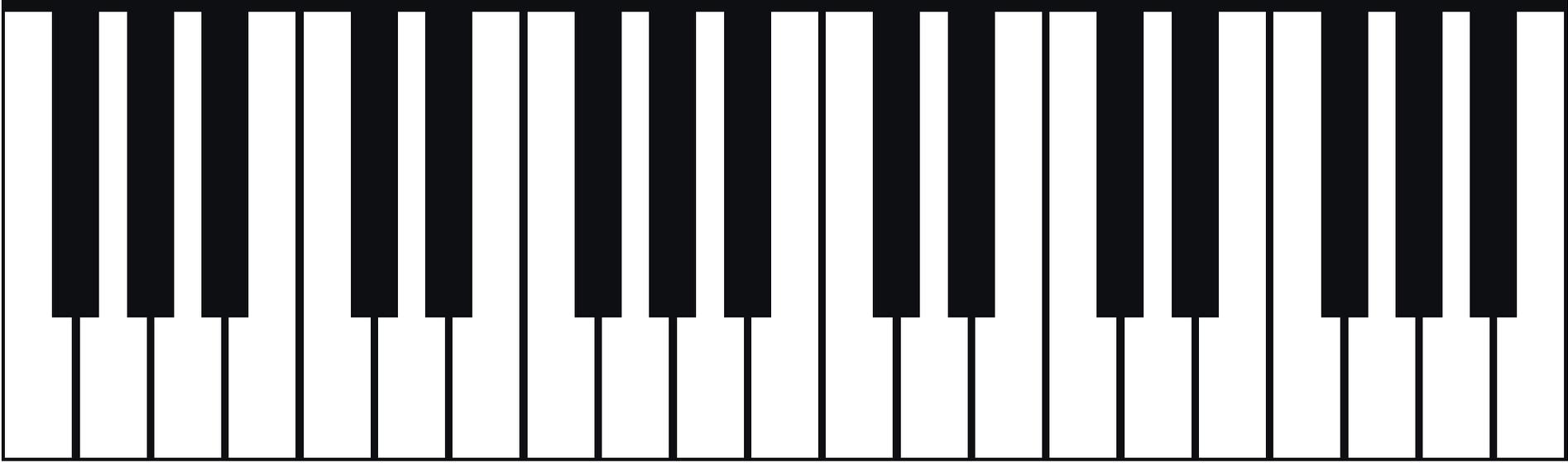
Contemporary  
Fabric

Yoga Wear  
Fabric

Active Wear  
Fabric

Sweater Knit  
Fabric

Swimwear  
Fabric



A California Apparel News Special Section

# Trade Shows

May 2016

# 2016

**Shop and Dine:** Los Angeles,  
San Francisco, New York, Miami,  
Dallas, Las Vegas, Atlanta



**Trade Show Dilemma:**  
What Makes a Trade Show a  
'First Stop' for Attendees?

**Trade Show Calendar**



# SWIMSHOW

Make a Splash! July 16-19, 2016

**Miami Beach Convention Center** The best in swimwear featuring our new *Collection* area plus resort, beachwear, lifestyle, men's, children's, accessories and lingerie. **Swimwear begins in Miami Beach!**



#SeeYouAtSwimShow

Exhibitors or retailers:

T 305.596.7889

F 305.596.7713

info@swimshow.com

www.swimshow.com

MIAMI BEACH VISITOR AND CONVENTION AUTHORITY



## Sterling fashions lending solutions for any season.

If you're looking to grow your business, Sterling can provide support beyond traditional lending by allowing you to take advantage of a variety of tangible assets, including your accounts receivable.

We understand seasonality, and our factoring services provide vital credit protection. Increase your cash flow, and redirect the often time-consuming responsibility of managing and collecting accounts receivable.

You can feel confident in the seasoned apparel-industry expertise of our factoring professionals. We've been in the factoring business for more than 85 years. And when you work with Sterling, you'll have a senior-level relationship manager who provides personalized service and advice based on a comprehensive understanding of your business.

### For more information, please contact:

John La Lota, Division President  
Factoring & Trade Finance  
500 7th Ave, New York NY 10018  
212-575-4415 | [jlalota@snb.com](mailto:jlalota@snb.com)  
**snb.com**



Expect **Extraordinary.**



# Trade Show Dilemma: What Makes a Trade Show a ‘First Stop’ for Attendees?

With a packed trade-show calendar—as well as new trade shows launching—event organizers are faced with the task of driving traffic to their shows. It’s even more challenging in markets such as Las Vegas, where multiple events run concurrently at locations scattered around town.

*California Apparel News* recently caught up with several trade-show organizers to ask what they do to bring in attendees. From offering incentives to spend more time on the show floor to carving out a specific niche in their market, we asked how these organizers make sure their show is one of the first stops on attendees’ rounds.

**Leslie Gallin**  
**President Footwear**  
**UBM Advanstar**  
**(including FN PLATFORM, MAGIC, WSA,**  
**Sole Commerce and PROJECTsole NYC)**  
[www.magiconline.com](http://www.magiconline.com)

MAGIC is committed to offering an enriching, one-of-a-kind experience that is meaningful to both retailers and exhibitors. As the most established leader in the fashion trade-show space, we know this is vital, and we pay very close attention by listening to what both sides of the aisle have to say. This ensures our programs add value and exceed the needs of both retailers and exhibitors.



Leslie Gallin



Eva Walsh



Caron Stover



Steven Fisher

nation our attendees really enjoy because of the exciting happenings outside of the show as well. From great restaurants to amazing shows, our attendees really enjoy what Las Vegas has to offer.

**Eva Walsh**  
**Executive Vice President of Leasing and Marketing**  
**Dallas Market Center**  
[www.dallasmarketcenter.com](http://www.dallasmarketcenter.com)

Over the past 18 months, more than 500,000 people have moved to Texas and the surrounding states. That’s a serious

months and highlighting the lines at DMC that have these sought-after pieces.

Dallas Market Center has also engaged a full-time video team that produces original content highlighting exhibitors and is pushed out ahead of market as well as during the show. Lastly, there are retail ambassadors at Dallas Market Center who reach out to retailers every day on behalf of exhibitors. They have extended the market center’s reach into the entire Midwest, including retailers from the Rockies to the Mississippi. This extra traffic, new promotions and a deeper customer connection are crucial reasons why showrooms have been moving back to the market center from alternative venues downtown.

**Caron Stover**  
**Vice President of Apparel Trade Show Sales**  
**Atlanta Apparel**  
[www.americasmart.com](http://www.americasmart.com)

The Atlanta Apparel experience is what keeps buyers coming back and encourages new buyers to explore our expertly curated collection.

Every aspect of the buyer experience at



Henri Myers



Suzanne De Groot



Deirdre Maloney



David Dea

One of the areas we see as a must is education. Be it business pointers or merchandising “how-tos.” If we can provide the knowledge necessary to empower our customers, we create a stronger marketplace. A marketplace that is vibrant and relevant. Networking and relationship building is also on the top of our priority list. People want to do business with whom they like and trust. These attributes only happen when people interact in person. So MAGIC offers an incredible array of resources to help buyers and brands connect with each other and the industry.

Making sure the show is extremely accessible for the retailer is crucial—along with making it easy to navigate and well curated. By creating neighborhoods within each show, MAGIC makes it easier for retailers to find what they need. We make sure that each show floor is mapped out and divided into classifications, price points and categories, enabling buyers to navigate from a retail perspective. To simplify further, our retail team helps retailers set up a schedule, gives tours and “match makes” as needed. We want the MAGIC experience to be easy and seamless.

MAGIC also offers a wide range of resources to help businesses survive and thrive. We offer the largest free seminar series in all of fashion trade shows, 50-plus free seminars with experts from all over the world. And with Shop The Floor, our free digital showroom, we enable exhibitors to set up their own interactive website, whereby the retailers are able to view product before, during and after the actual show. Utilizing Shop The Floor for both sides of the aisles assists in ensuring notifications for open stock and viewing trends in real time.

Las Vegas also serves as a great backdrop for MAGIC. The show has been held in Las Vegas for over 25 years now, and it’s a desti-

number of new potential customers for manufacturers to reach via retailers in the region. To help, Dallas Market Center has been elevating the trade-show experience by connecting manufacturers to busy retailers in more-sophisticated ways. That starts with improved sales opportunities, including promoting fashion at the nine Dallas shows per year, including four Total Home & Gift Markets in addition to the Apparel & Accessories shows. Because of the gift stores’ growing appetite for more fashion resources, cross-buying is bigger than ever and the extra shows mean about 75,000 additional buyers to Dallas each year for apparel and accessories companies to reach.

Dallas Market Center has made a big effort to attract more contemporary lines and is launching special initiatives and events during market to further draw buyers to the expanded contemporary neighborhood on the 15th floor of the World Trade Center. This personalized approach offers unmatched opportunities to connect with loyal buyers including highly edited fashion shows featuring the latest products from coveted exhibiting brands.

Another way DMC highlights outstanding exhibitor product is via social media. Everyone has their Instagram and Facebook accounts, but Dallas Market Center’s accounts are the fastest growing among the shows. What’s the key? Improved content and a stylized point of view featuring a curated selection of product images that get brands in front of our loyal social-media followers, including nearly 16,000 Instagram followers. DMC’s recent partnership with trend intelligence service Fashion Snoops further promotes exhibiting lines with custom reports that are shared premarket and brought to life on-site. These reports are key for guiding retailers toward styles their consumers will be seeking in the coming

Atlanta Apparel is carefully considered to create a buying opportunity that is advantageous to retailers and helps them grow their businesses. From our in-house Retail Services team, which builds relationships with new and existing stores by making personal visits, to an intuitive communications program that shares information tailored to buyers’ needs, Atlanta Apparel takes the time to really get to know buyers. This understanding of the buyers allows the team to provide the most effective assistance, whether it is providing travel assistance and incentives or making recommendations on lines and collections. It’s a level of service that cannot be found elsewhere in the industry.

Inspirational programming and events keep buyers coming back for more. Atlanta Apparel’s celebrated-speaker series brings a litany of tastemakers and thought leaders to buyers in free, open-to-the-market seminars and meet and greets. Atlanta Apparel’s Style Runway is a fashion-show experience unmatched in the industry with theatrical and inspirational trend-driven fashion presentations. Additionally, the lively Daily Strut series allows buyers to discover new product multiple times per day with specialized shows featuring collections or designers.

Buyers also enjoy Atlanta Apparel’s curated and easy-to-shop collections. Unlike other trade shows, Atlanta Apparel buyers can explore collections in both the temporary trade show and in permanent showrooms, conveniently located together in one building. The four-day run of the market allows buyers to take their time exploring the collections and really getting to know their manufacturers. It creates a sense of community that permeates the market.

Ultimately, it is the lines that keep buyers coming to the markets. Atlanta Apparel’s dedicated fashion team crosses the globe in search of what’s new and next in women’s

apparel, creating a curated assemblage of the industry’s top lines.

**Steven “Fish” Fisher**  
**Senior Buyer Relations Manager**  
**Emerald Expositions/Surf Expo**  
[www.surfexpo.com](http://www.surfexpo.com)

At Surf Expo we pride ourselves on our direct relationship with our attendees and constantly check the pulse of the buyers to gauge our direction. We have a formal group of select top retailers (our Retail Advisory Panel) that we interact with often, and they keep us ahead of the curve. They represent every category on our show floor, and the discussions cover everything from show hours to events as well as new categories and gotta-have products that all our attendees can benefit from.

Our surveys tell us the majority of Surf Expo attendees are looking for fresh product and brands. Our sales team works diligently to bring more than 250 new brands to each show. This—along with recognizing trends in grouping categories on the floor—has proven successful. The buyers have come to expect the latest and greatest from Surf

Expo. For attendees, we keep our business-building seminars, fashion shows and demos on the show floor. Attendees are always asking for more time to work the show but recognize the need to break away for an educational session; keeping them close by helps them manage their schedule. Same goes for coffee carts and food. We work closely with show services to curate the menus and are going to employ roaming carts in September to bring coffee to where the attendees are or to help create interest in a slower corner of the floor.

Surf Expo also partners with like-minded associations and organizations to bring important functions and summit meetings to the show and, therefore, directly to the attendees—convenient for the attendees’ limited time and adding value to the show. An example here is the upcoming Surf Park Summit 2 in September, where the hope is to accelerate the future of surfing outside the ocean. It will be attended by developers, investors, suppliers and experts as well as current park operators. This really increases the ROI of attending Surf Expo.

**Henri Myers**  
**Cofounder/Creative Director**  
**COEUR Tradeshow**  
[www.coeurshow.com](http://www.coeurshow.com)

Each season at COEUR we deliver a heavily curated showcase of all the things that we love and that buyers want to see under one roof. We select no more than 100 lines to participate to ensure that it is fresh and easy to navigate. Our core aesthetic is one that highlights a strong mix of known and up-and-coming brands that are specifically chosen for the buyers who walk the show. Buyers take their time covering our

# CMC

## 2016 MARKETS & TRADESHOWS

SHOWROOMS + EVENTS + CREATIVE SPACE. DOWNTOWN LA'S HUB OF THE FASHION INDUSTRY.

JUN 06-09 • AUG 01-04 • OCT 17-20\* // LA FASHION MARKET

FEATURING OVER 1100 BRANDS IN SHOWROOMS FOR MEN, WOMEN & KIDS AT THE CMC.

PLUS:

### SELECT

*Better & Contemporary Tradeshow*

### emerge

*Emerging Designer Showcase*

### TRANSIT

*The Shoe Show at LA Fashion Market*

### ALT

*Athleisure & Lifestyle Tradeshow*

*\*Showrooms open Sunday for appts*

OCT 17-19 // LA FASHION MARKET ALSO FEATURES:

### (capsule)

### Axis

### COEUR

### LA MEN'S MARKET

SEP 26 - 28 //

**l.a.textile** + **sourcing**  
los angeles int'l textile show

### LOS ANGELES MAJORS MARKET

[CMCDTLA.COM/CALENDAR](http://CMCDTLA.COM/CALENDAR)  
CALIFORNIA MARKET CENTER. 9TH & MAIN. DTLA.

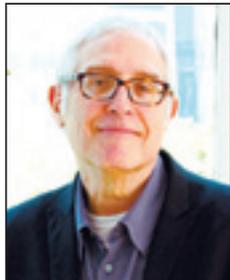


@CMCDTLA

ATTEND@CMCDTLA.COM, 213.630.3618  
EXHIBIT@CMCDTLA.COM, 213.630.3603  
LEASING@CMCDTLA.COM, 213.630.3665



Aaron Levant



Ed Mandelbaum



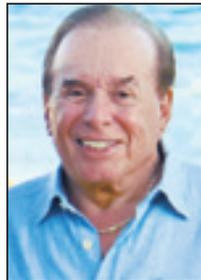
Judy Stein



Stephen Krogulski



Hillary France



Roland Timney



Andrew Olah



Ashleigh Kaspszak

**Feature** *Continued from page 4*

show, and over the past five years they have grown to love the fact that we do a lot of the work for them—making it easier to revisit familiar lines but also discover new brands that should be on their radar. At COEUR we also ensure that there is a warm and welcoming atmosphere, which encourages great interactions between vendors and buyers. We also create a flow for the show that lends itself to easily check in and view the vendors and their brands. Time after time COEUR delivers the perfect lifestyle showcase to ensure that everyone who participates has a great show.

**Ed Mandelbaum**  
President  
Designers and Agents  
[www.designersandagents.com](http://www.designersandagents.com)

Designers and Agents welcomes any initiative that brings new products to the Los Angeles market.

D&A has been in Los Angeles for 17 years. Its continued strength is that its fo-

cus remains consistent—bringing a highly curated and select group of ready-to-wear, accessories and lifestyle brands to the LA marketplace. D&A has always been a first stop for retailers.

**Judy Stein**  
Executive Director  
Swimwear Association of Florida/  
Miami SwimShow  
[www.swimshow.com](http://www.swimshow.com)

As we head into our 34th year, SwimShow is the longest running and most prestigious trade show dedicated to the international swimwear community.

Whether you are new to the industry or an established brand, SwimShow has earned its reputation as the must-attend event of the buying season. Our initial slogan, “Swimwear Begins in Miami Beach,” still holds true since we host the most important global swimwear trade show and provide the setting for the largest gathering of retailers, manufacturers and other industry representatives to meet annually under one roof.

We also understand that our success

has created a competitive environment and younger, niche trade shows have sprouted up trying to break into our market share. We view this as a wonderful opportunity to stretch our boundaries, to challenge ourselves by adding or reinventing small elements that can make our show better. Each year we incorporate new brands, attendees and events, and we will work to maintain and grow our status as the best and most important swimwear trade show in the world.

This year during the trade show, SwimShow will host its first Collection area, strategically placed in the middle of the show floor. The Collection is a curated fashion environment created for discovering the best emerging and established swimwear designer brands in the industry. Retailers are invited to experience this beautifully encased luxury oasis while enjoying champagne butler service, a VIP lounge area, free access to Wi-Fi (also available throughout the trade show). Other special events surrounding the SwimShow will include a fit seminar, Swim Lounge Happy Hour, informal modeling, an evening cocktail reception, a daily breakfast bar and high tea service every afternoon, allowing for networking. We are also incor-

porating amenities such as a dry and braid bar, nail salon for quick touch-ups, henna bar, up-to-the-minute social-media engagement, and so much more for our buyers and media guests.

Not only are we an organization that understands the importance of doing business, but we are also a close-knit community of like-minded individuals, and the goal of our show is to marry a sense of fun and success—a recipe that’s worked perfectly for over three decades and will continue into the future.

**Stephen Krogulski**  
Chief Executive Officer  
OFFPRICE  
[www.offpriceshow.com](http://www.offpriceshow.com)

OFFPRICE maintains its status as a vital stop in Las Vegas Fashion Week by opening up two days prior to other shows. This gives retailers with an immediate need to fill something the ability to find it right away at our show. In other words, we set ourselves apart with perfect timing.

We also have a loyalty program offering

➔ **Feature** page 8

**TEXWORLD**  
USA

**REGISTRATION NOW OPEN**

**NEW YORK**  
JULY 12-14, 2016  
THE INTERNATIONAL TRADE FAIR: FABRICS, TRIMS AND ACCESSORIES  
[www.texworldusa.com](http://www.texworldusa.com)

LENZING INNOVATION  
Möbiel FENICE

messe frankfurt

# FASHION TAKES **CENTRESTAGE** IN HONG KONG

ASIA'S FASHION SPOTLIGHT

Hong Kong is always changing, always embracing the new; and the city's latest injection of excitement comes from a thrilling new fashion event called **CENTRESTAGE**.

Running for four days – **7-10 Sep 2016** – at the **Hong Kong Convention and Exhibition Centre**, CENTRESTAGE puts the trendsetters of the international fashion scene in the spotlight. By creating a platform for designers and brands which push the boundaries of fashion, organiser Hong Kong Trade Development Council (HKTDC) is giving the fashion world an insight into the future.

CENTRESTAGE will be a showcase for Hong Kong and Asian talent, drawn from an increasingly vibrant design community. With their international counterparts they will be presented in thematic zones which best represents the ethos of the label and the market it serves. **'GLAM'**, for example, will be the home of the top brands whose hallmark is quality; **'ALLURE'** caters to sophisticated styles which appeal to the senses; **'METRO'** promises to be trendy, sporty and cosmopolitan; **'FORWARD'** will bring new labels and youthful designers to the fore.

There will be something new and different at CENTRESTAGE every day with brand and designer collection shows on the runway and mini-parades in the fairground. Renowned fashion forecasters will present seminars on the trends for coming seasons while experts will analyse the markets.

**CENTRESTAGE ELITES** will be a gala evening of international fashion glamour, while Hong Kong's own wonderful young designers will be highlighted by the **Hong Kong Young Designers' Contest** show.

In another innovative move, HKTDC invites the public to visit CENTRESTAGE on 10 Sep, and a month-long promotional campaign **'Hong Kong in Fashion'** takes the excitement into the city.



TO EXHIBIT



TO VISIT



**CENTRESTAGE** • 7-10 Sep 2016 • Hong Kong Convention and Exhibition Centre  
Enquiries: [new.york.office@hktdc.org](mailto:new.york.office@hktdc.org) / (1 212) 8388 688

**CENTRESTAGE.COM.HK**

JEWELRY: INK + ALLOY  
JUMPSUIT: ATINA CRISTINA

# DALLAS APPAREL & ACCESSORIES MARKET JUNE 8-11

WHERE STYLE STARTS

214.744.7444  
DALLASMARKECENTER.COM

DALLAS MARKET CENTER

DMC

## FEATURE

### Feature *Continued from page 6*

our attendees a great value on hotel rooms, a discounted lunch program, access to meeting rooms and even a VIB (Very Important Buyer) program for our founders.

At OFFPRICE we are all about the experience and always looking at new programs to leverage the importance of our brand. We have a buyer-relations team with a wealth of knowledge ready to engage with our customers. Most recently we've developed a smartphone app that helps buyers preplan their routes for show day to maximize their efficiency and make their shopping experience both profitable and enjoyable.

#### Hillary France

CEO, Cofounder

Brand Assembly

[www.brandassembly.com](http://www.brandassembly.com)

As the Los Angeles market is evolving and becoming more important and relevant to both brands and buyers, Brand Assembly continues to stay focused on curating the best assortment of brands. We offer an important blend of established brands that are looking for a West Coast outlet as well as some of the coolest emerging designers, which we prominently highlight in the center of the show to make sure they are afforded as much visibility as possible. By having such a balanced selection of brands in such a flowing, sun-filled and shoppable space, we are not just a trade show in LA, we are a destination for buyers.

With our consistent presence at the Cooper Design Space, our brand assortment, the offering of amenities and the unique personal touch that makes Brand Assembly Brand Assembly, we make sure we are the first, last and middle stop on attendees' Los Angeles rounds by being a consistent focal point for the market.

#### Roland Timney

Founder

WWIN

[www.wwinshow.com](http://www.wwinshow.com)

We know that our retailers have a choice when it comes to trade shows, so we focus on delivering a very buyer-oriented event that helps them save time, money, find new fashion resources—and have some fun along the way.

On the product front, WWIN has a very well-defined, well-edited selection that offers great appeal to retailers seeking women's fashions. As the only show of its kind for all size women, WWIN features 800+ booths with more than 1,500 lines of traditional, contemporary, misses, plus and tall sizes as well as hundreds of accessories. From the biggest brands to innovative newcomers, we bring together a broad and deep selection to help stores easily find fresh new styles for their customers.

We back this selection with a full roster of time and money-saving buyer services. In addition to deeply discounted room rates at the Rio Hotel, the site of the WWIN show, we also provide complimentary breakfast, lunch and afternoon refreshments for buyers each day. We also extend our hours until 8 p.m. on opening day, serving wine and cheese, so buyers and exhibitors can continue working, networking and catching up with friends.

#### Suzanne De Groot

Executive Director

Fashion Market Northern California

[www.fashionmarketnorcal.com](http://www.fashionmarketnorcal.com)

FMNC continues to be the largest open-booth show on the West Coast—as we have been for the last 30-plus years. We continue to have a variety of categories including classic, contemporary, designer, juniors,

accessories, footwear and gifts in all price points. We are particularly accessible to Central and Northern California buyers and also draw from all of California and the surrounding states.

We offer several incentives:

- Free room at the Marriott for first-time attendees and special rates for returning buyers, which includes parking and shuttle service to and from the venue.

- Daily continental breakfast and lunch coupons.

- Free parking on Monday and Tuesday mornings.

- On Monday night, we stay open late and offer free wine and beer for extended shopping (and a respite from the traffic).

- A comprehensive show directory is mailed to enable buyers to better plan their shopping experience with an opportunity to schedule appointments ahead of time to streamline and facilitate shopping.

As well as the above, we feel we give shoppers a relaxed, friendly environment—no hassle, easy registration and more than adequate parking, as well as a well-lighted, less hectic show floor and all in one building—no buses or shuttles to far-flung venues, no long walks from building to building.

We are always looking at new ways to support and inform our buyers—and in an effort to keep retailers viable in this ever-changing retail climate, FMNC is implementing "Seminar Sundays." We will have seminars on subjects that will help our retail partners learn to navigate their future to the best of their ability. These will include profitability, inventory control, online presence and social media, to name a few.

We encourage our retailers to plan at least two days at market. This allows time to shop their regular vendors and then walk the show for newness. Our exhibitors strive to update their collections with the latest trendy "must-see" items and brands.

#### Deirdre Maloney

Cofounder

Capsule

[capsuleshow.com](http://capsuleshow.com)

The No. 1, 2 and 3 ways to first get buyers to your show and then keep them there is by offering the most compelling brand assortment. We pride ourselves on presenting a top curation of the brands people know and love to see but also know the importance of introducing new, buzzy brands season after season. Of course, customer service, show experience and aesthetic are all important to complement the right mix of brands, but even if you have all of that, if you don't have the brands, no one is coming.

#### Gilles Lasbordes

General Manager

Première Vision

[www.premierevision.com](http://www.premierevision.com)

To remain competitive and attract visitors, Première Vision shows are very attentive to [a number of factors]:

- Remain faithful to the show's values by presenting a very selective but diverse and wide offer based on the creativity, the quality and the financial reliability of the companies exhibiting. What is important here is to propose renewed collections every season where creation is at the center and that respond to international markets' needs.

- Provide visitors with exclusive information and live experiences.

- Offer fashion orientations specifically developed by Première Vision's fashion team along with fashion experts to give seasonal guidelines and inspiration, [which are included] in the Première Vision color cards.

- Offer renewed and adapted fashion forums that show the best of materials from

➔ Feature page 10

#### 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

MOLLY RHODES

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](http://www.apparelnews.net)

[webmaster@apparelnews.net](mailto:webmaster@apparelnews.net)

PRINTED IN THE U.S.A.

CECILE  
COUNCIL



# It is the Best Time to Fashion in India



Book Your Dates For

## 57<sup>th</sup> INDIA INTERNATIONAL GARMENT FAIR 2016

18-20 July  
Pragati Maidan  
New Delhi, India  
Spring/ Summer 2017

From Pattern to Finish  
From Pret to Couture  
From Partners to Profit  
From Business to Relationships

**\*Secure your Free Ticket to IIGF 2016**

Women's Wear  
Men's Wear  
Children's Wear  
Fashion Accessories

Please register immediately : [www.indiaapparelfair.com](http://www.indiaapparelfair.com)

For any further information : Tel: + 91-124-2708027/8129, Fax: +91-124-2708004, Mobile: +91-9899014590, 9560024440  
Email: [info@indiaapparelfair.com](mailto:info@indiaapparelfair.com), [srana@indiaapparelfair.com](mailto:srana@indiaapparelfair.com)



In Association with



\*Conditions Apply

**Feature** *Continued from page 8*

among our exhibitors' most creative collections each season.

•Organize other events such as seminars and conferences on current topics: fashion trends, economics, industry challenges...

We also carry out surveys and studies to inform our exhibitors and visitors to the sector's movements, interests and needs. The idea is never to stand still but to listen and to adapt to the industry's evolution.

That's how we are providing more transverse initiatives between our different shows. That's how we organize our exhibition floors or forums. That is why we also adapt our communication and information tools to improve both the productivity of the visit to our shows, their readability and attendees' navigation at our shows.

To continue to be a world leader after 43 years of existence, you need to remain true to your identity, to gather the best offerings, but also to take risks by investing in new tools, to invent new shows and events adapted to the markets you're targeting.

**David Dea**  
 Founder  
 Factory Direct  
[www.ftydirect.net](http://www.ftydirect.net)

At Factory Direct Trade Show we deliver curated industry business resources ranging from factories, technology, screen printers, wash houses, financial, logistics, back-office operations and more. The fashion show on the second day is to showcase up-and-coming designers and has proven to be a big draw for attendees. Our educational seminars are well attended, and we make it convenient for attendees to enjoy lunch while speaking to potential new resource partners.

We serve coffee, food and drinks daily. Most importantly we focus on bringing reputable industry resources from around the globe. All companies need business resources and reliable factories. You'll find them at Factory Direct.

**Aaron Levant**  
 Founder  
 Agenda  
[www.agendashow.com](http://www.agendashow.com)

Agenda Long Beach is the first show in the season for launching Fall and Spring products. Our Long Beach show falls at the beginning of January and the end of June, which gives our brands their first opportunity each season to get in

may offer educational seminars, we are taking it to a whole new level with our Emerge conference by offering a speaker series with the most recognizable names in fashion, art, design and youth culture.

**Andrew Olah**  
 Founder  
 Kingpins  
[www.kingpinsshow.com](http://www.kingpinsshow.com)

The Kingpins Show has only the desire and plan to keep improving our shows through our exhibitor roster, our seminars and general ambience.

We really don't do anything more than this to inspire visitors to come. We believe that the quality of our shows are the incentive for guests to continually come and word-of-mouth keeps new visitors coming. We hope they never stop. We offer no incentives. We just try to be the best show we can be in our genre.



Vanessa Chiu



Pierre-Nicholas Hurstel



Jennifer Bacon



Hisham Muhareb



Sam Ben-Avraham



Brittany Carr

front of their customers.

For our retailers, we offer an unparalleled level of personal customer service to them by visiting them year-round in their shops across the country. Every season we visit 250-plus shops in 10-plus states to meet with our buyers and learn about their businesses. Our retailers consistently attend our shows because we offer a comprehensive, multi-channel, curated brand selection with more than 700 brands on the show floor representing the entire spectrum of youth culture, and we offer the best experience to our retailers with a seamless registration process and VIP concierge services.

Lastly, both our brands and retailers are loyal to Agenda because we offer the most compelling content to them through our Agenda Emerge conference. While other shows

**Ashleigh Kaspszak**  
 Assistant Building Manager  
 Director, Marketing & Public Relations  
[www.newmart.net](http://www.newmart.net)

The New Mart Building's 110-plus showrooms are a central destination during the regional trade show, Los Angeles Fashion Market. The New Mart also hosts various outside trade shows throughout the year in our exhibition space. This gives us the unique position of being both a trade-show producer and a trade-show provider. We work at maintaining a balance in brand consistency while raising the bar with each event we do. It's fashion, and people expect to—and should be—"wowed" every time they walk in our doors.

# WE ARE OUTDOOR

**OPEN AIR DEMO**  
 AUGUST 2, 2016

**SUMMER MARKET**  
 AUGUST 3-6, 2016

**REGISTER TODAY**  
[OUTDOORRETAILER.COM](http://OUTDOORRETAILER.COM)



**DISCOVER NEW PRODUCTS & TECHNOLOGY**



**NETWORK & BE IN COMMUNITY WITH THE OUTDOOR INDUSTRY**



**MEET WITH BRANDS TO EXPLORE THEIR STORY**

**OUTDOOR  
 RETAILER**

The New Mart acts as a trade-show producer for the five-time annually Los Angeles Fashion Market. What is most important in reaching our attendees is knowing what to say once we have their attention. We understand that attracting attendee attention to our showrooms involves more than just having printed marketing materials, social-media posts and e-blasts. Instead, last year, we began The New Mart Network, a video and podcast interview series on YouTube and iTunes. The New Mart Network interviews showroom owners, designers and industry leaders about the business of fashion—especially going over what’s happening here in the Los Angeles sector of the industry. At this stage in the series we have received feedback of its positive effects. Our interview subjects say they have seen more press attention, new business inquiries and fresh opportunities. The New Mart is host to amazing brands backed by incredible people, their friends and often times multiple generations of a family. The interviews help profile who these wonderful individuals are, which is vital information—as we know it’s the people here who ultimately attract attendees.

When the New Mart acts as a show provider, we focus on working with those that are cutting edge and supportive of both the industry and local community. For example, the Designers and Agents show (which recently celebrated a 16th anniversary with us) are trailblazers in supporting eco-friendly initiatives. From the exhibitors they allow into the show to the napkins they use, everything is eco-friendly. Additionally, the Moda 360 show we host is a break-through event, merchandising international exhibitors from the fashion, art and entertainment industries—complete with seminars about the latest innovations in technology and sustainable practices. And another great example is Factory Direct, which fills the need for what had been missing from the trade-show roster—a vetted group of vendor exhibitors from manufacturing to accounting that specialize in low [volume] production and small-business solutions. At The New Mart we know it’s our responsibility to be aware of what’s going on in our industry. We feel the various trade shows hosted here reflect the drive and dedication we have for meaningful collaborations.

More specifically our team makes it a point to walk the floor of every show and talk with the producers, staff, exhibitors and attendees. In addition, year-round we connect with our neighborhood businesses—that is, hotels, transportation, etc.—to develop relationships on behalf of our attendees, so when they visit us in LA, they can feel comfortable, find great deals and enjoy their stay.

But I believe that it’s not what we do so much as who we are that brings attendees through our doors. People have been visiting The New Mart showrooms and trade shows for decades and in that time have become familiar with our brand and what we represent. Our commitment earns theirs in the end.

**Jennifer Bacon**  
 Show Director  
 Texworld USA, Apparelsourcing USA, Home  
 Textiles Sourcing Expo  
[www.apparelsourcingshow.com](http://www.apparelsourcingshow.com)

This summer Texworld USA will be celebrating its 10th year in New York City, and, having been around for so long, we’ve found that effectively communicating the quality of our exhibitors and our diverse product offerings is what drives the most attendance. With every edition, we always highlight the best products that the show has to offer, new country pavilions, upcoming trends and our free educational seminars organized by Lenzing Innovation. It sounds basic, but we know that our visitors care more about getting their sourcing needs checked off their list at our show than anything else.

We’re also working harder than ever to make the show a one-stop shop for our visitors, who we know are often very busy and are strapped for time. In one day at Texworld USA you can find cost-effective but high-quality apparel fabrics, trims and accessories for every end use, engage with the industry and your peers, attend high-quality educational seminars, and even find a manufacturing supplier by visiting our co-located show, Apparelsourcing USA. If we can offer our visitors a place to get all of the above done efficiently, we know we will continue to be a must-attend event.

Having said that, we certainly do also engage prospective attendees with incentives, special events, contests and giveaways before, during and after the show. For our most loyal VIP buyers, we offer entry into our on-site VIP lounge and complimentary private transfers to and from the show. We’ve tapped into the social-media aspect of visiting our show to engage our attendees through our mobile app, which allows them to connect directly to set up meetings on-site prior to arriving, enter contests and giveaways during the show and share their photos and product discoveries after the show. Finally, we work hard to make sure that our fringe programs and on-site networking events are diverse and fun for not only our VIP buyers but also for our visitors who are emerging designers, industry professionals and our exhibitors as well. Over the last 10 years, Texworld USA has become more than just a platform to meet suppliers and do business, it has become a place to network and learn about what is happening in the industry as well.

**Hisham Muhareb**  
 Cofounder  
 NW Materials Show  
 NE Materials Show  
 SoCal Materials Show  
[www.americanevents.com](http://www.americanevents.com)  
[thematerialshows.com](http://thematerialshows.com)

The SoCal, NE and NW Material Shows have been connecting the athletic and outdoor industries for over 20 years. The shows have been growing rapidly over the past few years and are still going strong. We offer our attendees and exhibitors a comfortable atmosphere to conduct their business, and the timeline meets most of the athletic-industry sourcing calendars. Many of the attendees corroborate our outstanding customer service and attention to detail. The Material Shows have attracted many new innovative companies wanting to share their new materials and processes with the industry. The Material Shows are the major athletic brands’ go-to shows for sourcing materials and components. The brands, along with American Events, have built these shows and continue to support them and recommend new suppliers to exhibit. We have been very fortunate to have been supported by these brands over the years. Attendees from other industries such as Tesla, Microsoft, Apple, Intel and others have been flocking the shows to find out what these progressive athletic and outdoor brands are looking at in materials and components as well as responsible manufacturing.

**Sam Ben-Avraham**  
 Founder  
 Liberty Fairs  
[libertyfairs.com](http://libertyfairs.com)

Buyers don’t have the luxury to waste time on irrelevant shows, and the relevancy of shows is dependent on having the most relevant brands at the moment. In addition, it’s important for shows to be curated and merchandised in a way that makes the story easy to read—to make conducting business efficient.

➔ Feature page 12

# apparelsourcing



NEW YORK

JULY 12-14, 2016

MEN | WOMEN | CHILDREN | ACCESSORIES

**REGISTER TODAY**  
[www.apparelsourcingshow.com](http://www.apparelsourcingshow.com)



**Feature** *Continued from page 11*

Liberty Fairs always keeps this in mind and looks for the best in new and emerging brands, including international brands. Our team specializes in merchandising and has great relationships with retailers, whom we talk to on a consistent basis to ensure we're offering the best brands and service possible.

**Brittany Carr**  
 Director of Trade Shows  
 California Market Center  
[www.californiamarketcenter.com](http://www.californiamarketcenter.com)

The CMC is continually exploring fresh ways to enhance a buyer's experience of our marketplace and ensure it continues being a primary destination for market. Pre-show, our Retail Marketing team utilizes several programs and tools to connect with and build relationships with buyers, creating awareness about the brands and resources they'll find in the CMC's showrooms and in the trade shows it hosts during market. The CMC also provides buyers with a variety of market features that add value to their buying trip within our building, including a newly launched retailer seminar series sharing business tips and fashion trend information as well as a new Market Passport Sweepstakes promotion, gifting 10 buyers with cash prizes from \$500 to \$1,000 for visiting showrooms and exhibitors. Rounding out the market trip are a bevy of perks we've created to help buyers enjoy their market trip, from cocktail receptions and beauty stations to complimentary breakfast, lunch, snacks, coffee and beverages on every floor of the building. These features are all part of the CMC's mission to provide buyers with a well-rounded, resource-filled market experience.

**Vanessa Chiu**  
 Show Director  
 Axis at Capsule  
[www.axisshow.com](http://www.axisshow.com)

By merging Axis into an integral show section with Capsule. Axis at Capsule, was founded upon a sense of collaboration and community alignment. Our Active Lifestyle collections are a highly curated culmination of collections sitting at the crux of what makes active lifestyle a fashion staple rather

than a trend. We're able to present new must-see discoveries and staples. Our strategic synergy aligns both shows' expert ability to service our industry's needs, community building, brand storytelling, intimate show sections, brand experience, and extend activations both on and off the show floor. Our partnership is a reflection and natural evolution of the women's retail environment—marrying apparel, lifestyle, active and experience to form a community that is both exclusive and inclusive.

**Pierre-Nicolas Hurstel**  
 Chief Executive Officer  
 CurvExpo  
[www.curvexpo.com](http://www.curvexpo.com)

In a consistently shifting market, it is imperative to remain open minded and innovative to increase the number of quality attendees visiting CURVENY New York and CURVENV@MAGIC. From starting new partnerships to increasing our show awareness, we consistently evolve in response to the market to remain relevant and to give attendees an unforgettable experience.

A main strength of CURVEXPO to attract both buyers and brands season after season is its strong community that is comprised of the best brands in the industry as well as selected buyers representing the top retailers in North America. We are consistently focusing on curating our brands to provide our buyers with the absolute best offering in terms of both domestic and international brands that present differentiated products in a variety of price points. Along with our selection of exhibiting brands comes reflection and understanding on what our buyers are looking for in terms of established as well as younger, diversified brands. Our high level of attention to both our buyers and brands results in attendee consistency and faithfulness.

The continual shift in the industry motivates us to stay pertinent in the market. The thinning boundary between intimate apparel and ready-to-wear, as well as the continuous trend of stores developing their inventory to create a one-stop shop experience for buyers, creates an opportunity for the CURVEXPO community to unceasingly search for new and exciting prospects to bring to the show. This enhances the buyer experience while aiding them in differentiating within their boutique or store. It also benefits by increasing the average consumer UPT

[units per transaction], thereby giving that store or boutique a comparative advantage in a competitive market. These new exhibiting brands carry distinctive offerings such as accessories or other feminine intimate products and often already have an established following of buyers; we aid these new exhibitors by inviting their buyers list via personalized reach-outs.

Partnerships, as well as common trade-show calendars, also permit current and new attendees with badges from other shows to easily enter the CURVEXPO shows and vice versa. Attending multiple shows with ease escalates the experience of buyers and encourages them to discover new trends due to the convenient locations.

The buyers team is also spending a greater amount of time visiting boutiques and stores—dubbed “CURVE on the Road” (follow our progress on the CURVEXPO Instagram)—to introduce the show and to cultivate personal and long-lasting relationships in this very intimate industry. The goal is to also provide an individual and human bond with all attendees to provide them with a face to go along with the show.

During the show, smarter on-site marketing enriches the attendee's experience with briefer yet more interactive and informative offerings such as fashion presentations and trend previews. Trend previews, given by Promostyl, are useful 20-minute sessions that highlight pieces from exhibiting brands that fall within the upcoming season's major trends. Much like the newly introduced “immediate gratification” format, in which individuals can immediately purchase looks seen on the runway during ready-to-wear shows, attendees of these presentations can immediately visit the booths showcasing the looks that they are interested in. These high-efficiency events introduce attendees to new trends and exhibitors as well as give valuable information to pass on to the intimate-apparel customer. Buyers will also be introduced to brands and trends with novel innovations such as our new mobile application and other digital services.

CURVEXPO focuses first and foremost on our attendees and the customer service we bring to each and every individual. We strive to create an environment in which connections are more easily made and new channels are opened and taken advantage of, and we endeavor to make every season an even better experience in every facet, including the ease of doing business. Adaptability is a huge emphasis, and we keep an open mind to create a fresh and updated show every season. ●

**Source Global.  
Stay Local**

Apparel Manufacturers, Textiles, Accessories  
and Providers from Around the World

Free Work Shops, Seminars and Complimentary Matchmaking

PRODUCED BY:

**August 22-24, 2016**  
 The International Centre, Toronto

**Apparel  
Textile  
Sourcing  
Canada**  
[appareltextilesourcing.com](http://appareltextilesourcing.com)

# Shop & Dine

By Deborah Belgum and Alyson Bender

Hours spent inside an exhibition hall or wandering the corridors of a showroom building can take its toll with lack of sunshine, too many people and not enough to eat.

That's why, at the end of the day, it's a wonderful pleasure to discover a new restaurant or shop that rewards you for all those hours put in trying to make that sale or discover that new clothing collection.

Here are a few suggestions on some of the newer restaurants and fashionable boutiques found in the major cities on the trade-show circuit.

## LOS ANGELES

**Little Sister**  
523 W. Seventh St.  
(213) 628-3146  
[www.littlesisterla.com](http://www.littlesisterla.com)

Little Sister is the newest addition to an area in downtown Los Angeles becoming known as restaurant row.

The compact spac, which fits 50 diners, is extremely cozy, with twinkling candles on each table and a view of the pedestrian traffic passing by on Seventh Street, across the street from the ever-popular Bottega Louie.

Little Sister is the downtown branch of a restaurant by the same name in Manhattan Beach, that seaside community in Los Angeles' South Bay where housing is as expensive as in Santa Monica.

Jed Sanford and Tin Vuong, who grew up in the San Gabriel Valley, founded the dining endeavor and garnered rave reviews for their Manhattan Beach eatery. So they decided to extend their blend of Southeast Asian food to

the downtown area, which is booming with new residents.

Little Sister opens early for breakfast and stays open for lunch and dinner. The breakfast lineup has items such as Chinese donuts and congee. Lunch has Vietnamese sandwiches, and dinner is filled with plates that take their cue from South Korea, Vietnam and Myanmar.

Diners rave about the shaky shaky beef served with tomato garlic rice or the grilled baby octopus with walnuts and black garlic aioli. Also on the menu are things such as papaya salad, Vietnamese crêpes and Myanmar okra curry.

Other favorites include the salt-and-pepper lobster served with butter-fried shallots, the Vietnamese roasted chicken and the spicy pork dumplings.

Make reservations because the restaurant is popular and fills up fast for lunch and dinner.

**A.P.C.**  
125 W. Ninth St.  
(424) 252-2762  
[www.apc.fr/wwwuk](http://www.apc.fr/wwwuk)



Little Sister



A.P.C.

A.P.C. founder Jean Touitou has a tradition of launching stores in offbeat locations and spearheading geographical retail shifts, and the recent openings of the A.P.C. stores in downtown Los Angeles and Silver Lake are part of the French retail chain's commitment to expanding U.S. business. The two newest stores join the French clothier's longstanding Los Angeles store in Melrose Place.

The 1,500-square-foot downtown store houses men's and women's ready-to-wear collections—via separate entrances—under one roof. The design concept of the store divides the space into two identical and adjacent cubic spaces. Where the two areas partially meet there are two central "totems," made from an assembly of wooden tubes covered with translucent panels. The totems function as support for the collections as well as light boxes. A large vertical, translucent screen anchors the bottom of the totems and separates the two fitting rooms. The two entrances are kept separate and are visually united by a common façade, which displays two large, identical glass frames, open to the city.

Located two blocks west of LA's Fashion District and one block north of the hip **Ace Hotel**, the boutique is part of a growing retail district that includes **Acne Studios**, **Tanner Goods** and the newly opened **BNKR** boutique.

## NEW YORK

**La Sirena**  
88 Ninth Ave.  
(212) 977-6096  
[www.lasirena-nyc.com](http://www.lasirena-nyc.com)

The dynamic duo of Mario Batali and Joe Bastianich hadn't opened a new eatery in Manhattan for the last 10 years, but they broke that dry spell with a large, airy restaurant that debuted early this year on the plaza level of the **Maritime Hotel**.

The sea is the theme at La Sirena, which means mermaid in Italian or Spanish. That seems an appropriate name for a restaurant housed in a building with porthole windows that years ago was the hiring hall for the National Maritime Union. Since 2003, it has been a hotel in the Chelsea district of Manhattan.

La Sirena is huge—with two dining rooms that can seat 100 people in each one. During the summer months, an outdoor area that also accommodates 100 people is open to enjoy the night breezes.

The décor is definitely more in the style of the 1960s with a custom Portuguese-style tile floor whose undulating black-and-white designs are reminiscent of sea waves. A 38-foot-long marble bar separates the two

➔ Shop & Dine page 14



# Atlanta Apparel

**June Atlanta Apparel**  
June 2–5, 2016

**August Atlanta Apparel and World of Prom**  
August 4–8, 2016

**October Atlanta Apparel**  
October 6–10, 2016

For more information on Market dates, please visit [www.AmericasMart.com/Apparel](http://www.AmericasMart.com/Apparel)

 AmericasMart Atlanta

©2016 AMC, Inc. Dates are subject to change.



La Sirena



Tags



Mr. Chow



Carmen Steffens

**Shop & Dine** *Continued from page 13*

eating areas, which are open for breakfast, lunch and dinner.

Batali has been busy opening restaurants around the country and expanding his Eataly model to other cities. He is also one of the hosts of the ABC-TV cooking show “The

Chew.”

But he and Bastianich—whose other Manhattan restaurants include **Luppa**, **Babbo** and **Del Posto**—jumped back into the restaurant-building mode when approached by the owners of the Maritime Hotel.

The menu is rich with Italian-style seafood and red-meat dishes. Appetizers start with items such as roasted asparagus and

crispy soft shell crab, charred quail with red mustard greens.

Salads include a frisée combination with a poached egg, warm pepperoni and potatoes; a three-colored salad with Chianti vinaigrette; and a mixed green salad.

Naturally, there are plenty of pasta dishes including Bucatini La Sirena—a thick spaghetti noodle with a hollow center served

with octopus—tonnarelli served with lobster and lemony bread crumbs, and semolina pasta served with veal tripe and celery.

Main dishes are very country European with fried rabbit served with a white bean ragu, duck rubbed with Moorish spices, Sicilian-style swordfish and grilled lamb chops with chickpea-flour fritters.

**Tags**

262 Mott St.  
(212) 775-8244  
[www.tags.com](http://www.tags.com)

Bringing a little California to the Big Apple with handpicked brands such as **Mother**, **J Brand**, **Frame**, **Equipment**, **LNA** and **Cotton Citizen** as well as a slew of Aussie labels, Tags Boutique just opened its second U.S. location in February.

“I had been looking into expanding to New York for a while since we have so many New Yorkers as customers already when they visit LA,” said owner Jackie Rose. “As soon as I found the space in the up-and-coming neighborhood of Nolita [North of Little Italy], I knew I had found what I was looking for.”

The original Tags boutique in West Hollywood has a spacious, modern look that is ever changing with the seasons and new merchandise. For the New York store, Rose commissioned design firm **Crème Design**, based in Brooklyn, to give the East Coast store a completely different aesthetic. Everything in the New York store was custom built, giving the 650-square-foot space the familiarity and warmth of a friend’s coveted walk-in closet. But don’t be fooled by the size of the store. With new merchandise on the racks weekly, there is always something new and exciting to shop.

In its new neighborhood, Tags joins the likes of **Margaret O’Leary**, across the street, and **Rebecca Taylor**, located a few doors down the street.

**LAS VEGAS**

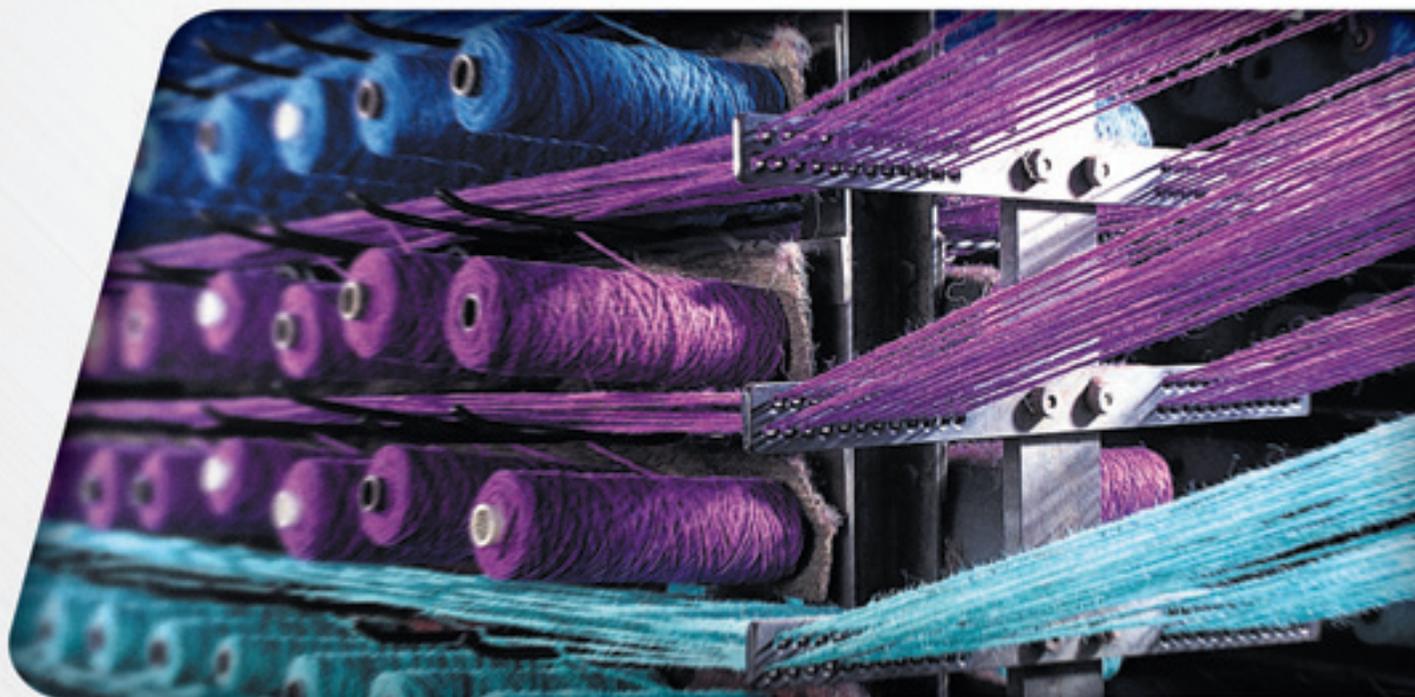
**Mr. Chow**

Caesars Palace Hotel & Casino  
3570 Las Vegas Blvd. S.  
(702) 731-7888  
[www.mrchow.com](http://www.mrchow.com)

Mr. Chow, the venerated high-end Chinese eatery launched nearly 50 years ago in London by artist turned restaurateur Michael Chow, has staked its latest outpost inside Caesars Palace on The Strip.

This is the seventh Mr. Chow in a collection of spots that include two locations in Southern California—Beverly Hills and Malibu—as well as restaurants in Manhattan and Miami Beach.

Mr. Chow is famous for its high-end décor, which centers around the colors black and white. The new



An endless supply of knowledge and service.

Comerica has been serving the unique needs of the apparel and textile industries for more than 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](http://Comerica.com/apparel)

**Nick Susnjar**, VP/Relationship Manager, LA Middle Market Banking, [nsusnjar@comerica.com](mailto:nsusnjar@comerica.com), 213.486.6243

**Debbie Jenkins**, VP/Relationship Manager, LA Middle Market Banking, [djenkins@comerica.com](mailto:djenkins@comerica.com), 213.486.6212

**Tim Nolan**, SVP/Group Manager, LA Middle Market Banking, [tjnolan@comerica.com](mailto:tjnolan@comerica.com), 213.486.6216



RAISE YOUR EXPECTATIONS.

MEMBER FDIC. EQUAL OPPORTUNITY LENDER.  
\*Comerica ranks first nationally among the top 25 U.S. financial holding companies, based on commercial and industrial loans outstanding as a percentage of assets. Data provided by SNL Financial, June 2015.  
CBC-6074-02 03/16



The Perennial



Anaïse

Las Vegas restaurant holds true to that color scheme with black-and-white checked floors, white linen tablecloths and black chairs inside a contemporary-style space that overlooks the hotel's Garden of the Gods oasis pool.

Michael Chow designed the spaceship-like sculpture that hangs from the 35-foot-high domed ceiling.

The restaurant chain is known for its Beijing-influenced cuisine that is served family style. Executive Chef Kam Kwan Chee leads the culinary team that is serving up Mr. Chow favorites such as chicken satay, green prawns, hand-pulled Mr. Chow noodles, Beijing duck and squab with lettuce.

Hors d'oeuvres include crab claws, fresh scallops and scallion pancakes. Pasta dishes range from pot stickers and Beijing meat dumplings to squid-ink rice noodles. The seafood category incorporates dishes such as steamed sea bass and Dungeness crab, and there are also some interesting meat dishes such as fiery beef and spicy pork with chili.

**Carmen Steffens**

3200 S. Las Vegas Blvd.  
#2155, Fashion Show Mall  
(702) 462-5408  
[www.carmensteffens.com](http://www.carmensteffens.com)

While it is easy to get caught up in the nonstop action for which Las Vegas is notorious, family-owned business Carmen Steffens has provided an 1,100-square-foot "oasis" in the Fashion Show Mall since opening in 2014.

"We provide a relaxing environment where visitors can explore and discover beautiful, exclusive Brazilian fashions while enjoying a glass of wine or an espresso, said Mark Willingham, Carmen Steffens president for the Northern Hemisphere. "The customer in-store experience is an integral part of our brand. We strive to provide an environment and customer experience that is unparalleled—especially at our price point."

While their in-store customer service is noteworthy, what many people do not know is how the company has been known to make house calls for "high rollers." The Carmen Steffens Las Vegas team certainly understands the importance of on-demand service, especially when it involves a luxe quilted backpack or sky-high stilettos.

Everything is made in-house in Brazil, with very limited quantities of each style shipped to their 550 stores in 18 countries. Until recently, Carmen Steffens' four U.S. boutiques have only carried men's and women's accessories. This spring, the Las Vegas location became the first U.S. store to exclusively carry Carmen Steffens apparel.

Mario Spaniol, who founded Carmen Steffens in 1994, got his start with his own leather tannery,

**Couroquimica**, which opened its doors in São Paulo in 1983. The tannery currently produces a monthly average of 3.2 million square feet of highly differentiated leathers, along with a variety of up to 70 prints at a time. Twenty-five percent of Couroquimica's production is allocated to Carmen Steffens, and the rest is sold to international brands such as **Hugo Boss**, **Timberland** and **Hyundai**. Concerned with

its environmental impact, the company has developed an on-site water-treatment plant, where 60 percent of all water used is permanently recycled.

**SAN FRANCISCO**

**The Perennial**

59 Ninth St.  
(415) 500-7788  
[www.theperennialsf.com](http://www.theperennialsf.com)

Sustainability is alive and well at The Perennial, a new restaurant by husband-and-wife team Anthony Myint and Karen Leibowitz that opened south of Market Street.

The couple is known for their other well-touted San Francisco restaurants—**Mission Street Food** and **Commonwealth**.

But for this latest endeavor, they tried to make their business as environmentally friendly and sustainable as possible. They even have

a director of living systems that cares for the restaurant's aquaponic program to grow some of its produce.

The interior of the eatery was designed with several recycled materials. The woven ceiling tiles form a canopy of California redwood, which was made from the strips shaved off support beams that once braced the ceiling of a Marin County tunnel.

The tiles are locally made at Fireclay Tile and are crafted from waste such as excess glass trimmings, curbside recycling and recycled computer monitors.

Head Chef Chris Kiyuna has the task of supporting a menu that champions progressive farming.

For example, the Kernza bread comes from a lab-bred wheatgrass that grows year-round and doesn't need yearly planting. It grows deeper and returns carbon to the soil.

While you might think The Perennial serves

➔ Shop & Dine page 16



**EUROVET**  
AMERICAS

EUROVET AMERICAS 2016 LINGERIE & SWIMWEAR TRADESHOW PLATFORM

—  
SPRING  
SUMMER  
2017  
COLLECTIONS  
—



MODE LINGERIE AND SWIM  
— CURVEXPO —  
NEW YORK - LAS VEGAS



**CURVENY NEW YORK**  
JULY 31-AUGUST 1-2 2016  
JAVITS CENTER NORTH

**CURVENV@MAGIC**  
AUGUST 15-16-17 2016  
LV CONVENTION CENTER

THE LEADING TRADE SHOW  
FOR INTIMATES, SWIMWEAR  
AND ACTIVEWEAR FABRICS



**INTERFILIÈRE**  
NEW YORK



**INTERFILIÈRE NEW YORK - SEPTEMBER 22, 2016 - THE TUNNEL**

INFO@CURVEXPO.COM — +1.212.993.8585 — EUROVETAMERICAS.COM

Shop & Dine *Continued from page 15*

only a vegetarian menu, there is plenty of meat among the carefully edited selections. There is pastured lamb, pork served with smoked yams and pearl onions, and beef served with chiogga beet and horseradish-cured root vegetables.

The trout is served with parsnips, mussels and bone-marrow broth while there is a potato confit with a clam bagna cauda.

And there is a complete bar and wine list.

**Anaïse**  
3686 20th St.  
(408) 807-9379  
[www.shopanaise.com](http://www.shopanaise.com)

"I'm very much drawn to French and Italian cinema from the '60s and '70s," says Renee Friedrich, founder of Anaïse. "There is something romantic, alluring and feminine about the way women dressed during this time. I imag-

ine the Anaïse woman as a character from this period and generally pick out lines and pieces that would fit her character and life."

Anaïse opened in 2011 as an online store and quickly built a cult-like following for its selection of hard-to-find labels in San Francisco. Opening a physical shop was always a dream of Friedrich's. That dream came true in October, when Anaïse officially planted bricks-and-mortar roots in the vibrant Mission District.

The light-filled 1,000-square-foot flagship mixes French and Italian furniture and lighting from the '50s to the '70s with hints of Japanese aesthetics to create an interior with an unassuming elegance and serene boheme.

Friedrich stocks Anaïse with timeless, quality pieces from emerging and established designers from around the world. Expect to find labels such as **A Détacher**, **Carven**, **Chalayan**, **Eatable of Many Orders**, **Electric Feathers**, **Rachel Comey**, **Vanessa Bruno** and **Ve-**



Klima

**ronique Leroy**. And take note: The eclectic mix of accessories alone is worth a trip.

**MIAMI BEACH**

**Klima**  
210 23rd St.  
(786) 453-2779  
[www.klimamiami.com](http://www.klimamiami.com)



Kit and Ace

It would seem only natural that Miami Beach would have a restaurant that injects a heavy dose of Spanish cuisine into the menu.

After all, it was Ponce de Leon who claimed Florida as part of Spain in 1513. Well, the Spanish are back with a great restaurant called Klima, which specializes in Catalan cuisine with touches of Italy and other Mediterranean areas.

The men behind the eatery are Spaniards Pablo Fernandez-Valdés and Yago Giner Viscasillas, who took a space off the Collins Avenue pedestrian mall and added a wow factor that is part contemporary and part Miami Beach casual.

The outdoor patio has cane ceiling sections, potted plants and subtropical greenery for a relaxing feeling. The main dining room has clean lines and an edge of warmth provided by a half dozen types of wood and marbles.

Many of the dishes on the menu come from Barcelona, that seaside city known for its Antonio Gaudí architecture, historic Barrio Gótico neighborhood and the hundreds of tapas bars that lend inspiration to Klima's appetizers.

Appetizers include fennel-infused beef carpaccio, ham croquets, a plate of Spanish sausages or oysters with a ceviche sauce.

The main menu was recently revamped by Executive Chef Ilde Ferrer, who is now using plankton, a sort of spice of the sea, to cook some of the seafood and lend more flavor to it. The fish dishes include bacalao, hamachi, branzino and local red snapper.

The meats—such as lamb shanks, oxtail and pork ribs—are cooked in a **Josper** oven, a charcoal-filled oven from Spain designed to grill meats evenly.

For a touch of Italy, there is short-rib cannelloni served with a port-wine sauce, cheese ravioli with black truffle cream sauce, and fettuccine with fresh morels and cream.

**Kit and Ace**  
219 NW 23rd St.  
3401 Main Highway,  
Coconut Grove  
[www.kitandace.com](http://www.kitandace.com)

Canadian-based company Kit and Ace prefers to call its retail locations "brand showrooms," as opposed to stores. Miami now houses two of the most recent new bricks-and-mortar establishments for the brand, which has been expanding across the U.S. with its proprietary machine-washable **Technical Cashmere**. The retail chain was launched by Shannon and J.J. Wilson, the wife and son of Chip Wilson, the founder of **Lululemon**.

Kit and Ace opened two locations in Miami at the end of 2015: one in the Wynwood Art District, and another in Coconut Grove.

The 1,511-square-foot Wyn-

**FIM**  
Fashion Market  
Northern California  
**NC**

**Fall 2**  
**June 26-28**

**San Mateo Event Center**  
over 2,000 collections.  
largest open booth show  
on the west coast.

[fashionmarketnorcal.com](http://fashionmarketnorcal.com)



18th & Vine

wood location does not disappoint, housing curated cultural elements among its retail therapy offerings. Because what's a trip to Miami without a little art?

The Wynwood showroom exterior merges local tradition with the Kit and Ace design aesthetic. Designed and installed by **2 Alas**, the blue-and-white exterior mural in the showroom plays on the tradition of the Wynwood walls with a Kit and Ace spin.

Inside, the shop has a classic West Coast modern feel, with Pacific gray floors, crisp white walls and "hyper-local" elements. The art elements include pieces created by Miami artists and photographers, including a large iconic photograph taken by Max Reed, titled "Building Blocks," and a custom neon sign that reads "Time Is Precious."

Kit and Ace already has 32 showrooms across the U.S., with 55 locations worldwide and 10 new locations slated to open later this year, including in Atlanta, Cincinnati, Washington, Detroit and New York.

"We like to show up in neighborhoods that have a curated selection of retailers and a strong creative community," said a company spokesperson.

**DALLAS**

**18th & Vine**  
4100 Maple Ave.  
(214) 443-8335  
[www.18thandvinebbq.com](http://www.18thandvinebbq.com)

Inside an old house in the Oak Lawn district of Dallas is a new restaurant that puts a different spin on the world of BBQ.

There must be enough Texas-style BBQ joints in Dallas to pave the road between Texas and Oklahoma, but not too many spots can say they serve Kansas City-style barbecue because we aren't in Kansas anymore, as Dorothy told Toto.

Kansas City barbecue is meat that is slow-smoked over a variety of woods and then covered with a thick tomato and molasses-based sauce.

The co-owner of 18th & Vine is Matt Dallman, a Kansas guy who married a Texas woman and moved to Dallas. But Dallman missed his Kansas City-style BBQ so much that he found a smoker and learned how to cook meat the way he liked it.

He and his wife, Kim, paired up with Chef Scott Gottlich, a Dallas native, to open this eatery, which has been described as more Texas chic than down-home Texas joint.

To begin with, the interior of the restaurant—with its black leather banquettes, black wood paneling and framed photos of great jazz musicians—seems more upscale than most BBQ places. The venue was designed by **Brooke Roberston Interiors** and **Mitchell Garman Architects**.



Alice + Olivia

Everyone who dines at the eatery raves about the burnt ends—an appetizer that consists of cubed brisket in a thick sauce. Other favorite starters are the fried okra and the potato skins.

Of course, meats are the specialty here with dishes such as pork chops and barbecued pork belly served with sweet potatoes and Granny Smith apples or the ever-popular pulled pork.

But there is seafood and chicken such as

the smoked gulf shrimp and grits as well as the wood-kissed salmon.

Believe it or not there is a vegetarian option—cauliflower steak.

**Alice + Olivia**  
7 Highland Park Village,  
Suite 7B  
(972) 426-7364  
[www.aliceandolivia.com](http://www.aliceandolivia.com)

Alice + Olivia's 1,313-square-foot **Highland Park Village** store is the brand's 17th domestic retail store but the first stand-alone location in Texas. With a prime position in the luxury shopping center, the store, which opened this past October, offers customers an intimate and whimsical shopping experience showcasing the brand's complete product offering each season.

The store's interior takes inspiration from the brand's ethos in a fresh perspective, with

subway-tiled walls, cement floors and black and white-striped drapes.

Since the Dallas store has opened, it has commissioned a series of in-store, pop-up installations by local Dallas artists as a special tribute to the region. The project kicked off with Rebecca Carter's "Loosed Words," which covered the store's interior walls with the artist's texts. The second installation, with artist Sergio Garcia, pulled inspiration from the Alice + Olivia designer Stacey Bendet herself to create a custom "Stace Face" tricycle in the artist's signature style. The most recent pop-up, which is currently running, includes a sculptural gown installation by Letitia Huckab.

"We are so excited about our first retail store in [Dallas]. Our vast offering from casual chic to formal will be the perfect complement to the social calendar of this vibrant city," said Deanna Berkeley, president of Alice + Olivia by Stacey Bendet.

➔ Shop & Dine page 18

PAIN & SUCRE is  
#HotForHammock

07.16 - 07.18  
9A - 6P DAILY  
W SOUTH BEACH  
HAMMOCK  
Swim & Resort Wear Trade Show

[hammockshow.com](http://hammockshow.com)

Shop & Dine *Continued from page 17*

Highland Park Village is an upscale shopping plaza located at the southwest corner of Mockingbird Lane and Preston Road in the Dallas suburb of Highland Park, which bills itself as the first self-contained shopping center in America. Other recent retail additions to Highland Park Village include **Celine** and **Etro**.

ATLANTA

**JP Atlanta**  
230 Peachtree St. NE  
(404) 523-4004  
[www.jp-atlanta.com](http://www.jp-atlanta.com)

Renowned Atlanta architect John C. Portman Jr., known for developing many of the buildings in downtown Atlanta's **Peachtree Center**, may be in his 90s but he isn't retiring his architectural skills.



JP Atlanta

He and his team recently undertook a massive project to convert an office building he designed decades ago into an upscale hotel, office space and a new restaurant called JP Atlanta, which opened in late 2015 inside the new **Hotel Indigo Atlanta Downtown**. The complex is attached to the **AmericasMart**, which Portman's firm completed in 1961.

Portman injected sleek colors into the interior design of the eatery, with tall silvery



The Frye Company

columns and matching silvery chairs. A round canopy tops the circular bar and a swirl of colors carpets some of the walls.

The restaurant draws inspiration from Portman's previous restaurant, called **The Midnight Sun**, which operated in the downtown area between the 1960s and the 1980s.

Hired to guide the menu was Executive Chef Julio Delgado, a native of Puerto Rico who has years of experience at several high-

end Atlanta restaurants.

Delgado draws on local farms for his ingredients, which make up his modern cuisine, re-developed classic dishes from the 1960s.

Small dishes include white asparagus cream soup, crab rolls, a spicy vegetable salad, grilled octopus and grilled red shrimp.

Main dishes are standards with a twist. The roasted pork loin is served with sun chokes, blackberries and mustard greens. The lamb leg is accompanied with smoked apricots, artichokes and black garlic. The beef rib eye comes with trumpet mushrooms, new potatoes and beef jus.

The seared scallops are served with zucchini squash and carrot lobster sauce, and the spring trout comes with cauliflower, navel oranges and caper butter.

The restaurant is open for breakfast, lunch and dinner.

**The Frye Company**

675 Ponce De Leon Ave. NE  
(404) 685-3793  
[www.thefryecompany.com](http://www.thefryecompany.com)

The Frye Company's **Ponce City Market** retail store opened in August 2015 and has already garnered much attention, including earning The Retail Design Institute Award for Best Soft-Line Specialty Store in the footwear category for 2016.

Housed in the historic **Sears Roebuck** distribution center—originally built in 1926—the Frye Company's 4,000-square-foot store is on the center's main level arcade. The storefront replicates the warehouse windows seen above the main level.

Based on Frye's heritage steeped in American craftsmanship, the Atlanta store highlights the brand's legacy through a celebration of authentic products and iconic leather goods. The space showcases the breadth of the brand's footwear and accessories for men, women and children, maintaining the tradition of quality and craftsmanship that has been a hallmark of The Frye Company.

The store's most dramatic feature is an enormous installation known as "The Chandelier," which consists of 7,000 leather straps holding Frye's signature harness rings. Surrounding The Chandelier are shelving units inspired by a craftsman's toolbox from the turn of the century. The toolbox units have been redesigned to work as shelving within the stores "workshop" and display "The Archive," a curated grid wall of handbags, which coordinate back to the footwear.

The store draws inspiration from vintage artisan workshops, incorporating details in the furniture, lighting and displays. Raw materials used throughout the store are left to weather, with the assertion that each becomes better with age, just like its products. Tables designed to reference workbenches coexist with custom seating in gray upholstery accented by bronze legs and vintage carpets.

The curated environment, designed by Frye's in-house team, in partnership with **Carlton Architecture of New York**, captures the spirit and essence of the brand's 153-year history while incorporating unique characteristics of the locale. The store has a distinct character, conveying a sense of warmth and familiarity via a sensory journey of rich leathers, craftsmanship and history. ●

**SURF**  
E X P O

THE GLOBAL WATERSPORTS AND BEACH LIFESTYLE TRADESHOW  
**SEPTEMBER 8-10 2016**  
BOARD DEMO DAY SEPTEMBER 7 ORLANDO, FL

SURF SKATE SUP WAKE WIND KAYAK & CANOE SWIM RESORT COASTAL GIFT BOUTIQUE FOOTWEAR PERFORMANCE

REGISTER TO ATTEND • [SURFEXPO.COM](http://SURFEXPO.COM)  
A Trade Only Event



# CHANGE YOU CAN BELIEVE IN

Up your quality, not your budget. That's our platform—a commitment we can deliver on. We know, pretty weird for an election year.



We make Supima® work.

**You want the best quality materials for your brand. We want that, too.**  
We can help you afford the world's finest cotton, all while optimizing your supply chain and increasing your margins.

See how sensible Supima can be at [buhleryarns.com/Supima](http://buhleryarns.com/Supima)



# International Trade Show Calendar

**May 13**  
**London Bridal Fashion Week**  
 London  
 Through May 16

**May 15**  
**Surtex**  
 New York  
 Through May 17  
**Mercedes-Benz Fashion Week Australia**  
 Sydney  
 Through May 20

**May 17**  
**Apparel Sourcing Show**  
 Guatemala City  
 Through May 19  
**Dye + Chem Brazil**  
 São Paulo  
 Through May 19  
**International Yarn & Fabric Show**  
 São Paulo  
 Through May 19

**May 18**  
**Denim Première Vision**  
 Barcelona  
 Through May 19

**May 19**  
**Imprinted Sportswear Show**  
 Nashville, Tenn.  
 Through May 21

**May 20**  
**Fit Expo**  
 Poznań, Poland  
 Through May 22  
**Modaprima**  
 Florence, Italy  
 Through May 22

**Si Sposaitalia Collezioni**  
 Milan  
 Through May 23

**May 21**  
**GTS Jewelry & Accessories Expo**  
 Greensboro, N.C.  
 Through May 23

**May 23**  
**SPREE Recon**  
 Las Vegas  
 Through May 25

**May 24**  
**Kingpins**  
 Hong Kong  
 Through May 25  
**Premium Textile Japan**  
 Tokyo  
 Through May 25

**May 25**  
**Tissu Premier**  
 Lille, France  
 Through May 26

**June 1**  
**Shoes & Leather Guangzhou**  
 Guangzhou, China  
 Through June 3

**June 2**  
**The NBM B.I.G. Show**  
 Indianapolis  
 Through June 4

**Atlanta Apparel**  
 Atlanta  
 Through June 5

**Couture**  
 Las Vegas  
 Through June 6



**Atlanta Apparel** is the largest apparel market on the East Coast, offering thousands of contemporary and ready-to-wear women's, children's, and accessories lines all together in one location at one time. As the apparel and accessories collection of AmericasMart® Atlanta, it features an expansive—and growing—product mix, including contemporary, ready-to-wear, young contemporary, social occasion, bridal, activewear, resort wear, swim, lingerie, fashion jewelry, fine jewelry, shoes, handbags, and more showcased in permanent showrooms and temporary exhibition booths. Trend-driven, juried temporary collections include Première (women's premium high-end/contemporary apparel, denim, and accessories), Première LUXE (high-quality luxury apparel and accessories), and Emerging Designers (new-to-market designers). Atlanta Apparel presents five apparel Markets and three specialty Markets: WORLD OF PROM (prom, pageant, quinceañera, social occasion) each year and VOW | New World of Bridal twice each year. [www.AmericasMart.com/apparel](http://www.AmericasMart.com/apparel)



Five seasons a year, buyers from around the globe flock to the **CMC (California Market Center)** for Los Angeles Fashion Market, the West Coast's premier destination for thousands of apparel and lifestyle collections displayed in hundreds of the CMC's showrooms and temporary exhibitor showcases. Featured trade shows include ALT, Activewear & Lifestyle Tradeshow, Select Contemporary Tradeshow, Transit LA Shoe Show, and the LA Kids Market. LA Fashion Market at the CMC now offers visiting retailers and brands more opportunities and resources than ever before to exhibit in and shop from. [www.cmcctl.com](http://www.cmcctl.com)

**June 4**  
**Norton's Apparel, Jewelry & Gift Market**  
 Gatlinburg, Tenn.  
 Through June 6

**June 5**  
**Michigan Women's Wear Market**  
 Livonia, Mich.  
 Through June 6

**Travelers Show**  
 Philadelphia  
 Through June 6

**Denver Apparel & Accessory Market**  
 Denver  
 Through June 7

**ITMA Showtime**  
 High Point, N.C.  
 Through June 8

**June 6**  
**Brand Assembly**  
 Through June 8  
 Los Angeles

**Designers and Agents**  
 Los Angeles  
 Through June 8

**Fukuoka International Gift Show**  
 Fukuoka City, Japan  
 Through June 8

**ALT**  
 Los Angeles  
 Through June 8

**Emerge**  
 Los Angeles  
 Through June 8

**Select**  
 Los Angeles  
 Through June 8

**Transit**  
 Los Angeles  
 Through June 8

**LA Fashion Market**  
 Los Angeles  
 Through June 9

**LA Kids' Market**  
 Los Angeles  
 Through June 9

**June 7**  
**New York Shoe Expo**  
 New York  
 Through June 9

**NW Trend Show**  
 Seattle  
 Through June 9

**MosShoes**  
 Moscow  
 Through June 10

**June 8**  
**Connections**  
 New York  
 Through June 9

**Dallas Apparel & Accessories Market**  
 Dallas  
 Through June 11

**June 9**  
**Coast**  
 South Beach, Fla.  
 Through June 10

**June 12**  
**ABC Salon**  
 Munich  
 Through June 13

**Arizona Apparel, Accessories, Shoes & Gift Show**  
 Mesa, Ariz.  
 Through June 13

**Northstar Fashion Exhibitors**  
 St. Paul, Minn.  
 Through June 13

**Travelers Show**  
 Baltimore  
 Through June 13

**New England Apparel Club**  
 Marlboro, Mass.  
 Through June 15

**June 14**  
**Pitti Immagine Uomo**  
 Florence  
 Through June 17

**June 15**  
**Atlanta Shoe Market**  
 Atlanta  
 Through June 16

**DG Expo Fabric & Trim Show**  
 Dallas  
 Through June 16

**FIG**  
 Dallas  
 Through June 17

**June 18**  
**White**  
 Milan  
 Through June 20

**June 19**  
**Bubble London**  
 London  
 Through June 20

**June 21**  
**CALA**  
 San Francisco  
 Through June 22

**The Metropolitan New York Shoe, Footwear & Accessories Market**  
 Edison, N.J.  
 Through June 22

**Licensing Expo**  
 Las Vegas  
 Through June 23

**WWSRA**  
 Denver  
 Through June 23

**June 22**  
**Ambiente**  
 New Delhi  
 Through June 24

**Heimtextil India**  
 New Delhi  
 Through June 24

**Men's Fashion**  
 Paris  
 Through June 26

**Dallas Total Gift & Home Market**  
 Dallas  
 Through June 28

**June 23**  
**Pitti Immagine Bimbo**  
 Florence  
 Through June 25

**Hong Kong Jewellery & Gem Fair**  
 Hong Kong  
 Through June 26

**June 25**  
**Capsule**  
 Paris  
 Through June 26

**GTS Florida Expo**  
 Orlando, Fla.  
 Through June 27

**Tranoi**  
 Paris  
 Through June 27

**June 26**  
**The Deerfield Show**  
 Deerfield, Ill.  
 Through June 27

**Fashion Market Northern California**  
 San Mateo, Calif.  
 Through June 28

**June 27**  
**Mercedes-Benz Fashion Week Berlin**  
 Berlin  
 Through July 1

**June 29**  
**Agenda**  
 Long Beach, Calif.  
 Through June 30

**Pitti Immagine Filati**  
 Florence  
 Through July 1

**June 30**  
**Connections**  
 Berlin  
 Through July 1

**July TBA**  
**Fashion Designers Expo (TBA)**  
 Los Angeles

**JFW International Fashion Fair (TBA)**  
 Tokyo

**Milano Unica (TBA)**  
 New York

**July 1**  
**Mercedes-Benz Fashion Week Amsterdam**  
 Amsterdam  
 Through July 11

**July 2**  
**Playtime**  
 Paris  
 Through July 4

**July 3**  
**Haute Couture**  
 Paris  
 Through July 7

**July 4**  
**Hong Kong Fashion Week**  
 Hong Kong  
 Through July 7

**July 5**  
**View**  
 Munich  
 Through July 6

**July 6**  
**Anteprima**  
 Milan  
 Through July 7

## SUN STATE TRADE SHOWS

**Sun State Trade Shows, LLC**, is a company that organizes and promotes wholesale booth-inspired trade shows in Mesa, Ariz. (January Market); Phoenix, Ariz. (April Market); and San Diego, Calif. (March Market). We feature clothing lines for misses, juniors, and contemporary sizes: petite to plus. We also feature accessories, shoes, hats, and gifts from the moderate-to-better price range. Upcoming show dates are June 12–13, 2016 (Arizona Apparel, Accessories, Shoes & Gift Show at the Mesa Convention Center) and Oct. 30–Nov. 1, 2016 (Phoenix Convention Center). Then Nov. 7–8, 2016 (San Diego Apparel, Accessories, Shoes & Gift Show at the Town & Country Resort & Convention Center). For more information, visit [www.arizonaapparelshow.com](http://www.arizonaapparelshow.com) or [www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com) or email [info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com) or [chinds@sandiegoapparelshow.com](mailto:chinds@sandiegoapparelshow.com)

**Travelers Show**  
 Pittsburgh  
 Through June 27

**Chicago Apparel & Accessories Market**  
 Chicago  
 Through June 28

**SMOTA**  
 Miami  
 Through June 28

**Francal**  
 São Paulo  
 Through June 29

**June 27**  
**CALA**  
 Denver  
 Through June 28

**WWSRA**  
 Portland, Ore.  
 Through June 29

**June 28**  
**Panorama**  
 Berlin  
 Through June 30

**Premium**  
 Berlin  
 Through June 30

**Seek**  
 Berlin  
 Through June 30

**Mercedes-Benz Fashion Week Berlin**  
 Berlin  
 Through July 1

**June 29**  
**Agenda**  
 Long Beach, Calif.  
 Through June 30

**Pitti Immagine Filati**  
 Florence  
 Through July 1

**June 30**  
**Connections**  
 Berlin  
 Through July 1

**July TBA**  
**Fashion Designers Expo (TBA)**  
 Los Angeles

**JFW International Fashion Fair (TBA)**  
 Tokyo

**Milano Unica (TBA)**  
 New York

**July 1**  
**Mercedes-Benz Fashion Week Amsterdam**  
 Amsterdam  
 Through July 11

**July 2**  
**Playtime**  
 Paris  
 Through July 4

**July 3**  
**Haute Couture**  
 Paris  
 Through July 7

**July 4**  
**Hong Kong Fashion Week**  
 Hong Kong  
 Through July 7

**July 5**  
**View**  
 Munich  
 Through July 6

**July 6**  
**Anteprima**  
 Milan  
 Through July 7

**Blossom Première Vision**  
 Paris  
 Through July 7

**EIMI**  
 Bucaramanga, Colombia  
 Through July 7

**Prima Mu**  
 Milan  
 Through July 7

**Spinexpo**  
 Paris  
 Through July 7

**ispo**  
 Shanghai  
 Through July 8

**July 9**  
**Interfilière**  
 Lyon, France  
 Through July 11

**Mode City**  
 Lyon, France  
 Through July 11

**TrendSet**  
 Munich  
 Through July 11

**July 10**  
**Modefabriek**  
 Amsterdam  
 Through July 11

**Capsule**  
 New York  
 Through July 12

**Liberty Fairs**  
 New York  
 Through July 12

**July 12**  
**Hometextiles Sourcing Market**  
 New York  
 Through July 14

**International Apparel Sourcing Show**  
 New York  
 Through July 14

**Texworld USA**  
 New York  
 Through July 14

**Atlanta International Gift & Home Furnishings Market**  
 Atlanta  
 Through July 19

**July 13**  
**ASI Show**  
 Chicago  
 Through July 14

**London Textile Fair**  
 London  
 Through July 14

**SoCal Materials Show**  
 Los Angeles  
 Through July 14

**July 14**  
**The NBM Show**  
 Long Beach, Calif.  
 Through July 16

**Jewelry, Fashion & Accessories Show**  
 Rosemont, Ill.  
 Through July 17

**July 16**  
**SwimShow**  
 Miami Beach, Fla.  
 Through July 19

**Designer Forum**  
 New York  
 Through July 17

**Cabana**  
 Miami  
 Through July 18

**Hammock/Salon Allure**  
 Miami Beach, Fla.  
 Through July 18

**July 17**  
**Project New York**  
 New York  
 Through July 19

**Project Sole**  
 New York  
 Through July 19

**The Tents**  
 New York  
 Through July 19

**July 17**  
**MRket**  
 New York  
 Through July 19

**July 17**  
**Intermoda**  
 Guadalajara, Mexico  
 Through July 22

**July 20**  
**Market (LA Mart)**  
 Los Angeles  
 Through July 25

**July 22**  
**LAMKT**  
 Los Angeles  
 Through July 25

**July 24**  
**Cobb Trade Show**  
 Atlanta  
 Through July 25

**Dallas Men's Show**  
 Dallas  
 Through July 26

**July 24**  
**SpinExpo**  
 New York  
 Through July 21

**July 24**  
**Intermoda**  
 Guadalajara, Mexico  
 Through July 22

**July 24**  
**SpinExpo**  
 New York  
 Through July 21

**July 24**  
**Intermoda**  
 Guadalajara, Mexico  
 Through July 22

**July 24**  
**SpinExpo**  
 New York  
 Through July 21

**July 24**  
**Intermoda**  
 Guadalajara, Mexico  
 Through July 22

**July 24**  
**SpinExpo**  
 New York  
 Through July 21

**July 17**  
**MRket**  
 New York  
 Through July 19  
**Project New York**  
 New York  
 Through July 19  
**Project Sole**  
 New York  
 Through July 19  
**The Tents**  
 New York  
 Through July 19



Register now for North America's largest apparel fabrics show! **TexworldUSA** is a key resource for fabric buyers, R&D, product development, designers, merchandisers, and sourcing executives. This is a must-attend event for professionals in every facet of the industry—ready to be inspired by fabrics, influenced by the latest trends and introduced to a host of reliable, cutting-edge apparel textile companies. Join us for three days of sourcing, seminars, and networking July 12–14, Jacob K. Javits Convention Center, New York, N.Y. [www.texworldusa.com](http://www.texworldusa.com)

**July 18**  
**Agenda**  
 Miami  
 Through July 19

**Coast**  
 Miami  
 Through July 19

**India International Garment Fair**  
 New Delhi, India  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20

**July 19**  
**LA Swim Week**  
 Los Angeles  
 Through July 20

**Lineapelle New York**  
 New York  
 Through July 20

**Milano Unica**  
 New York  
 Through July 20

**Première Vision New York**  
 New York  
 Through July 20



From brand-new events to brand-new lines to a complete redesign of the entire layout, **SwimShow** will be bolder and better than ever. As the industry's largest and most established swimwear trade show, we're kicking off the start of the buying season by hosting four days of the best swim brands in the world. Not to miss is the expanded men's, children's, accessories, resort, and lifestyle areas—which feature the best new and fashion-focused collections we are seeing from this area of the industry. Show dates are July 16–19 at the Miami Beach Convention Center. [www.swimshow.com](http://www.swimshow.com)



The best American & international children's brands

180 collections

Clothing . Accessories . Shoes  
Gift . Toys . Home

July 31 - August 2  
Metropolitan Pavilion  
125 W 18<sup>th</sup> St, New York

illustration Manon Debaye



PARIS  
July 2 → 4, 2016  
[www.playtimeparis.com](http://www.playtimeparis.com)



NEW YORK  
July 31 → August 2, 2016  
[www.playtimenewyork.com](http://www.playtimenewyork.com)



TOKYO  
August 23 → 25, 2016  
[www.playtimetokyo.com](http://www.playtimetokyo.com)

FOR PROFESSIONALS ONLY

CHILDREN'S & MATERNITY TRADE SHOWS WORLDWIDE!

[www.playtimenewyork.com](http://www.playtimenewyork.com)



Tired of traditional lending solutions?  
**Try Milberg Factors**  
 on for size.

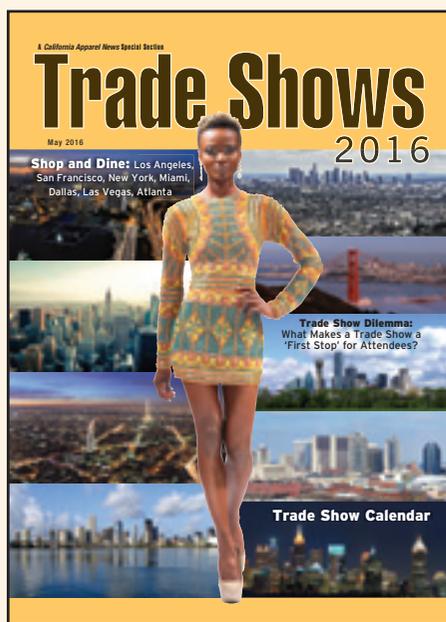
You need financing or credit approvals to operate – now. Not in a few weeks or months. Thanks to Milberg Factors you can get what you need quickly and easily. As a privately held business – and one of the largest factoring and commercial finance firms in the US – we don't spend time in meetings, but in working directly with our clients to tailor financial solutions that can help you produce and profit.



Please call Dave Reza at (818) 649-7587 or Jeff Sesko at (818) 649-8561 to discuss further

CALIFORNIA | NEW YORK | NORTH CAROLINA  
 WWW.MILBERGFACTORS.COM

Get into  
 the next



TRADE  
 SHOW  
 SPECIAL  
 SECTION

CALIFORNIA  
**ApparelNews**

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

Trade Shows *Continued from page 20*

**JA New York**

New York  
 Through July 26

**Pure London**

London  
 Through July 26

**Philadelphia Gift Show**

Oaks, Penn.  
 Through July 27

**July 26**

**Colombiamoda**

Medellin, Colombia  
 Through July 28

**Global Shoes (GDS)**

Düsseldorf, Germany  
 Through July 28



Twice a year, **AEPC** showcases the best of India's garment export capabilities through the prestigious India International Garment Fair, playing host to over 350 exhibitors displaying the exotic, the haute, the pret, the contemporary, and much, much more. With AEPC's expertise and all the advantages that India has, it makes for a truly win-win situation—Indian exporters grow stronger each year in their achievements, skills, and proficiency, while international buyers get superior solutions for their garment imports. [www.aepcindia.com](http://www.aepcindia.com)

**July 30**

**Innatex**

Frankfurt, Germany  
 Through Aug. 1

**Orlando Gift Show**

Orlando, Fla.  
 Through Aug. 1

**Windy City Gift Show**

Rosemont, Ill.  
 Through Aug. 2

**July 31**

**Accessorie Circuit**

New York  
 Through Aug. 2

**AccessoriesTheShow**

New York  
 Through Aug. 2

**Chicago Collective**

Chicago  
 Through Aug. 2

**Children's Club**

New York  
 Through Aug. 2

**CurveNY**

New York  
 Through Aug. 2

**Fame**

New York  
 Through Aug. 2

**Intermezzo**

New York  
 Through Aug. 2

**Moda**

New York  
 Through Aug. 2

**Playtime**

New York  
 Through Aug. 2

**ASDMARKETWeek**

Las Vegas  
 Through Aug. 3

**August TBA**

**India International Leather Fair**

Delhi, India

**Montreal Fashion Week**

Montreal

**Aug. 1**

**ALT**

Los Angeles  
 Through Aug. 3

**Emerge**

Los Angeles  
 Through Aug. 3

**Select**

Los Angeles  
 Through Aug. 3

**Transit**

Los Angeles  
 Through Aug. 3

**LA Fashion Market**

Los Angeles  
 Through Aug. 4

**LA Gift & Home Market**

Los Angeles  
 Through Aug. 4

**LA Kids' Market**

Los Angeles  
 Through Aug. 4

**Aug. 2**

**IFLS+EICI**

Bogotá  
 Through Aug. 4

**New York Shoe Expo**

New York  
 Through Aug. 4

**Aug. 3**

**DG Expo Fabric & Trim Show**

New York  
 Through Aug. 4

**Outdoor Retailer**

Salt Lake City  
 Through Aug. 6

**Aug. 4**

**Atlanta Apparel and World of Prom**

Atlanta  
 Through Aug. 8

**Aug. 6**

**Premium Order**

Munich  
 Through Aug. 8

**Wäsche Und Mehr**

Köln, Germany  
 Through Aug. 8

**Westcoast Trend Show**

Los Angeles  
 Through Aug. 8

**SF Market**

San Francisco  
 Through Aug. 9

**Home & Giving Fair**

Melbourne  
 Through Aug. 10

**Aug. 7**

**TRU Show**

San Francisco  
 Through Aug. 8

**Moda**

Birmingham, U.K.  
 Through Aug. 9

**Stylemax**

Chicago  
 Through Aug. 9



**DG Expo Fabric & Trim Show** is a two-day show featuring U.S. and Canadian companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In addition to the two-day show, there are textile classes. Our Dallas show is June 15–16. Our New York show is Aug. 3–4 as well as a Miami show (Oct. 6–7) and San Francisco (Nov. 20–21). Visit our website for details and to register. [www.dgexpo.net](http://www.dgexpo.net)

**Toronto Gift Fair**

Toronto  
 Through Aug. 10

**Aug. 8**

**Swim Collective**

Huntington Beach, Calif.  
 Through Aug. 9

**Printsource New York**

New York  
 Through Aug. 10

**Aug. 10**

**Copenhagen International Fashion Fair**

Copenhagen  
 Through Aug. 12

**FIG**

Dallas  
 Through Aug. 12



**Surf Expo** is the longest-running and largest watersports and beach/resort lifestyle trade show in the world. Produced in January and September each year, the shows draw buyers from specialty stores, major resorts, cruise lines, and beach rental companies from across the U.S. and more than 70 countries. Surf Expo features approximately 2,600 booths of apparel and hard goods and a full lineup of special events, demos, fashion shows, and annual award ceremonies. The show is consistently awarded by the trade-show industry for growth in attendance; recently the 2015 shows were named among TSNN's Top 25 Fastest Growing Trade Shows for attendance. For more information, visit [www.surfexpo.com](http://www.surfexpo.com). All shows are open to the trade only. The next Surf Expo is September 8–10, 2016, with Board Demo Day Sept. 7.



Outdoor Retailer brings together manufacturers and buyers, advocates, and media as the leading growth vehicle for the outdoor industry. Stores from around the world come to shop the largest collection of innovative gear, apparel, footwear, and accessories for the outdoor and lifestyle markets. Outdoor Retailer also provides and promotes retailer education, advocacy, responsibility, and critical face-to-face business initiatives within the outdoor industry. Consistently named among Trade Show News Network's 25 fastest-growing trade shows by attendance, Outdoor Retailer connects approximately 50,000 attendees on a semi-annual basis for its Summer and Winter Market shows and thousands more through its year-round online resources and platforms. Outdoor Retailer Summer Market will be held in Salt Lake City, Utah, Aug. 3–6, 2016, with the Open Air Demo held at Pineview Reservoir on Aug. 2, 2016. [www.outdoorretailer.com](http://www.outdoorretailer.com)

**Dallas Apparel & Accessories Market**

Dallas  
 Through Aug. 13

**Kidsworld**

Dallas  
 Through Aug. 13

**Aug. 11**

**Active Collective**

Huntington Beach, Calif.  
 Through Aug. 12

**Aug. 12**

**Memphis Gift and Jewelry Show**

Memphis  
 Through Aug. 14

**Aug. 13**

**GTS Jewelry & Accessories Expo**

Greensboro, N.C.  
 Through Aug. 15

**OffPrice**

Las Vegas  
 Through Aug. 16

**Seattle Gift Show**

Seattle  
 Through Aug. 16

**WWIN**

Las Vegas  
 Through Aug. 16

**Aug. 14**

**Alberta Gift Fair**

Alberta, Canada  
 Through Aug. 17

**Sourcing at MAGIC**

Las Vegas  
 Through Aug. 17

**Aug. 15**

**Accessories The Show**

Las Vegas  
 Through Aug. 17

**Agenda**

Las Vegas  
 Through Aug. 17

**Capsule**

Las Vegas  
 Through Aug. 17

**Children's Club MAGIC**

Las Vegas  
 Through Aug. 17

**CurveNV@MAGIC**

Las Vegas  
 Through Aug. 17

**FN Platform**

Las Vegas  
 Through Aug. 17

**ISAM**

Las Vegas  
 Through Aug. 17

**KidShow**

Las Vegas  
 Through Aug. 17

**Liberty Fairs**

Las Vegas  
 Through Aug. 17

**MRket**

Las Vegas  
 Through Aug. 17

**Playground**

Las Vegas  
 Through Aug. 17

**Pooltradeshow**

Las Vegas  
 Through Aug. 17

**Project**

Las Vegas  
 Through Aug. 17

**Project Women's**

Las Vegas  
 Through Aug. 17

**Stitch**

Las Vegas  
 Through Aug. 17

**The Collective**

Las Vegas  
 Through Aug. 17

**The Tents**  
Las Vegas  
Through Aug. 17  
**WSA@MAGIC**  
Las Vegas  
Through Aug. 17  
**WDMAGIC**  
Las Vegas  
Through Aug. 17

**Aug. 16**  
**PGA Expo**  
Las Vegas  
Through Aug. 17

**Aug. 18**  
**The NBM Show**  
Baltimore  
Through Aug. 20

**Aug. 19**  
**New Orleans Gift and Jewelry Show**  
New Orleans  
Through Aug. 20

**Northwest Shoe Travelers Market**  
Shakopee, Minn.  
Through Aug. 21



We at **Texollini** use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 25 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand. [www.texollini.com](http://www.texollini.com)

**Aug. 20**  
**Atlanta Shoe Market**  
Atlanta  
Through Aug. 22

**NY Now**  
New York  
Through Aug. 24

**Aug. 21**  
**Bodyfashion**  
Mijdrecht, Netherlands  
Through Aug. 23

**Fashion Market Northern California**  
San Mateo, Calif.  
Through Aug. 23

**Toronto Shoe Show**  
Toronto  
Through Aug. 23

**Coeur**  
New York  
Through Aug. 24

**Aug. 22**  
**Apparel Textile Sourcing Canada**  
Toronto  
Through Aug. 24

**Aug. 23**  
**Playtime**  
Tokyo  
Through Aug. 25

**Aug. 24**  
**Intertextile**  
Shanghai  
Through Aug. 26  
**Lakme Fashion Week**  
Mumbai, India  
Through Aug. 28



**Playtime New York** offers a curated domestic and international selection of today's best children's brands in a creative and warm work environment. "Playtime New York has become a hub for the very best children's brands."—Babyology. "After 30 years in the baby business and attending many disappointing shows, I found Playtime to be fabulous! As a buyer I am always looking for new and creative lines. At Playtime I found them!"—Denny's/J&S. Bacabuche, Everbloom, Mini Rodini, Misha and Puff, Noch Mini, Paper Wings, Plantoy's, Rose Pistol, Tia Cibani and Tuchinda already confirmed their participation in next edition, which will take place July 31–Aug. 2 at the Metropolitan Pavilion, New York. Check out details and pre-register for free: [www.playtimenewyork.com](http://www.playtimenewyork.com)



**Hammock** takes place July 16–18 at the W South Beach. The show continues to focus on its founding mission: to provide boutique swim and resort-wear designer brands a sophisticated, event-based platform to launch their new collections in style. The three-day event will feature leading swim brands like Beach Bunny, Elena Makri, Indah, Kaohs, L'Agent by L'Agent Provocateur, Pain de Sucre, and Sol Kissed. For more details on the show schedule or to register, please visit [www.hammockshow.com](http://www.hammockshow.com).

**Aug. 26**  
**Denver Apparel & Accessories Market**  
Denver  
Through Aug. 28

**Rocky Mountain Gift Show**  
Denver  
Through Aug. 28

**Aug. 27**  
**Fort Lauderdale Gift Show**  
Fort Lauderdale, Fla.  
Through Aug. 29

**STYL/KABO**  
Brno, Czech Republic  
Through Aug. 29

**Trendz**  
Palm Beach, Fla.  
Through Aug. 29

**Aug. 28**  
**Couture**  
Los Angeles  
Through Aug. 29

**Michigan Shoe Market**  
Livonia, Mich.  
Through Aug. 29

**Boston Collective**  
Boxborough, Mass.  
Through Aug. 30

**Northstar Fashion Exhibitors**  
St. Paul, Minn.  
Through Aug. 30

**New England Apparel Club**  
Marlboro, Mass.  
Through Aug. 31

**Aug. 29**  
**BTS**  
Poznan, Poland  
Through Aug. 31

**Fast Fashion**  
Poznan, Poland  
Through Aug. 31

**Next Season**  
Poznan, Poland  
Through Aug. 31

**Poznan Fashion Fair**  
Poznan, Poland  
Through Aug. 31

**Aug. 30**  
**CALA**  
San Francisco  
Through Aug. 31

**NW Materials Show**  
Portland, Ore.  
Through Aug. 31

**Munich Fabric Start**  
Munich  
Through Sept. 1

**NW Trend Show**  
Seattle  
Through Sept. 1

**SpinExpo**  
Shanghai  
Through Sept. 1

**SAPICA**  
León, Mexico  
Through Sept. 2

**Aug. 31**  
**All China Leather Exhibition (ACLE)**  
Shanghai  
Through Sept. 2

**CPM Body & Beach—Moscow Mode Lingerie**  
Moscow  
Through Sept. 3

**Dhaka International Yarn & Fabric Show**  
Dhaka, Bangladesh  
Through Sept. 3

**Dye + Chem Bangladesh**  
Dhaka, Bangladesh  
Through Sept. 3

**Textech International Expo**  
Dhaka, Bangladesh  
Through Sept. 3

**September TBA**  
**Art Hearts Fashion (TBA)**  
New York

**Connections (TBA)**  
Chicago

**Fashion Week San Diego (TBA)**  
La Jolla, Calif.

**International Textiles Expo (TBA)**  
Las Vegas

**Mercedes-Benz Fashion Week Madrid (TBA)**  
Madrid

**Mercedes-Benz Fashion Week Sydney (TBA)**  
Sydney

**Mode (TBA)**  
Shanghai

**Sept. 1**  
**Japan Jewellery Fair**  
Tokyo  
Through Sept. 3

**Spinactive**  
Shanghai  
Through Sept. 3

**Sept. 2**  
**Bread and Butter**  
Berlin  
Through Sept. 4

**Premiere Classe**  
Paris  
Through Sept. 5

**Sept. 3**  
**Londonedge**  
London  
Through Sept. 6

**Micam**  
Milan  
Through Sept. 6

**Mipel**  
Milan  
Through Sept. 6

**Riviera by Mode City**  
Cannes, France  
Through Sept. 6

**Sept. 6**  
**Milano Unica**  
Milan  
Through Sept. 8

**Shirt Avenue**  
Milan  
Through Sept. 8



**Curvexpo** is the only show in North America solely dedicated to designer intimate apparel, swimwear, and men's underwear. Curvexpo will be presenting the collections of over 350 brands at Mode Lingerie and Swim CurveNY July 31–Aug. 2, 2016, at the Javits Center North, and CurveNV@MAGIC Aug. 15–17, 2016, at the Las Vegas Convention Center. For more information, please visit our website: [www.eurovetamericas.com](http://www.eurovetamericas.com)

**Sept. 7**  
**Indiana Women's Apparel Club**  
Plainfield, Ind.  
Through Sept. 8

**NE Materials Show**  
Danvers, Mass.  
Through Sept. 8

**Tokyo International Gift Show**  
Tokyo  
Through Sept. 9

**CentreStage**  
Hong Kong  
Through Sept. 10

**CIFF**  
Shanghai  
Through Sept. 10

**Bisutex**  
Madrid  
Through Sept. 11

**Intergift**  
Madrid  
Through Sept. 11

**Madridjoya**  
Madrid  
Through Sept. 11

**Sept. 8**  
**Imprinted Sportswear Show**  
Orlando, Fla.  
Through Sept. 10

**Surf Expo**  
Orlando, Fla.  
Through Sept. 10

**National Bridal Market**  
Chicago  
Through Sept. 11

**Trends The Apparel Show**  
Edmonton, Canada  
Through Sept. 12

**Sept. 9**  
**Western Imprint Canada Show**  
Calgary, Canada  
Through Sept. 10

**International Western/English Apparel & Equipment Market**  
Denver  
Through Sept. 11

**Momad Metropolis (TBC)**  
Madrid  
Through Sept. 11

# dgexpo FABRIC & TRIM SHOW

**LOW MINIMUMS + STOCK PROGRAMS**  
for Apparel, Accessories  
& Home Furnishings

**June 15 & 16, 2016 / Dallas**  
Crowne Plaza Dallas Market Center

**August 3 & 4, 2016 / New York**  
Hotel Pennsylvania, 33rd & 7th Avenue

**October 6 & 7, 2016 / Miami**  
Miami Airport Convention Center

**November 20 & 21, 2016 / San Francisco**  
San Francisco Hilton Financial District

for details & to register go to: [www.dgexpo.net](http://www.dgexpo.net)

[info@dgexpo.net](mailto:info@dgexpo.net) / 212.804.8243



## SUN STATE TRADE SHOWS

**ARIZONA APPAREL SHOW**  
NEXT SHOW:  
June 12 & 13, 2016  
Mesa Convention Center  
Mesa, AZ

Future Show :  
October 30—November 1, 2016  
Phoenix Convention Center  
Phoenix, AZ

**SAN DIEGO APPAREL SHOW**  
NEXT SHOW:  
November 7 & 8, 2016  
Town & Country Resort Hotel  
San Diego, CA

[www.arizonaapparelshow.com](http://www.arizonaapparelshow.com)  
[info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com)

[www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com)  
[chinds@sandiegoapparelshow.com](mailto:chinds@sandiegoapparelshow.com)



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



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

Cleobella



LOS ANGELES 800 SOUTH FIGUEROA ST., SUITE 730  
LOS ANGELES, CA 90017  
P: 213.347.0101

NEW YORK 1441 BROADWAY, 22ND FLOOR  
NEW YORK, NY 10018  
P: 212.840.7575

INFO@MERCHANTFACTORS.COM

@MERCHANTFACTORS

KEEPING YOU ON COURSE  
www.merchantfactors.com

Trade Shows *Continued from page 23*



**Apparel Textile Sourcing Canada** ("ATSC") is Canada's first and premier sourcing trade show for the apparel and textile trade. ATSC is produced by JP Communications Inc., which is the parent company to Top-TenWholesale.com and Manufacturer.com. The trade show also features panels, workshops, and seminars from the world's top experts in fashion, sourcing, logistics, marketing, and government. With the support of the Canadian Apparel Federation, ATSC is the one-stop shop to meet suppliers from China, Bangladesh, India, Taiwan, Mexico, the USA, Canada, Honduras, Peru, Colombia, and more. Aug. 22-24, 2016, at the International Centre in Toronto. [www.appareltextilesourcing.com](http://www.appareltextilesourcing.com)

**Momad Shoes**  
Madrid  
Through Sept. 11

**Sept. 10**  
**I.L.M. International Leather Goods Fair**  
Offenbach, Germany  
Through Sept. 12

**Norton's Apparel, Jewelry & Gift Market**  
Gatlinburg, Tenn.  
Through Sept. 12

**Sept. 11**  
**Michigan Women's Wear Market**  
Livonia, Mich.  
Through Sept. 12

**SMOTA**  
Miami  
Through Sept. 13

**Profile Show**  
Toronto  
Through Sept. 14

**Sept. 12**  
**Las Vegas International Lingerie Show**  
Las Vegas  
Through Sept. 14

**The Sourcing Connection**  
Paris  
Through Sept. 14

**Apparel Sourcing Paris**  
Paris  
Through Sept. 15

**Texworld**  
Paris  
Through Sept. 15

**Sept. 13**  
**Première Vision**  
Paris  
Through Sept. 15

**Asia's Fashion, Jewellery and Accessories Fair**  
Hong Kong  
Through Sept. 16

**Las Vegas Souvenir & Resort Gift Show**  
Las Vegas  
Through Sept. 16

**MosShoes**  
Moscow  
Through Sept. 16

PREMIÈREVISION

The next edition of **Première Vision Paris**, the global event for fashion professionals that includes six complementary trade shows, will be held Sept. 13-15 at Parc des Expositions de Paris-Nord Villepinte. Three days to discover the autumn/winter 2017-18 collections, seasonal trends, and main directions of some 1,900 international selected fashion companies: from yarn and fiber producers (Première Vision Yarns) to weavers (Première Vision Fabrics), tanneries and fur providers (Première Vision Leather); from surface design studios (Première Vision Designs) to accessory makers (Première Vision Accessories) and Euro Mediterranean manufacturers (Première Vision Manufacturing). A leading hub for business and inspiration. Other **Première Vision** shows will take place July 19-20 in New York and Oct. 19-21 in Istanbul. To launch the Autumn/Winter 2017-18 season, **Première Vision** is opening a new pre-collection show: **Blossom Première Vision** will take place July 6-7, 2017, at Palais Brongniart in Paris. [www.premierevision.com](http://www.premierevision.com) or [www.blossom-premierevision.com](http://www.blossom-premierevision.com)

**Sept. 14**  
**rooms**

Tokyo  
Through Sept. 15  
**SGIA Expo**  
Las Vegas  
Through Sept. 16

**IFJAG**  
Miami  
Through Sept. 18

**Sept. 15**  
**Dallas Total Home & Gift Market**  
Dallas  
Through Sept. 17

**The One**  
Dallas  
Through Sept. 18

**Sept. 16**  
**Mélange**  
Los Angeles  
Through Sept. 17

**Atelier Designers**  
New York  
Through Sept. 18

**Billings Market Association**  
Billings, Montana  
Through Sept. 18

**Hawaii Market Merchandise Expo**  
Honolulu  
Through Sept. 18



Dallas Apparel & Accessories Markets are held five times each year at **Dallas Market Center**. Located in one of the country's fastest-growing regions, Dallas Market Center brings together thousands of manufacturers and key retailers in an elevated trade-show environment. Featuring 500 permanent showrooms and over 1,000 temporary booths, including expanded contemporary lines and resources, Dallas Market Center is where style starts. For the latest news and upcoming market dates, visit Dallas Market Center's website. [www.dallasmarketcenter.com](http://www.dallasmarketcenter.com)

**Sept. 17**  
**Axis at Capsule**  
New York  
Through Sept. 19

**Designers and Agents**  
New York  
Through Sept. 19

**Designers at the JW Marriott Essex House**  
New York  
Through Sept. 19

**GTS Florida Expo**  
Orlando, Fla.  
Through Sept. 19

**Tranoi**  
New York  
Through Sept. 19

**Sept. 18**  
**Off-Price**  
London  
Through Sept. 19

**Accessories The Show (TBC)**  
New York  
Through Sept. 20

**Children's Club**  
New York  
Through Sept. 20

**Coterie/FWD/Sole/TMRW**  
New York  
Through Sept. 20

**Fame (TBC)**  
New York  
Through Sept. 20

**Luggage, Leather Goods, Handbags & Accessories Show**  
Toronto  
Through Sept. 20

**Stitch (TBC)**  
New York  
Through Sept. 20

**London Fashion Week**  
London  
Through Sept. 22

**Sept. 20**  
**Heimtextil Russia**  
Moscow  
Through Sept. 23

**International Casual & Accessories Market**  
Chicago  
Through Sept. 23

**Sept. 21**  
**The Metropolitan New York Shoe, Footwear & Accessories Market**  
Edison, N.J.  
Through Sept. 22



**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. Comerica Bank NMLS ID: 480990. Member FDIC. Equal Opportunity Lender. [www.comerica.com/apparel](http://www.comerica.com/apparel)

**Atlanta Fall Gift & Home Furnishings Market**  
Atlanta  
Through Sept. 23

**Factory Direct Trade Show**  
Los Angeles  
Through Sept. 23

**Luxe Pack**  
Monaco  
Through Sept. 23

**Vow: New World of Bridal**  
Atlanta  
Through Sept. 23

**Sept. 22**  
**Interfilière**  
New York

**Indianapolis Children's Show**  
Indianapolis  
Through Sept. 23

**Cashmere World**  
Hong Kong  
Through Sept. 24

**Fashion Access**  
Hong Kong  
Through Sept. 24



**Merchant Factors Corp.**, conveniently located near the garment center, offers traditional non-recourse factoring. 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. [www.merchantfactors.com](http://www.merchantfactors.com)

**Sept. 24**  
**GTS**

Kansas City  
Through Sept. 26

**Mipap**  
Milan  
Through Sept. 26

**Super**  
Milan  
Through Sept. 26

Goodman Factors  
Since 1972

As the oldest privately held factoring company in the Southwest, **Goodman Factors** provides recourse and non-recourse 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, Tenn.), which has routinely been recognized as one of the Southeast's highest-rated independent banks in terms of customer approval ratings and capital soundness. [www.goodmanfactors.com](http://www.goodmanfactors.com)



**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." [tae.chung@finone.com](mailto:tae.chung@finone.com)

- White**  
Milan  
Through Sept. 26
- Sept. 25**  
**Syracuse Super Show**  
Syracuse, N.Y.  
Through Sept. 26
- The Deerfield Show**  
Deerfield, Ill.  
Through Sept. 26
- Market (LA Mart)**  
Los Angeles  
Through Sept. 27
- Sept. 26**  
**Los Angeles Majors Market**  
Los Angeles  
Through Sept. 28
- LA Textile & Sourcing**  
Los Angeles  
Through Sept. 28
- Sept. 27**  
**Kansas City Apparel & Accessory Market**  
Kansas City  
Through Sept. 28
- Ready to Wear**  
Paris  
Through Oct. 5
- Sept. 28**  
**Osaka International Gift Show**  
Osaka, Japan  
Through Sept. 29
- Panama City Beach Gift Show**  
Panama City, Fla.  
Through Sept. 30
- Sept. 30**  
**Tranoi**  
Paris  
Through Oct. 3
- October TBA**
- Capsule (TBA)**  
Paris
- Concept (TBA)**  
Los Angeles
- Exponoivos (TBA)**  
Lisbon
- KidShow (TBA)**  
Miami
- London Textile Fair (TBA)**  
London
- Mercedes-Benz Fashion Week Istanbul (TBA)**  
Istanbul
- Modama (TBA)**  
Guadalajara, Mexico
- Nor-Cal Apparel & Footwear Show (TBA)**  
San Francisco
- Plug In (TBA)**  
Tokyo



Established in 1994, **Hana Financial** is a specialized non-bank financial institution that 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. [kevin.yoon@hanafinancial.com](mailto:kevin.yoon@hanafinancial.com)

- Portland Fashion Week (TBA)**  
Portland, Ore.
- Premium Incentive Show (TBA)**  
Tokyo
- Style Fashion Week (TBA)**  
Los Angeles
- The Hub (TBA)**  
Shanghai
- Trendz West (TBA)**  
Palmetto, Fla.

**Oct. 1**  
**GTS Jewelry & Accessories Expo**  
Greensboro, N.C.  
Through Oct. 3

**Oct. 5**  
**FashionNXT**  
Portland, Ore.  
Through Oct. 8

**Oct. 6**  
**DG Expo Fabric & Trim Show**  
Miami  
Through Oct. 7

**Imprinted Sportswear Show**  
Fort Worth, Texas  
Through Oct. 8

**Atlanta Apparel**  
Atlanta  
Through Oct. 10

**Oct. 8**  
**Couture**  
New York  
Through Oct. 10

**Oct. 9**  
**Travelers Show**  
Philadelphia  
Through Oct. 10

**Oct. 11**  
**Chic**  
Shanghai  
Through Oct. 13

**Intertextile**  
Shanghai  
Through Oct. 13

**Milano Unica**  
Shanghai  
Through Oct. 13

**Yarn Expo**  
Shanghai  
Through Oct. 13

**Oct. 12**  
**Interfilère**  
Shanghai  
Through Oct. 13

**Oct. 14**  
**NBM**  
Portland, Ore.  
Through Oct. 15

**JITAC European Textile Fair**  
Tokyo  
Through Oct. 16

**Portland Christmas Cash & Carry Show**  
Portland, Ore.  
Through Oct. 16

**Oct. 16**  
**Travelers Show**  
Pittsburgh  
Through Oct. 17

**New England Apparel Club**  
Marlboro, Mass.  
Through Oct. 19

**Oct. 17**  
**ALT**  
Los Angeles  
Through Oct. 19

**Axis**  
Los Angeles  
Through Oct. 19

**Brand Assembly**  
Los Angeles  
Through Oct. 19

**Capsule**  
Los Angeles  
Through Oct. 19

**Coeur**  
Los Angeles  
Through Oct. 19

**Designers and Agents**  
Los Angeles  
Through Oct. 19

**Emerge**  
Los Angeles  
Through Oct. 19

**LA Men's**  
Los Angeles  
Through Oct. 19

**Lazr**  
Los Angeles  
Through Oct. 19

**Select**  
Los Angeles  
Through Oct. 19

**Transit**  
Los Angeles  
Through Oct. 19

**LA Gift & Home Market**  
Los Angeles  
Through Oct. 20

**Oct. 19**  
**Textfusion**  
London  
Through Oct. 20



**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 80-year track record in the factoring industry assures our clients that they will enjoy a stable relationship supported by a mature and experienced staff. [www.milbergfactors.com](http://www.milbergfactors.com)

**Première Vision Istanbul**  
Istanbul  
Through Oct. 21

**Oct. 20**  
**Manila F.A.M.E. International**  
Pasay City, Philippines  
Through Oct. 22

**Jewelry, Fashion & Accessories Show**  
Rosemont, Ill.  
Through Oct. 23

**Oct. 21**  
**ITMA Asia + CITME**  
Shanghai  
Through Oct. 25

**Oct. 22**  
**Stylemax**  
Chicago  
Through Oct. 25

**Oct. 23**  
**Travelers Show**  
Baltimore  
Through Oct. 24

**Denver Apparel & Accessory Market**  
Denver  
Through Oct. 25

**Fashion Market Northern California**  
San Mateo, Calif.  
Through Oct. 25



**Sterling National Bank** offers clients a full range of depository and cash-management services plus a broad portfolio of financing solutions—including working capital lines, accounts receivable and inventory financing, factoring, trade financing, payroll funding and processing, equipment leasing and financing, commercial and residential mortgages, and mortgage warehouse lines of credit. Sterling is well-known for its high-touch, hands-on approach to customer service and a special focus on serving the business community. [www.snb.com](http://www.snb.com)

**Oct. 25**  
**New England Apparel Club**  
Hyannis, Mass.  
Through Oct. 26

**The Atlanta Fall Immediate Delivery Show**  
Atlanta  
Through Oct. 27

**Oct. 26**  
**Dallas Apparel & Accessories Market**  
Dallas  
Through Oct. 27

**Kingpins**  
Amsterdam  
Through Oct. 27

**FIG**  
Dallas  
Through Oct. 28

**China Sourcing Fair**  
Hong Kong  
Through Oct. 29

**KidsWorld**  
Dallas  
Through Oct. 29



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](http://goodmanfactors.com). Simple, right?



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

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

Custom Solutions to fit your needs — We're here for you!

**Los Angeles Office**  
Contact: Tae Chung  
Tel: (213) 534-2908  
[Finone.com](http://Finone.com)

**New York Office**  
Contact: Richard Kwon  
Tel: (212) 629-8688  
[Finone.com](http://Finone.com)

**Shanghai Office**  
Contact: Alan Ni  
Tel: 86-21-52037670  
[Shcsrs.cn](http://Shcsrs.cn)

**Trade Shows** *Continued from page 25*



**Buhler Quality Yarns Corp.** —We make MicroModal® work. The exceptional attributes and luxury of MicroModal are now more attainable. Supply chain optimizations and industry relationships allow manufacturers to benefit from our experience as the first successful MicroModal spinner in the US. Let us show you how affordable luxury can be. [www.buhleryarns.com](http://www.buhleryarns.com)

**Oct. 27**

**Coast**  
Miami  
Through Oct. 28

**The NBM Show**  
Charlotte, N.C.  
Through Oct. 29

**Oct. 29**

**Trendz**  
Palm Beach, Fla.  
Through Oct. 31

**Oct. 30**

**Arizona Apparel, Accessories, Shoes & Gift Show**  
Phoenix  
Through Nov. 1

**JA New York**  
New York  
Through Nov. 1

**Northstar Fashion Exhibitors**  
St. Paul, Minn.  
Through Nov. 1

**November TBA**

**Bodyfashion (TBA)**  
Mijdrecht, Netherlands

**China Sourcing Fair (TBA)**  
Johannesburg, South Africa

**Connections (TBA)**  
TBA

**Hong Kong International Jewelry Manufacturers' Show (TBA)**  
Hong Kong

**JFW Japan Creation (TBA)**  
Tokyo

**Kingpins (TBA)**  
New York

**Modaprima (TBA)**  
Florence

**Premium Textile Japan (TBA)**  
Tokyo

**Prêt à Porter Las Vegas (TBA)**  
Las Vegas

**The 17th China Yiwu International Exhibition on Knitting & Hosiery Machinery (TBA)**  
Zhejiang, Yiwu, China

**Nov. 1**

**Atlanta Fall Immediate Delivery**  
Atlanta  
Through Nov. 3

**Nov. 2**

**Kingpins**  
New York  
Through Nov. 3

**Smoky Mountain Gift Show**  
Gatlinburg, Tenn.  
Through Nov. 5

**Nov. 3**

**Coast**  
Nashville  
Through Nov. 4

**Istanbul Leather Fair**  
Istanbul  
Through Nov. 5

**Mid-South Jewelry and Accessories Fair**  
Memphis  
Through Nov. 6

**Nov. 4**

**Hawaii Market Merchandise Expo**  
Honolulu  
Through Nov. 6

**Los Angeles Christmas Cash & Carry Gift Show**  
Los Angeles  
Through Nov. 6

**Nov. 6**

**Made in France**  
Paris  
Through Nov. 7

**Michigan Women's Wear Market**  
Livonia, Mich.  
Through Nov. 7

**NW Trend Show**  
Seattle  
Through Nov. 8

**Nov. 7**

**San Diego Apparel Accessories, Show & Gift Show**  
San Diego  
Through Nov. 8

**Nov. 8**

**CALA**  
San Francisco  
Through Nov. 9

**Nov. 9**

**India Leather Days**  
Offenbach, Germany  
Through Nov. 10

**Nov. 11**

**Destination Africa**  
Cairo, Egypt  
Through Nov. 12

**Nov. 12**

**NBM Show**  
Denver  
Through Nov. 12

**International Jewelry and Merchandise Show**  
New Orleans  
Through Nov. 14

**Asia's Premier Fashion Week**  
*IN HONG KONG*

Come and visit the **Hong Kong Trade Development Council's** Hong Kong Pavilion at Sourcing at MAGIC in Las Vegas. Unique value through quality, creativity, reliability, and sophistication. A statutory body established in 1966, the Hong Kong Trade Development Council (HKTDCC) is the international marketing arm for Hong Kong-based traders, manufacturers, and service providers. Our mission is to create opportunities for Hong Kong companies. With our network of more than 40 offices worldwide and the city's natural business advantages, we provide a range of services to help global trade and promote Hong Kong as a platform for doing business with China and throughout Asia. <http://www.hktdcc.org>, [los.angeles.office@hktdcc.org](mailto:los.angeles.office@hktdcc.org), or (213) 622-3194

**Nov. 12**

**Norton's Apparel, Jewelry & Gift Market**  
Gatlinburg, Tenn.  
Through Nov. 14

**Nov. 13**

**Ocean City Resort Gift Expo**  
Ocean City, Md.  
Through Nov. 15

**Nov. 14**

**CALA**  
Denver  
Through Nov. 15

**Nov. 16**

**Denim Première Vision**  
Barcelona  
Through Nov. 17

**Nov. 18**

**San Francisco Christmas Cash & Carry Show**  
San Francisco  
Through Nov. 20

**Nov. 20**

**DG Expo Fabric & Trim Show**  
San Francisco  
Through Nov. 21

**Nov. 23**

**Tissu Premier**  
Through Nov. 24

**Dye + Chem Indonesia**  
Jakarta, Indonesia  
Through Nov. 25

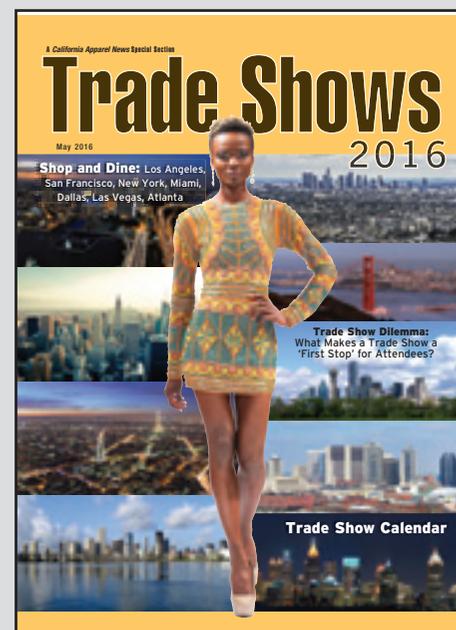
**International Yarn & Fabric Show**  
Jakarta, Indonesia  
Through Nov. 25

**Textech International Expo**  
Jakarta, Indonesia  
Through Nov. 25

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



**Get Yours Today and  
Save 75%!  
call toll-free  
(866) 207-1448**



On the cover: Yas Couture on the runway at Art Hearts Fashion Week in Los Angeles. Photo by John Eckmier

All show dates are verified prior to publication but are subject to change. Highlights are provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the International Trade Show Calendar.

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](http://texollini.com)



“I CREATE  
ELECTRIFYING  
MATERIALS AND  
PUT THEIR FUTURE  
IN THE HANDS  
OF OTHER  
DESIGNERS.”

Cécile Feilchenfeldt  
*Textile Artisan*

#wearepremierevision

13-15 Sept. 2016  
premierevision.com

PREMIÈRE**VISION**  
PARIS

YARNS / FABRICS / LEATHER / DESIGNS / ACCESSORIES / MANUFACTURING