

# CALIFORNIA Apparel News

THE VOICE OF THE INDUSTRY FOR 71 YEARS

\$2.99 VOLUME 72, NUMBER 29 JULY 8-14, 2016



COURTESY OF KATIN USA

**TAKING CARE OF BUSINESS:** Urban Outfitters was among the retailers shopping the recent Agenda show, where exhibitors included Katin USA, pictured above.

MID-YEAR FINANCIAL REVIEW

## Retailers Take on a New Attitude as Economy Slows

By Deborah Belgum *Senior Editor*

As consumers continue to adjust their buying habits and purchase less on apparel, retailers are tweaking their business models to keep shoppers coming through the doors. Instead of serving up a steady stream of clothing, shoes and accessories, some retail chains are thinking outside the box. One of those is **JCPenney**. Recently, Marvin Ellison, the mid-tier chain's chief executive since November 2014, told a group of investors that the struggling retailer has had its ear to the ground when it comes to listening to shoppers' needs, particularly after the chain's same-store sales during the first quarter of 2016 were off 0.4 percent. "What we have determined pretty consistently is that the consumer is in real positive shape from a financial stand-

➔ Finance page 3

TRADE SHOW REPORT

## Agenda Goes Back to Its Roots in Long Beach

By Sarah Wolfson *Contributing Writer*

Energy was high during the July 29-30 run of action-sports and streetwear trade show **Agenda**, held at the **Long Beach Convention Center** in Long Beach, Calif. Because the show was held right before the start of the Fourth of July holiday weekend, opening day was the busier of the two-day show. Dale Rhodes, vice president of sales at **Katin USA**, said his company saw the best retailer turnout in three years—despite a few retailer complaints about the timing. Rhodes said he saw

➔ Agenda page 8

SWIM RESOURCES

## Australian Label We Are Handsome Relocating to LA

By Alison A. Nieder *Executive Editor*

**We Are Handsome** designers Jeremy and Katinka Somers launched their swimwear collection in 2009 with an emphasis on the couple's shared love for travel, design and "the occasional tropical adventure." After announcing plans last summer to relocate the company from Australia to Los Angeles, the Somerses are putting the plan into motion this month when **We Are Handsome** officially becomes a California company. "The U.S. and Europe are two of our biggest markets and so we already spend a lot of time there, so it's really the perfect move," said Katinka Somers. "We both really enjoy the outdoor-focused lifestyle that LA offers with the ease of trav-

eling to New York, London and Paris." **We Are Handsome** is currently sold in major department stores and boutiques in more than 40 countries, including **Shopbop, Lane Crawford, Kadewe** and **Harvey Nichols**. Katina Somers describes the **We Are Handsome** customer as "Confident! She plays hard and works hard," she said. The company gained a reputation for its all-over graphic prints of big cats. UFC fighter Ronda Rousey wore **We Are Handsome's** "Fighter" one-piece on the cover of *Sports Illustrated's* recent swimsuit issue. Other celebrity fans of the line include Beyoncé, Rihanna, Katy Perry and Nicki Minaj.

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



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A CALIFORNIA APPAREL NEWS SPECIAL SECTION

# N.Y. Textile Preview & RESOURCE GUIDE

# Fraser Ross Files Suit Against Attorneys for Malpractice Over Kitson's Demise

Retailer Fraser Ross filed a lawsuit for legal malpractice and breach of fiduciary duty against Los Angeles law firm **Jeffer Mangels Butler & Mitchell LLP** in Los Angeles County Superior Court on July 1.

Ross is the founder of the **Kitson** chain of stores, which suddenly shuttered last year shortly after the retailer received an investment from **BHK Investments LLC**, an affiliate of **Spencer Spirit Holdings Inc.**, the owner of **Spencer Gifts** and **Spirit Halloween Superstores**. Ross said he was not with Kitson at the time of the deal with BHK.

The lawsuit tells a story of turbulent years leading up to Kitson's closure, during which time Ross "sustained a life-threatening inju-



Fraser Ross opened the first Kitson store on Los Angeles' Robertson Boulevard in 2000. The store unexpectedly announced it was closing late last year. Ross, who said he was not with the Kitson company at the time of its closure, opened a new store, **Kitross**, in the same spot, in June.

ry which required a lengthy hospitalization and recovery."

During that time, Jeffer Mangels Butler & Mitchell, along with JMBM attorney

Jeffrey Sultan and Christopher Lee (who was hired by Ross "to help operate the business affairs of Kitson"), represented the retailer in securing a \$15 million loan from **Salus Partners LLC** without consulting Ross, the suit says. Two years later, Kitson was again looking for financing and, according to the lawsuit, Lee asked Ross to loan the retail store \$2 million "to attract potential investors or buyers." The suit further states that in April 2015 Lee and Sultan arranged for Ross to resign as officer and director of Kitson and to transfer his full interest in the retail chain to Lee in exchange for \$300.

According to the suit, during this "rushed transaction," the law firm "failed to communicate to [Ross], orally or in writing, the legal ramifications that this transaction would have on [him]," continuing, "at the time, [Ross] was not in a position to make

such significant decisions without proper counsel."

Ross was later brought back on board as a consultant, the suit says, "in order to complete the Spencer transaction, [as] Spencer Spirit Holdings Inc. required [Ross'] involvement and affiliation with Kitson."

The suit charges that Sultan and the law firm failed in its obligation "to protect [Ross'] legal interest and provide [Ross] with competent, independent and non-conflicted legal advice and expertise."

Ross, who requested a jury trial, is seeking punitive and exemplary damage. According to the suit, Ross lost his interest in the company, his employment and benefits, his ability to control the business' affairs, and his right to reimbursement of his \$2 million loan "as a direct and proximate result of [JMBM's] conduct."

Ross recently returned to retail, opening a new store, **Kitross**, in the same spot as the original Kitson location on Robertson Boulevard in Los Angeles.

As of press time, JMBM had not responded to requests for comment.

—Alison A. Nieder

## Retailers Increasingly Shifting Over to E-commerce

If you can't beat 'em, join 'em. That is becoming the popular mantra of retailers as the industry goes through a revolution, according to Marc Heller, president of **CIT Commercial Services**, a division of **CIT Group Inc.** in New York.

E-commerce has changed the way retailers sell so that the major bricks-and-mortar com-

panies are looking at their individual stores, potentially closing what they consider unprofitable locations and investing in e-commerce to continue to grow their business, Heller noted in "E-Commerce Drives Retail Revolution," a recent market intelligence report.

"The department stores are looking at leases as they come up and at stores that are

under performing," Heller said. "They are looking at ways to manage expenses and at the same time how to redeploy that money."

Millennials [between the ages of 19 and 35] and teenagers do not shop in the same way that older consumers shop. "In apparel, millennials and teen consumers have different buying habits than their parents, which is reflected in millennials' preference for buying one specific item, even when at a mall or a store, rather than shopping for multiple items," Heller said. "This difference can be attributed to the fact that millennials are often accustomed to buying a specific item online rather than browsing for items in multiple stores. Consumers whose shopping behavior was established before the rise of e-commerce could be more likely to browse through a store or a mall, leading to the discovery of new items and greater sales."

Other shopping trends in the retail industry include:

**Experience over products:** The apparel and accessories side of retail have slowed down. In

the past, handbags, watches and leisurewear were booming. Those areas seem to be showing softness while consumers are spending more on restaurants, vacations and health spas.

**Furniture remains strong:** Furniture sales continue to do well. At the High Point, N.C., furniture show recently, business was brisk. Now the big question is whether Asian furniture suppliers will go direct-to-retail rather than using U.S. furniture companies to distribute in the United States.

**Consumer-product companies pursuing M&A activity:** Companies such as apparel ventures or shoe manufacturers that sell to retailers are looking to acquire similar brands and their companies to expand revenue. "It seems that organic growth is not easy in any business," Heller said. "If you are a \$100 million company and have your own warehouse, sourcing mode, and chief financial officer and the whole back office and you need another \$15 million of volume, it costs a lot less to take on another company."—Deborah Belgum

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## Hyosung Launching Creora Fresh

**Hyosung**, maker of **Creora** spandex, is introducing a new odor-neutralizing spandex fiber called **Creora Fresh** at the upcoming **Interfilère** show in France.

"In response to the continued growth of sports underwear, we have developed Creora Fresh using our proprietary ingredient technology to chemically bond to substances that cause body odor and to neutralize them," said Hyosung President Yong Seup Kim. "Creora Fresh has been demonstrated with nylon and polyester fibers to last longer than traditional antimicrobial finishes. This technology will also enhance sportswear garment and fabric

versatility by giving consumers added confidence. It is the latest addition to our Creora specialty spandex product portfolio and a demonstration of our commitment to excellence through innovation."

Creora Fresh joins several other odor-neutralizing fibers developed by Hyosung, including **Freshgear** polyester and **Mipán** Freshgear nylon.

"We see growth in demand for sports bras and underwear," said Ria Stern, Hyosung textiles global marketing director. "We have a number of brands interested as they want to move away from antimicrobial chemicals next to the skin."

At the Interfilère show, set for July 9–11 alongside the **Mode City** swim and lingerie trade show in Lyon, France, Hyosung will present a number of fibers for the intimate apparel, swimwear and activewear markets, including **Creora Color+**; **Creora Black**; **Mipán Aqua X**, a moisture-management nylon; **Mipán** super micro denier nylon; and **Silky**, a polyester with a silk-like hand and moisture-management properties.

—A.A.N.

### Corrections and Clarifications

A July 1 story about Texas factory **Roicom USA** erroneously identified Mark Singer as handling all U.S. sales for the company. The California-based account executive is part of a sales team handling all U.S. accounts.

**Finance** *Continued from page 1*

point,” he told a crowd at a June 15 **Piper Jaffray** Consumer Conference. “The consumer tells us that their wages are up, their job stability is better than it’s been in many years, they have price appreciation in their home, and they have more money in their savings account than they had in quite a while.”

Overall, consumers feel good about their economic situation, but they are pulling back a bit on apparel and spending more on entertainment and experiences. They also feel some uncertainty about the overall economic situation because it is becoming so unpredictable.

“We don’t have a perfect line of sight on what’s driving that, but there’s a lot of data and a lot of research that shows that when there’s a presidential election without an incumbent, it tends to lower consumer confidence. That may be playing a role,” the retail executive said.

With shoppers doling out less for clothing, JCPenney is planning to expand its home-beautification departments because that is where shoppers said they were spending more money.

The Texas-based retailer is also planning to beef up its window-treatment area, and it is doing some pilot programs with **Ashley’s Furniture** as well as **Empire Flooring**.

search at **Chapman University**.

The center recently released an updated 2016 economic forecast that showed that a number of factors are dampening U.S. consumer spending. First, housing appreciation is beginning to stabilize and the stock market has been on an up-and-down swing.

Also, job growth is showing signs of weakening. “The second half of the year will not be as good as the first half,” Sfeir said.

Still, preliminary data by payroll company **Automatic Data Processing** shows that 172,000 new jobs were added in June, up from 168,000 in May.

In California, job growth will increase by 2.5 percent this year compared to 3 percent last year. That means there should be about 400,000 new jobs added in 2016.

One sector that has been shedding jobs in California is manufacturing. Since 2007, Los Angeles County has lost 20 percent of its manufacturing jobs and California has seen a 1 percent drop.

Apparel manufacturing jobs continue to be whittled away by clothing companies shifting more production to factories outside the state and country as the rising minimum wage and various California regulations make it more financially difficult to make apparel here.

The strength of the U.S. dollar also makes it cheaper to manufacture overseas. “Foreign

competition gets an advantage every time the value of the dollar strengthens,” Kleinhenz said.

The strong dollar makes U.S. goods more expensive to overseas buyers. The U.S. dollar’s value was leveling off until the Brexit referendum took place. The British pound now equals \$1.29, which is a 31-year low. One year ago, the British pound was valued at \$1.55.

The uncertainty surrounding Britain and the slowing U.S. economy has many

economists predicting that the Federal Reserve will not raise interest rates this year.

Lindsey Piegza, chief economist for fixed income at stock broker **Stifel Nicolaus & Co.**, said the recent global financial market events have no doubt exacerbated the Fed’s concerns about raising interest rates in the foreseeable future.

Low interest rates mean credit-card debt is slightly cheaper and also may prompt consumers to spend more dollars since their savings accounts aren’t earning much money.

Britt Beemer, a retail analyst and founder of **America’s Research Group**, which polls 1,200 consumers a week to take the pulse of their retail-spending attitude, said he expects retail sales to be better in the second half of the year but it will be very sketchy. Only those retailers offering discounts—such as **Ross Dress for Less**, **Marshalls** and **T.J. Maxx**—will be seeing brisk business. “The Ross Dress for Lesses and the Marshalls of the world keep doing better and better,” he noted.

While apparel sales in dollars have been up 3.5 percent to 4 percent in the first half of this year, unit sales are holding steady, Beemer observed. “In the last year to year and a half, we have never had a month where consumers are buying as many items this year as last year,” he said. “It’s a gobbledegook of a mess out there.”

He said that Memorial Day traffic was up 52 percent, but dollar sales rose only 17 percent to 18 percent. Much of retailers’ success during the Memorial Day holiday cut into sales during March, April and May as consumers waited for those big discounts. ●

**June Business Better Than Expected**

For many retailers, there was no June gloom. They did better business than what many Wall Street analysts predicted.

The Father’s Day holiday on June 19, a calendar shift reporting the sales of Memorial Day weekend in June and good weather all contributed to boosting the month’s business.

San Francisco retail giant **Gap Inc.** reported positive same-store sales of 2 percent in June. It was the first positive comps Gap reported this year. Gap Inc.’s **Old Navy Global** division lifted the fortunes of the company when it posted a positive 5 percent comp. Gap Inc.’s **Banana Republic Global** division reported a decline of 4 percent in June. Gap Inc.’s division, which handles its namesake **Gap** brand, reported a decline of 1 percent in June.

**L Brands Inc.**—the parent company of **Victoria’s Secret**, **Pink**, **Bath & Body Works**, **La Senza** and **Henri Bendel**—posted an increase of 6 percent of its same-store sales in a year-over-year comparison.

However, in a statement, Amie Preston of L Brands said that the month’s business was not entirely easy. “The June merchandise margin rate was down significantly to the previous year,” she said. “It was below expectations and driven by clearance at Vic-

toria’s Secret.”

**Zumiez Inc.** gained praise from Wall Street analysts for beating forecasts. The Washington State-headquartered retailer posted a comp-store decline of 4.5 percent. Ken Perkins, president of market analysis company **Retail Metrics**, wrote in a July 7 note that the 4.5 percent decline was the re-

June Retail Sales			
	(\$Sales in millions)	% Change from yr. ago	Same-store sales % change
<b>The Buckle</b>	\$78.30	-10.1%	-10.6%
<b>L Brands Inc.</b>	\$1,296.00	+7.0%	+6.0%
<b>Gap Inc.</b>	\$1,540.00	+0.2%	+2.0%
<b>Zumiez Inc.</b>	\$66.60	-0.6%	-4.5%

Information from company reports

tailer’s best performance in a year.

**The Buckle Inc.**, a Nebraska-headquartered retailer that runs a fleet of 467 stores, posted a comp-store decline of 10.6 percent. The slump was going to present the long-suffering retailer with a choice, according to Adrienne Yih Tennant of **Wolfe Research**. “[The Buckle] faces the dilemma of preserving margin or maintaining market share,” she wrote in a July 7 research note.

—Andrew Asch

**APPAREL AND TEXTILE EMPLOYMENT**

Los Angeles County	May 2016	May 2015
Apparel manufacturing	40,200	43,100
Textile mills	5,900	6,400
Wholesale trade	27,400	27,100
California		
Apparel manufacturing	49,300	53,100
Textile mills	8,100	8,500
Wholesale trade	42,000	40,200

Source: California Employment Development Department

“Our customer said to us they would love to buy flooring as well as window treatments,” Ellison said.

One advantage to this strategy is that online companies that only sell apparel have a hard time competing with this kind of retail formula.

JCPenney’s new plan is part of the changing retail scene, where stores have to be smarter and move faster as competition grows and the economy starts to taper off.

The U.S. economy is already expected to grow slower this year than last year, but a mini shock wave rippled through the world economy on June 23 when the United Kingdom voted to leave the European Union in a process nicknamed Brexit.

The Brexit vote added one more layer of concern to the U.S. and the global economy’s future. While Britain seems to be the country that would suffer the most, other sectors around the world are closely monitoring the situation. But the U.S. might not fare so badly. “These things have a greater effect on the financial markets than the real economy,” noted Richard Kleinhenz, executive director of research at Los Angeles-based **Beacon Economics**. “We are mainly an internally driven economy.”

The internally driven economy, however, isn’t driving as fast. The U.S. gross domestic product is predicted to expand by 2 percent to 2.1 percent this year and next year compared to 2.4 percent last year. “That is really pretty low,” said economist Raymond Sfeir, director of the **A. Gary Anderson Center for Economic Re-**

**Calendar**

**July 9**

**Interfilie**  
Eurexpo  
Lyon, France  
Through July 11

**July 10**

**Liberty Fairs**  
Pier 94  
New York  
Through July 12

**Capsule**

Pier 94  
New York  
Through July 12

**July 12**

**Texworld USA International Apparel Sourcing Show**  
Javits Center  
New York  
Through July 14

**July 13**

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

**July 14**

**Swim Miami**  
W South Beach  
South Beach, Fla.  
Through July 18

**July 16**

**Swim Show**  
Miami Beach Convention Center  
Miami Beach, Fla.

Through July 19

**Cabana**

Collins Park  
Miami Beach, Fla.  
Through July 18

**Hammock**

W South Beach  
South Beach, Fla.  
Through July 18

**July 17**

**Project MRket**  
**Project Sole**  
**The Tents**  
Javits Center  
New York  
Through July 19

**July 18**

**Coast**  
New World Center  
Miami Beach, Fla.  
Through July 19

**Agenda**

Mana Wynwood  
Miami  
Through July 19

**Digital Experience Workshop**

Terranea Resort  
Rancho Palos Verdes, Calif.  
Through July 20

**57th India International Garment Fair**

Pragati Maidan  
New Delhi  
Through July 20

**July 19**

**Premiere Vision**  
Pier 94  
New York  
Through July 20

**LA Swim Week**

Skirball Cultural Center  
Los Angeles  
Through July 20

**SpinExpo**

Greenpoint  
Brooklyn, N.Y.  
Through July 21

“Why Do I Need a Business Plan” webinar by FBI online

**July 20**

**Market**  
LA Mart  
Los Angeles  
Through July 25

**July 22**

**LAMKT**  
LA Convention Center  
Los Angeles  
Through July 25

There’s more on ApparelNews.net.

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

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

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# Koru: Kiwi-Inspired

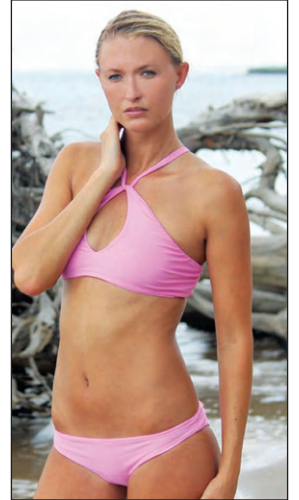
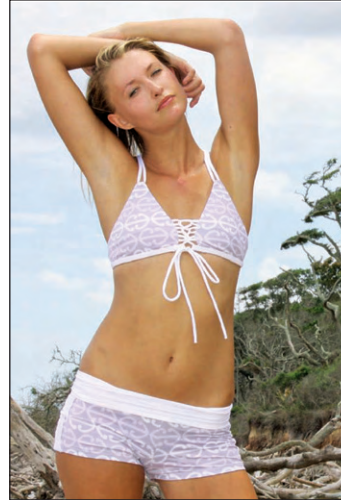
**Koru Swimwear** is based in Florida but inspired by New Zealand. Founder Julie Stine drew on her New Zealander heritage when she named her swimwear collection for the Maori word for “spiral,” which symbolizes new life, hope, spiritual growth, purity and peace.

The eco-friendly swim collection is made

for yoga. There are rash guards and boy shorts as well as a long-sleeve “Koru Sunblocker” style.

The collection also includes a capsule collection featuring the original prints created for Koru by surf artist Jay Alders.

The collection is wholesale priced from \$25 to \$80. Koru Swimwear is sold in retailers



from **Econyl**, a 100 percent regenerated nylon made from recycled fishing nets. The company’s apparel is also made from sustainable and organic fabrics. Even Koru’s packaging is green—hangtags are made from recycled paper and the swim-suits are packaged in compostable bags made from plant materials.

Based in Cocoa Beach, Fla., Koru Swimwear is currently produced in Northern Florida and Southern California. The company is planning to produce in Australia as well.

Styles include the pullover “Keri Keri” top and the architectural “Hope” top and bottom. There’s the string-tie “Hope” top and bottoms and a strappy one-piece called the “Tukuiti.” There are crossover pieces such as the “Maori” amphibian pant, which can be worn surfing or



such as **Innerlight Surf and Skate**, **Artisan’s**, **Beachside Swimwear** and **Sunseed Co-op** in Florida; **G&S Trends International** in New York; **Molly Brown** in California; and **Her Micah** in Melbourne, Australia.

For more information, visit [www.koruswimwear.com](http://www.koruswimwear.com).—Alison A. Nieder



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## We Are Handsome Continued from page 1

The collection has grown from swimwear to include cover-ups, active-wear and resortwear. And while the big-cat graphics still appear in current collections, the print offerings have expanded to include tropical florals and engineered patterns.

Wholesale prices go from \$30 for a swim separate to \$125 for cover-ups.

For more information, visit <https://wearehandsome.com>. ●





# PROJECT

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# Amaiò Swim: Couture-Inspired

Samantha Khoury, the designer of Los Angeles-based **Amaiò Swim**, spent her early years traveling between the east and west coasts of the United States as well as France and Lebanon. This cross-cultural and cross-continental upbringing informs her recently launched swimwear collection, which is also inspired by Khoury's studies in studio fine arts, literature and fashion design.

"Swimwear is the perfect canvas to combine my passions—my love for the ocean and that beach lifestyle with my love of the fine arts and my admiration of the specialty of haute couture," Khoury said. "Having that new canvas to create an ode to traditional craftsmanship—it is a perfect platform."

Khoury sources her fabrics from Italy, France and Germany and the hardware from France. The collection is produced in Los Angeles.

"It was really important to me to use some of the oldest swimwear mills currently and source the highest-quality fabrics," she said. "I wanted to create something that was really focused on the materials at the base and start from a foundation inspired by haute couture."

The high-end inspiration can be seen in Khoury's suits. The "Avril" has a ruche-front overlay, and the "Amour" is a two-piece featuring a sculptural bandeau top with gold hardware.

Several pieces can easily cross over into ready-to-wear, such as the "Ballet," a maillot with long sleeves and a Peter Pan collar, and the "Bardot," a one-piece with a strapless corset top.

"Swimwear is moving into this realm of strad-



dling the border between swimwear and fashion," Khoury said. "Things are getting more blurred, and that's fun as a designer."

The Amaiò customer is a "curated consumer," Khoury said. "She loves those classic statement pieces that you can style in a multitude of ways and have a lot of versatility."

Khoury is designing for a customer who appreciates culture and the arts as well as fashion, food and travel. Although she appreciates the beach lifestyle, the Amaiò customer is "definitely more cosmopolitan."

Khoury was living in Paris when she decided to launch Amaiò but returned to the United States to launch the line.

"I was passionate about manufacturing in the United States," she said, adding, "I [also] wanted to come back to the United States and reconnect with those American roots to help with the style and aesthetic."

Wholesale prices for Amaiò range from \$175 to \$210. The collection is showing at the **Hammock** trade show in Miami Beach, Fla. For more information, visit [www.amaioswim.com](http://www.amaioswim.com).—Alison A. Nieder

# Kacey | Shana: From Beach to Poolside to Yoga Studio

The **Kacey|Shana** collection is designed to adapt to an active lifestyle that may include swimming, surfing, lounging poolside or hitting the gym.

Designed by surfer Kacey Brosnan and yoga instructor Shana Biwald, the collection features designs with on-trend details such as mesh insets and cutouts in quick-dry styles that can stand up to big waves.

"The Kacey|Shana lifestyle speaks to the woman who is both active and passionate about the ocean with a sense of adventure, free spirit and wanderlust," Brosnan said.

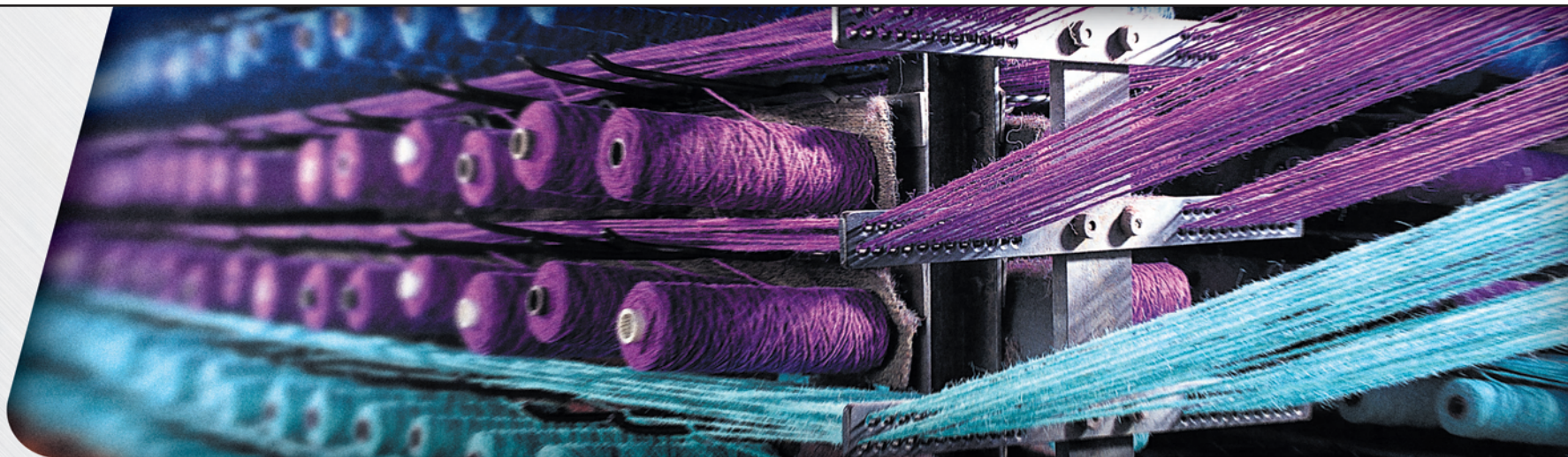
Biwald added, "The Kacey|Shana woman takes every opportunity to travel yet is always close to home."

The seamless styles are hardware free and made from an extra-fine tricot fabric. Suits have adjustable straps and removable bra cups.

Based in New York, the Kacey|Shana collection is produced in Colombia. The launch collection includes eight swim sets and a pair of water leggings with mesh cutouts. Wholesale prices range from \$36 to \$50.

During the upcoming **Miami Swim Week** in Miami Beach, Fla., Kacey|Shana will host a pop-up event on July 15 at the **Confidante Hotel Miami** at 4041 Collins Ave.

For more information, visit [www.kaceyshana.com](http://www.kaceyshana.com).—A.A.N.



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TRADE

# Agenda

SHOW



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# Swim 2017 Trends, Debuts, and Bestsellers

For Swim 2017, it's all about the fabrics. Skin-saving protection, innovative textiles, and fashion-driven embellishment come together to offer a lively collection of chic suits for every age and lifestyle.



## Mott 50

Modern women, Mott 50 founders Monique Hypes and Anne Reilly believe, want stylish, sophisticated swimsuits—but don't want to pay the price of premature aging and even skin cancer to wear them. Dedicated advocates for sun safety, Hypes and Reilly design their Mott 50 collection of suits with 50 UPF protection, guaranteed to block 98 percent of damaging UV rays. Their bestseller is an elegant, long-sleeve one-piece, shown in solid, pattern, and print looks, that features thumb hooks to protect hands as well. This season, Mott 50, which also produces an array of tops, pants, dresses, and hats with the same sun protection, is focusing on "exciting prints and colorways" for its swimwear as well as adding more cover-ups—all with "the added benefit of everything being UPF 50."

## Quintsoul

Quintsoul is all about the "perfect bikini": original, trendy, affordable, a go-everywhere yet sexy look. "We want the Quintsoul girl to feel fearless, adventurous, and carefree when wearing our bikinis," the company says. A wealth of options is promised for 2017, with of-the-moment neoprene, in solid colors and prints, faux suede, mesh, and crochet among



the fabrications. Quintsoul offers four collections: Essentials, a mix-and-match goldmine with 11 colorways, 9 tops, and 8 bottoms that price at less than \$45 a set; the boho Pink, for women 16 to 28, offering suits festooned with macramé, veiling, lace, and braiding; the sophisticated White group for women 20 to 45; and Gold, for women 30 and up, providing superior support and an elegant yet comfortable high-end look. New this year: a men's swim-trunk line.

## Sambarela

A litling fusion of the words "samba" and "aquarela"—the Portuguese word for "watercolor"—Florida-based Sambarela offers 100 percent Brazilian fabrics, design, and execution of



swimwear for which Brazil is known. Sambarela's bikinis and swimsuits "are sexy in the right measure and ideal for the woman who travels, loves the beach, and gets energized by the sun on her days off." Designed for a sophisticated woman, Sambarela differentiates itself with exclusive, unique prints and color combinations, as well as high-quality, durable fabrics, trims, and fittings and impeccable tailoring. Main trends for 2017 include "a mix of fabrics and transparency," with swimsuits, crossed tops, and high-waisted pants featuring cutouts and other such details "in a bold and feminine style." Also new: accessories and slippers that perfectly coordinate.

## Trunkettes

If you saw the recent *Sports Illustrated* cover shot of plus-size model Ashley Graham rocking a purple and gold bikini, you have experienced Trunkettes. Designed for the active woman "playing volleyball, surfing, swimming, or running around after her kids," Hilary Genga's Trunkettes made a splash as the first complete line of swim trunks for women. Trunks of various lengths are still a staple—"we have at least two trunks or boardshorts for every suit we have"—but the 2017 show doesn't stop there. Trunkettes has three new lines: the "young, edgy, sporty, sexy," neon line of bright solids and prints; the more conservative yet sexy Jewel line; and the upscale resortwear Hollywood line. A key trend? Zippers—"big zippers, little zippers, chunky zippers, bright zippers, and even a bikini made totally from zippers."



## UV Skinz

You know a line is all about sun protection when "UV" is part of the company's name. UV Skinz grew out of the tragic loss of Rhonda Sparks' 32-year-old husband to Melanoma. She was determined to make sun danger awareness her company's mission, and it has found its client base. UV Skinz customers "take a proactive approach to protecting themselves and their family from the sun's rays while playing and having fun outside." And, she adds, "They want fashion-forward prints and colors so that they can look good while protecting their skin and enjoying the outdoors." UV Skinz' wide-ranging offerings include swim as well as ready-to-wear items for everyone in the family, baby to adult. For 2017, Sparks promises new UPF 50+ styles for travel and play that are "lightweight, wrinkle-free, antimicrobial—and fun!"



Come see these brands and more at the next Surf Expo, Sept. 8–10, in Orlando.

## TRADE SHOW REPORT

### Agenda *Continued from page 1*

a steady flow of A-list accounts on both days, including **Urban Outfitters**, **Azalea**, **Hobie**, **Austin Stag**, **SurfSide Sports**, **Zebra Club** and **Simmons**, based out of Canada.

"We ended up showing 30-plus accounts," Rhodes said.

In total, 750 brands exhibited in the 250,000-square-foot space, including several new exhibitors, according to show founder Aaron Levant.

"There are always new companies that come in every season due to seasonality or just the market," he said. "There are always around 30 to 50 new companies that show every season."

One of those newcomers was Matt Hwang of Los Angeles-based **Pizza Slime**, a marketing and visual-content consultancy that recently launched an apparel collection. Hwang and his team have worked with artists, brands and companies such as **Paramount Pictures** and **Major Lazer**. At Agenda, Hwang was showing Pizza Slime's unisex collection of tees, hoodies, hats and accessories and hoping to generate brand awareness and connect with buyers.

Returning exhibitor **Lost** was showing men's and women's knits, wovens and board-

shorts as well as the company's sister line, **Sea Gypsies**.

hats and showing new product that updated the company's classic style. "Our mission is to work with the Champion team and bring the brand back to its glory days," Martinez said. "We try to stay true to our heritage and play with different fabrics and applications."

### Agenda WMNS

There were just under 60 women's brands in Agenda WMNS as well as 150 brands that carry both men's and women's styles, including **Native Shoes**, **Herschel Supply Co.**, **Vans**, **Obey**, **Nikita** and **Billabong**.

Los Angeles-based **Valley High** returned to Agenda WMNS with a women's apparel collection inspired by men's silhouettes and updated to fit a woman's body. Cofounder and Creative Director Christian Ojeda and designer Chanelle Laurence were showing the latest collection, which featured prints and unique graphics and is designed in-house.

This was the 1-year-old brand's second season at Agenda.

"We won the Agenda Scholarship, which is [awarded] to small, independent brands that apply. They pick a brand they think has a lot of potential and offer them a free booth," Ojeda said. "We had a good reception the first time

around, so we decided to do it again."

This was also **Slate** swimwear's second time at Agenda. The company, designed by Jessica Liao, launched in late 2015 with a clean, classic and modern aesthetic.

"The swimwear industry is saturated with prints and trims, so I wanted to bring something new with minimal colors, styles and basics with my own twist like sexy cuts and a 1980s inspiration," Liao said.

Slate is currently sold in swimwear retailers such as **Diane's**

**Beachwear**, **Azaleas**, **Jeffersons**, and **Boho Beach Babe**.

"We received orders from new accounts and everyone's loving our multi-strap top that can be worn as a choker," Liao said.

### Technical fabrics and denim

Many of the Agenda exhibitors were showing advanced technical fabrications for performance apparel as well as core active product and lifestyle pieces.

"One of the things we are trying to tackle is technology and function," said **Volcom's** Pat Lloyd. "We started working with **Cone Denim**, one of the oldest denim manufacturing companies in the world. What we came up with is not only new but functional."

The company was showing the third season of its "Stone Made Jeans and Chino" collection for Fall 2017. The collection features superior stretch, high strength, water resistance and an odor-resistant capability known as "stop the stench."

Irvine, Calif.-based men's clothing line **Ezekiel** introduced a new product called "Now Denim." The fleece, terry denim looks like regular denim but has a brushed feel and the stretch of a knit for increased movement.

"Our customers typically buy simple branded pieces, but we are moving into more of a grown-up style," said Visual Marketing Coordinator Ryan Mark.

"The show was great," said Kelly Murnaghan, **Vans** senior director of North American marketing. Vans received a positive reaction with its new boardshort, "the Era," which offers distinctive prints and colors and "Stur-





Agenda *Continued from previous page*

dy Stretch” twill for performance, comfort and durability. Vans is also launching an “Authentic Stretch Chino” short and pant for Spring 2017, which also features the “Sturdy Stretch” twill and combines classic styling with skateboard functionality, Murnaghan said.

The Spring 2017 collection for Laguna Beach, Calif.-based men’s apparel company **Roark** is called “Monsoon Church” and was inspired by a trip to India.

“We traveled over there for a couple of weeks, rode our motorcycles, surfed and skated,” said Ryan Hitzel, Roark’s creative director and chief executive director. “While there, we collected inspiration, friendships and created this line.”

The collection includes breathable waterproof jackets that perform in a hot environment.

“We also pulled different local textiles and art and transferred that into print design,” Hitzel said. There’s a traditional Indian rangoli print that appears on boardshorts. Other pieces in the collection includes tees, backpacks, hats, technical outerwear, boardshorts, pocket knives and even a head lamp.

“We try to come back [from these trips] and create different products that are less traditional,” Hitzel said.

Hitzel said the turnout at Agenda included a lot of traffic and written orders. “This year traffic was up for us and writing increased,” he said, adding that retailers “are more apt to get business done. Maybe with the current climate kind of changing with bricks-and-mortar retail, they are here writing orders as opposed to just looking at lines and writing orders later.” ●

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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  
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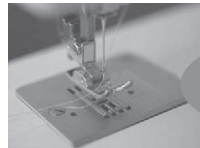
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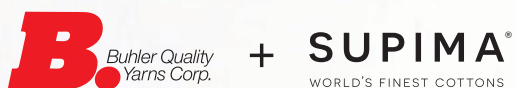
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# Fall/Winter '17-'18 Key Denim Directions by Trendstop

Denim is transcending its workwear roots. Global fashion forecasting agency Trendstop gave us the lowdown on the major denim trends for Fall/Winter '17/'18—from key silhouettes to surface finishes. This season's denim is all about elevating a closet staple. No longer just a casual classic, contemporary denim pieces fuse sharp tailoring, surface texture and eastern aesthetics for a fresh fashion-forward take on utilitywear.



Tokyo Street Style



Bonne Annee



First Base

## Eastern Ease

Eastern influences give denim an easy appeal with oversized proportions and wide-leg silhouettes that make a play on shape and form. Dark indigo washes reference the iconic style of Japanese denim.



Blend



Fendi



Waven

## Quilted Indigo

Winter denim swaps bulky and heavy for light and layered. Padding and quilting create puffy, air-filled pieces with an emphasis on comfort and wearability that never loses its luxe appeal.



Alexa Stark



Jaeha

## Refined Denim

Clean-cut, structured silhouettes in darkened weaves bring contemporary tailoring into the denim arena. Boxy shapes, crisply starched folds and sharp splicing invest utilitarian looks with a polished refinement.



Adeam

Looking for more trend insight? For custom denim directions, email [info@trendstop.com](mailto:info@trendstop.com) for details. For more information about Trendstop, visit [www.trendstop.com](http://www.trendstop.com).

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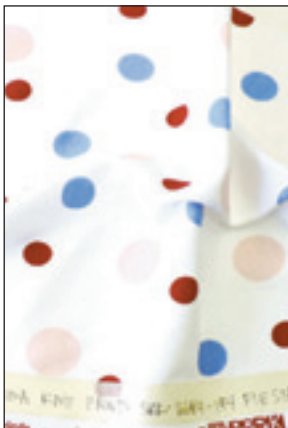
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## Seeing Spots

Designers are seeing spots with polka-dot patterns dotting everything from active knits and stretch wovens to chambray and shirtings.



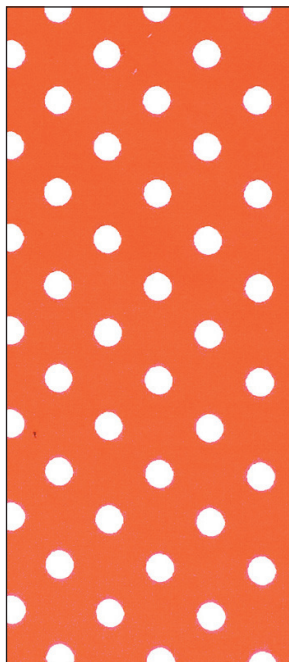
Texolini #75J2D2 jersey crepe



Robert Kaufman Fabrics #SRK-166840194 "Fiesta"



Eclat Textile Co. Ltd. #RT1412099 piqué moss



Cinergy Textiles Inc. #Popolk-18137



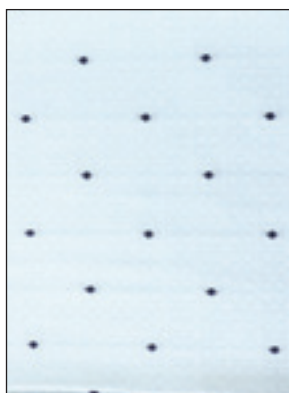
Robert Kaufman Fabrics #SRKX-16393-3 Chambray Boulevard prints



Robert Kaufman Fabrics #SRK-16072-248 double gauze chambray dobby



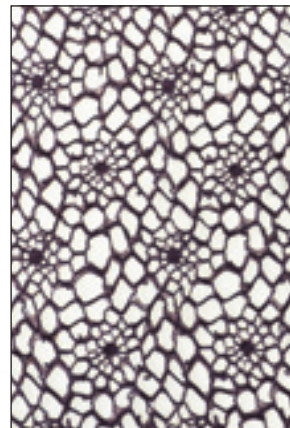
Cinergy Textiles Inc. #Popolk-19434



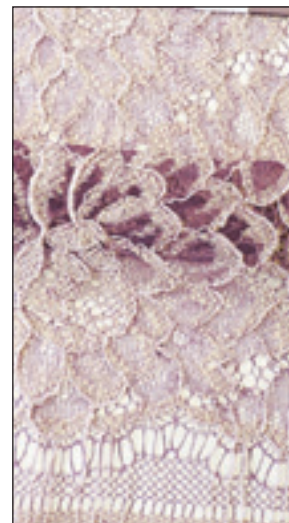
Taiana Cult #Walk-FC1 fil coupe

## Plum

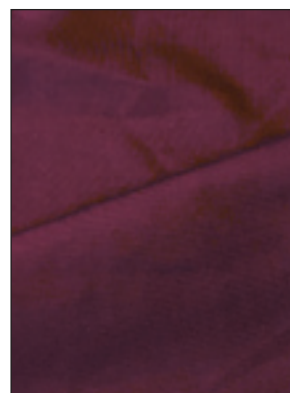
Rich shades of plum give a sophisticated edginess to lace, knits and painterly prints.



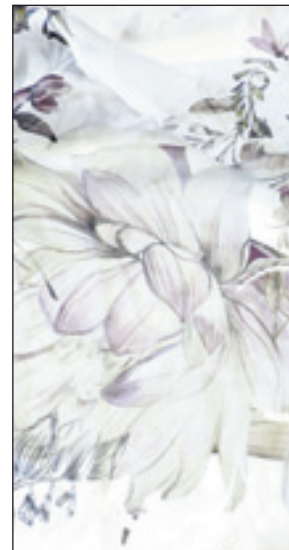
Alphalace Collection Studio #A5301088



Darquer Dentelles de Calais #D5300144



Texolini #6605D2 "Spacer"



Confetti Fabrics #K1575 "Yoda"



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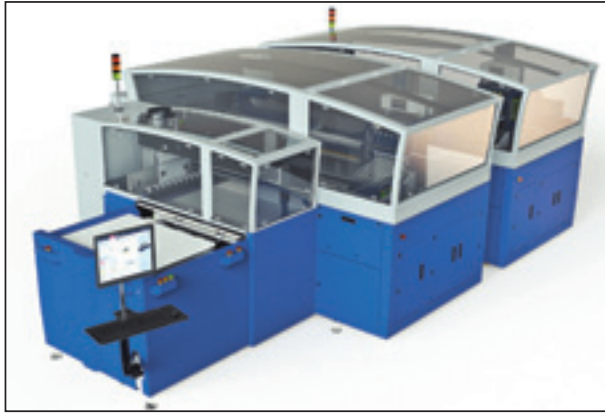
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## Kornit Says New Vulcan Printers Can Reduce Cost Per Print by 40 Percent

Commercial printing solutions provider **Kornit Digital North American** is preparing to begin shipping its **Vulcan** system.

The Vulcan is a digital platform that Kornit says “rivals screen printing for mid-to-long runs.” Compared to Kornit’s current systems, Vulcan can reduce the cost per print by up to 40 percent, according to the company. The direct-to-garment printing system can produce up to 250 garments per hour. Dark and light garments can be printed at the same speed. With 60 printheads and a recirculating ink system in a six-color-plus-white configuration, the Vulcan can reproduce photorealistic quality. The system allows for multiple print sizes and configurations up to 27.5 inches by 39.5 inches. The Vulcan uses Kornit’s **NeoPigment** patented printing process. The **Oeko-Tex 100**-certified and **GOTS** pre-approved water-based inks work on natural fibers, synthetics and blends and allow for inline pretreatment, according to the company. After printing, the garments can be cured with a standard hot-air dryer.

“Kornit Digital works continuously on pushing out the



Kornit's Vulcan printer system

break-even point between analog and digital production methods,” said Rich Thompson, marketing director of Kornit Digital North America, in a company statement. “With dras-

tically lowered ink consumption and unit cost, the Vulcan competes with screen-printing carousels not only for short but also for mid-to-long runs. Plus, it offers the ability to offer completely new products and services, such as high-quality, photorealistic prints and variable data printing. In essence, the Vulcan is a groundbreaking technology that every major garment decorator and screen printer should be interested in.”

Kornit will be demonstrating the new system at an open house that runs July 11–29 at the company’s headquarters in Mequon, Wis. The company has invited brands, garment decorators, screen printers, e-tailors and promotional-goods manufacturers to visit the open house, where the company will demonstrate its entire line of direct-to-garment printing systems. First introduced in 2015, the Vulcan will be commercially available by third quarter 2016.

Kornit Digital develops and manufactures commercial printing solutions for the apparel and textile industries. In addition to direct-to-garment printing, the company also produces roll fabric printers using a single ink set with no

additional finishing processes. Founded in 2003, the company has offices in the United States, Asia Pacific and Europe. For more information, visit [www.kornit.com](http://www.kornit.com).—Alison A. Nieder

## Tim Gunn Returns to Speak at Gerber Ideation 2016

“Project Runway” star Tim Gunn will be speaking about the convergence of fashion and technology at **Gerber Technology’s Ideation** technology conference in Miami Beach, Fla.

This marks Gunn’s second time speaking at the event. Set for Sept. 28–30 at **The Ritz-Carlton**, the event will feature a conversation between Gunn and Gerber Technology Chief Executive Officer Mike Elia on “the role of technology in fashion and how businesses can leverage technology to enhance innovation and improve their competitive edge.” In addition to serving as co-host and mentor on **Lifetime** fashion reality show “Project Runway,” Gunn is also one of the show’s producers. He has also served as fashion dean at **Fifth & Pacific**, chief creative officer at **Liz Claiborne Inc.**, and as a member of the administration and faculty at **Parsons School of Design**, where he was design chair of the department of fashion design. He is also the author of several books, including “Tim Gunn: A Guide to Quality, Taste and Style”; “Gunn’s Golden Rules: Life’s Little Lessons for Making It Work”; “Tim Gunn’s Fashion Bible: The Fascinating History of Everything in Your Closet”; and “Tim Gunn: The Natty Professor: A Master Class on Mentoring, Motivating and Making It Work!”

In addition to Gunn and Elia’s discussion, Ideation will feature a series of panel discussions, breakout sessions and case studies, workshops and demonstrations, a fashion show, a customer appreciation event, and networking opportunities.

For more information or to register to attend, visit [www.gerbertechnology.com/ideation2016](http://www.gerbertechnology.com/ideation2016).—A.A.N.

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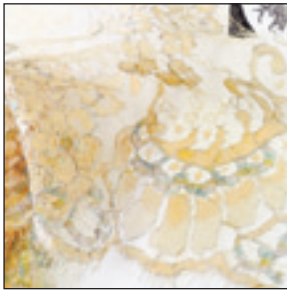
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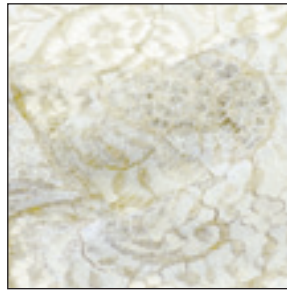
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# Lace Looks

The lace trend continues with mills offering everything from traditional patterns and crochets in shades ranging from pastel or deep pinks to printed fabrics that mimic the look of lace.



Solstiss #493858.G



Darquer Dentelles de Calais #D7803484



NK Textile "Floral Check Crochet"



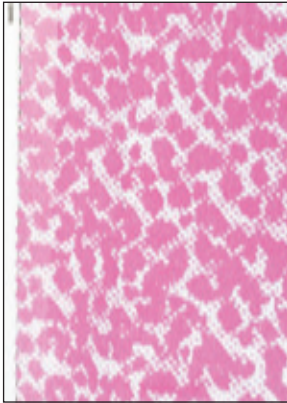
Cinergy Textiles Inc. #Crochet-17627 printed crochet



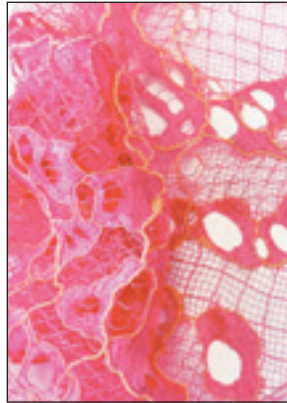
Solstiss #85510.F



NK Textile "2-Tone Striped Lace"



Cinergy Textiles Inc. #JSY-CTN-MX153A printed jersey



Solstiss #823512.VL



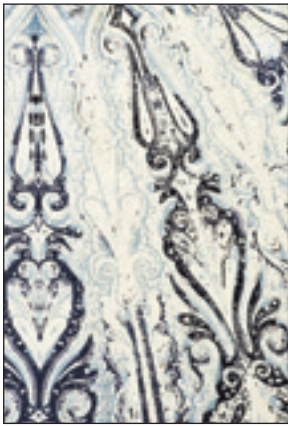
Vema #S13848



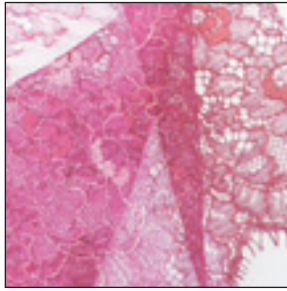
NK Textile "Stretch Crochet"



Cinergy Textiles Inc. #BONLC-19636 bonded lace



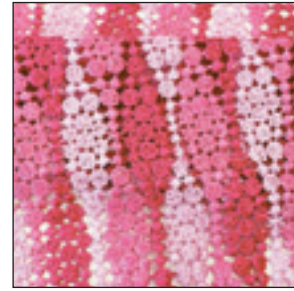
Confetti Fabrics #K6103 "Sunita"



Solstiss #810391



NK Textile "Striped Lace"



NK Textile "Crochet Waves"



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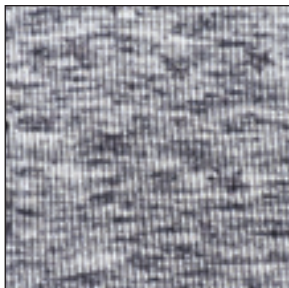
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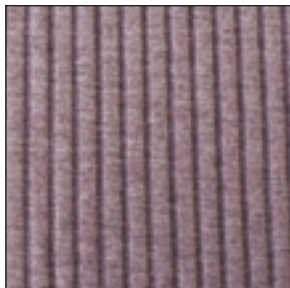
LA TEXTILE is a CMC Event. 9th & Main. DTLA. // Attending: 213.630.1701 | Exhibiting: 213.630.3721

# Textured Stripes

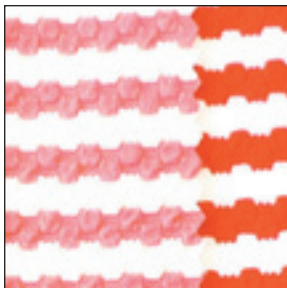
Textile makers add another dimension to knits with textured striped patterns and rib knits.



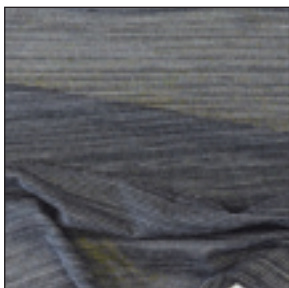
Asher Fabric Concepts #RPX22 brush natural rib 2x1 half gauze



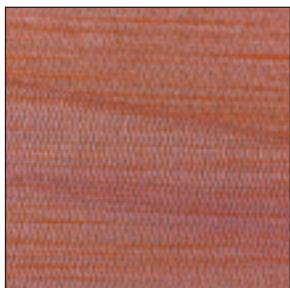
Asher Fabric Concepts #PVXR158 "Samba"



Cinergy Textiles Inc. #Jacq-STRP-D9000 jacquard stripe techno



Eclat Textile Co. Ltd. #RT1508305 single P.K. stripe moss



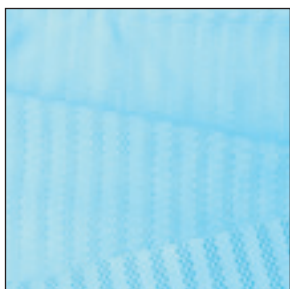
Eclat Textile Co. Ltd. #RT1508215 piqué brush



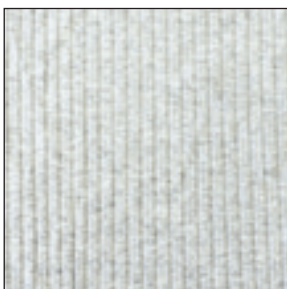
Darquer Dentelles de Calais #D8270008



Darquer Dentelles de Calais #D726928



Pine Crest Fabrics #FTP9998C1 "Textured Dots and Lines"



Texollini #61E3TD2 poor-boy rib



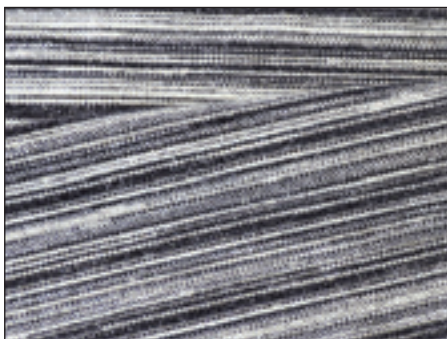
Texollini #3325SD2 jersey stripe



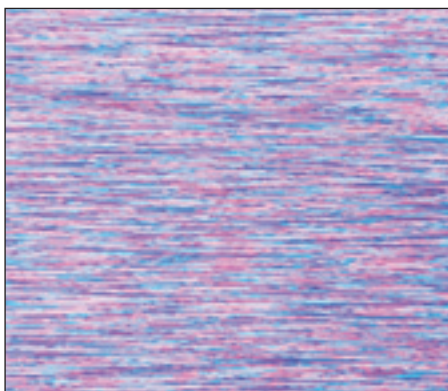
Robert Kaufman Fabrics #SRK-16541-62 indigo knit stripes

# Space Dye

The variegated look of space-dyed yarns adds depth and dimension to active knits.



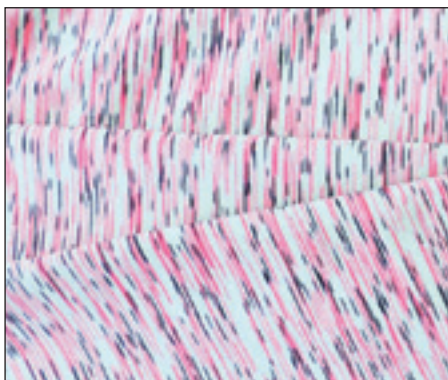
Texollini #7650D2 jersey piqué



Eclat Textile Co. Ltd. #RT1512339 single jersey



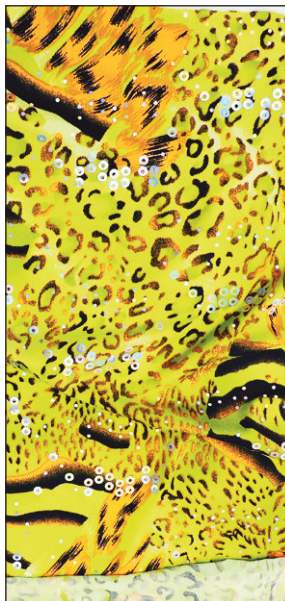
Eclat Textile Co. Ltd. #RT1511271 single jacquard moss



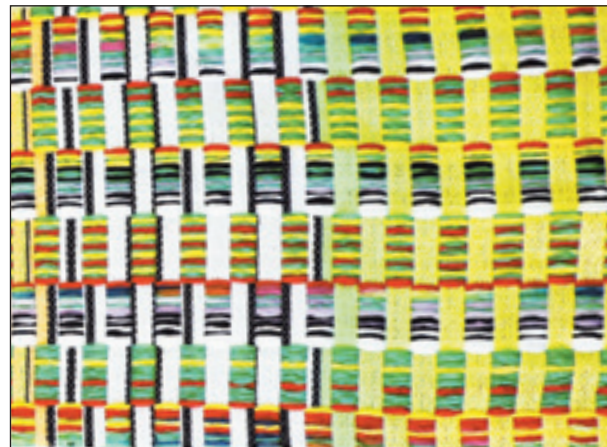
Pine Crest Fabrics #TTS500C12 "Strata"

# Go Green

Textile designers go green with bright shades ranging from chartreuse to apple for lace, stripes, prints and active knits.



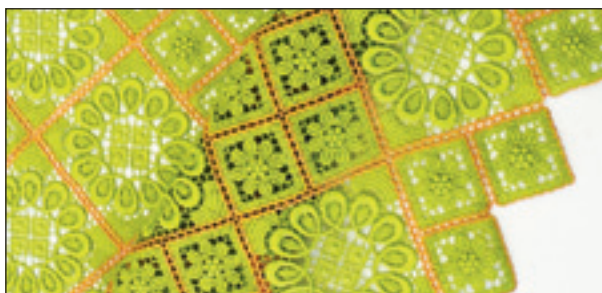
Triple Textile Inc. #L-612-N



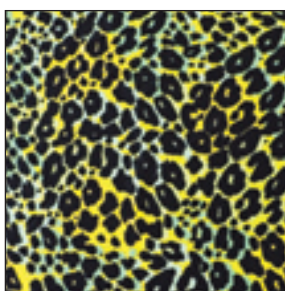
Malhia Kent #T91071 "Meliy"



Triple Textile Inc. #L-623-W



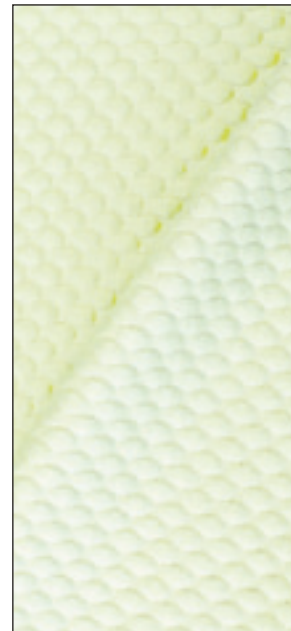
Vema #S13878



Triple Textile Inc. #L-620-J



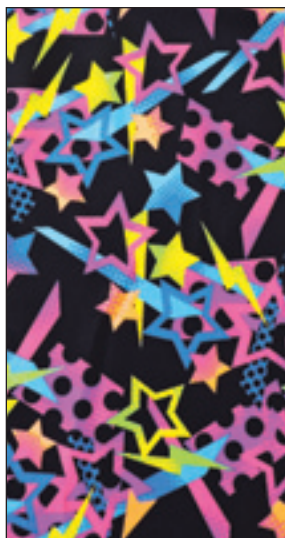
Eclat Textile Co. Ltd. #RT1404322 piqué



Eclat Textile Co. Ltd. #RT1406178 double jacquard

# Rainbow

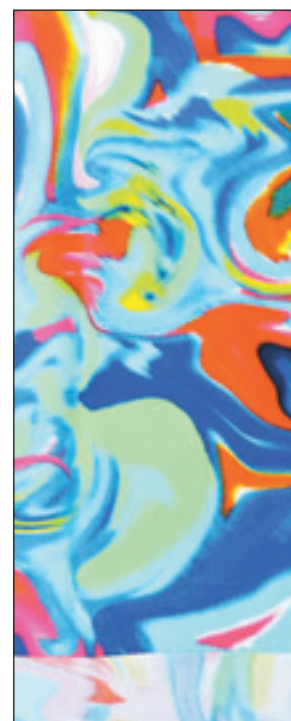
Rainbow shades in neon brights are a perennial for swimwear and activewear fabrics.



Pine Crest Fabrics #BTP085C1 "Barbie Rock"



Pine Crest Fabrics #FTH21723C1 "Rainbow Sparkle"



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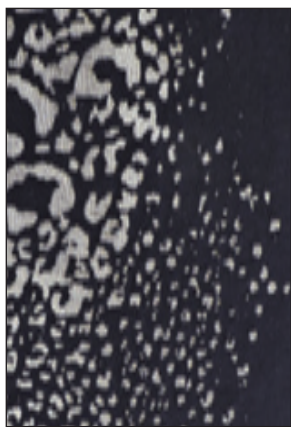
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## Wild Animals

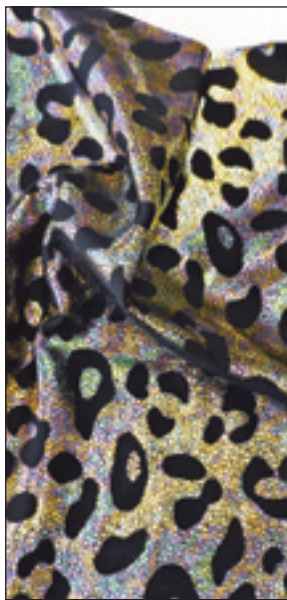
Animal prints get wild with candy-colored shades, foil details and new fabrications.



Asher Fabric Concepts  
#PC477 jersey plaited



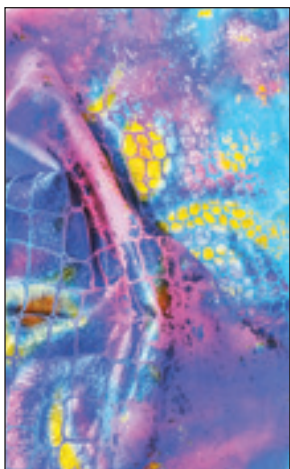
Eclat Textile Co. Ltd.  
#RT1506281 single jacquard  
French terry



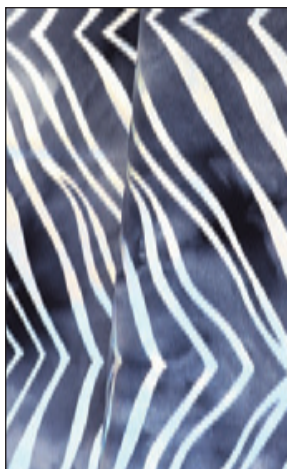
Triple Textile Inc. #FH-16-D



Triple Textile Inc. #FH-24-L



Triple Textile Inc. #FH-15-I



NK Textile "Zebra Foil"

## Into the Blues

Textile designers dive into the blue palette to add navy and indigo shades to lace, florals, geometric patterns and plaids.



Darquer Dentelles de Calais #D653044



Taiana Cult #JNS-MP



Robert Kaufman Fabrics  
#SRK-16415-206 "Grizzly  
Plaid"



Robert Kaufman Fabrics  
#SRKX-16396-67 Chambray  
Boulevard prints

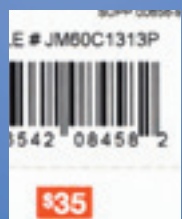


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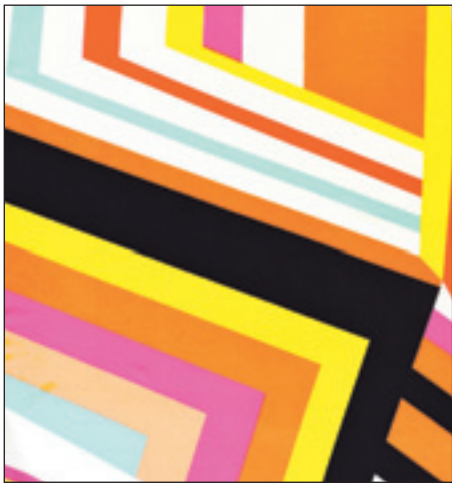
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# Regatta

Bold regatta stripes can go nautical for classic jerseys or bold in bright prints on knits and wovens.



Triple Textile Inc. #L-624-I



Confetti Fabrics #K1296 "Justige"



Cinergy Textiles Inc. #DTY-189807921



Texollini #3329SYD2 jersey stripe



Texollini #7971SYD2 jersey stripe

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**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  
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Apparel by Amanda Sage Collection

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**Products and Services:** 3A Products of America is a symbol of quality, serving you since 1975. Send your samples to us. We will help you save money. Custom orders to meet your needs: snaps, knitted elastic, zippers, webbing, buckles, and buttons with your logo. We offer threads, labels, accessories, interlining, display equipment, fabric and product sourcing, website design, printing, and promotional items. Fast services are our first priority.



## Asher Fabric Concepts

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

www.asherconcepts.com  
sales@asherconcepts.com

**Products and Services:** To address the need for innovative temperature-regulating knit fabrics in the activewear market, Asher is introducing Cool Sport, spun on Asher's new Santoni knitting machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A" knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application. Asher Fabric Concepts provides fabric development, knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production. With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally. Asher Fabric Concepts' customers are leaders with strong brand recognition in the high-end, fashion-forward contemporary markets. Whether it is dress wear-knits, swimwear, active wear, sportswear, body wear, or intimate apparel, Asher Fabric Concepts always delivers.



## Buhler Quality Yarns Corp.

1881 Athens Highway  
Jefferson, GA 30549  
(706) 367-9834

www.buhler yarns.com  
sales@buhler yarns.com  
Contact: David Sasso

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## California Label Products

13255 S. Broadway  
Los Angeles, CA 90061  
(310) 523-5800  
Fax: (310) 523-5858

Contact: Tasha  
www.californialabel.com  
info@californialabel.com

**Products and Services:** California Label Products has been servicing the apparel industry for 18 years. Our In-House Art Department can help develop your brand identity with an updated look or provide you with a quote on your existing items. Our product list not only consists of woven labels, printed labels, heat transfers, size tabs, and custom hang tags, but we also have a service bureau with quick turn time and great pricing. We are dedicated to setting the highest standard of excellence in our industry. Above all, we value quality, consistency and creating solutions that work for you. Check our website for a full product list or call or email us.



## California Market Center

110 E. Ninth St.  
Los Angeles, CA 90079  
(213) 630-3600  
www.cmccla.com

**Products and Services:** 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 to exhibit in and shop from.



## Design Knit Inc.

1636 Staunton Ave.  
Los Angeles, CA 90021  
(213) 742-1234

Fax: (213) 748-7110  
www.designknit.com  
shalat@designknit.com  
Contact: Shala Tabassi

**Products and Services:** Design Knit, Inc. is a knit-to-order mill based in Los Angeles specializing in the development and production of high-quality, sheer to heavyweight knits for the designer and contemporary markets. They will be featuring new innovations including, but not limited to: cashmere, cotton, linen, silk, wool, rayon and Modal blends. ProModal, Tencel, MircoTencel, Supima blends including our luxe collection. Denim-inspired knits. Cut-and-sew sweater knits. Fashion-forward activewear/athleisure collection.



## DG Expo Fabric & Trim Show

www.dgexpo.net  
(212) 804.8243

**Products and Services:** DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low 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 New York show is Aug. 3-4 as well as a Miami show (Oct. 5-6) and San Francisco (Nov. 20-21). Visit our website for details and to register.



## Emsig Manufacturing Corporation

263 W. 38th St., 5th Floor  
New York, NY 10001  
(800) 364-8003, Ext. 309  
sales@emsig.com  
www.emsig.com

**Products and Services:** We have been doing this for over 88 years. Our new 2017-2018 button and trim line is ready to be shown, featuring the newest and most creative innovative button styles. We see color and metal combinations, real red wood buttons being red hot, rubber touch effects, as well as real bone looks and magnetic closures. We have been making buttons for our military for the past 74 years here in the U.S.A. Our line can make your apparel more eye catching. Our line will add to your garment sales appeal. Shop our line. We do make a difference. New offices have opened in Korea and Vietnam as well as our Asian factories, who make the same Emsig quality standard as we make in the U.S.. Call to see our complete melamine button line, "Made in the USA."



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info@multitex.us  
www.multitex.us

**Products and Services:** G&G Multitex, Inc. is a leading supplier of high-quality knit fabrics to the Los Angeles apparel industry with over 25 years of experience. By knitting yarn into American-made fabrics and with the help of in-house printing capabilities, we have proven

to be versatile and resourceful in our ability to supply our customers with the most unique and fashion forward fabrics. With access to our circular knitting mill, Santa Fe Knitting and Geotex, our Roll to Roll sublimation printing plant with digital printing capabilities, we are more than capable of developing and producing new and innovative fabrics. Our portfolio of fabrics consists of natural and synthetic blend knits, with or without spandex. We produce solid or printed constructions ranging from basic jerseys to double knits, jacquards, sweater knits as well as 3 ends French terry and fleece knits. We invite you to learn more about our company, its different divisions, and our many different products and services.



## JN Zippers & Supplies Corp.

380 Swift Avenue—Unit #5 and 6  
South San Francisco, CA 94080  
Contact: Sales Dept. (650) 871-8838  
info@zprz.com

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



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New York NY 10018  
www.JFAllen.com  
(800) 334-9971

**Products and Services:** Founded in 1889, John F. Allen & Son, Inc. is a fourth-generation family importer and wholesale distributor of the world's finest cut crystals, trim, beads, findings, and genuine stone serving the textile, jewelry, and craft industries. We are proud to be one of the largest U.S. wholesale distributors of Preciosa-brand Czech crystal products, and we are a direct importer of over 40,000 items from top-quality factories in Europe and Asia. We offer highly knowledgeable, friendly service; a vast selection of products; and a well-stocked warehouse, which means quick order fulfillment for our customers. Visit our New York City showroom or our 22,000-square-foot warehouse at our headquarters in Warwick, R.I.



## La Lame

www.lalame.com  
**Products and Services:** What would you call a fabric that scuba divers use to pursue their goals? Well, of course, that would be called "SCUBA." La Lame is doing very well with its scuba fabric called "SCUBA," which is a version of neoprene. The "Neoprene" has more than 10 solid colors with black and white often in stock and other fashion colors available. Our highest-quality Neoprene is now featured in Bloomingdale's and Saks. The digital prints in the Neoprene fabric are beautifully executed with vibrant colors, some with 20 colors or more. We are now developing our Neoprene with laser executions. This development will be available shortly. The lace line at La Lame has been expanded. We now offer laces that have been embroidered, giving a new, textured look. Also, our geometric laces with sequins give our customers a larger line of choice. These features are receiving a positive reaction from many new customers. Note: La Lame will be at Première Vision in New York showing the elite French line Bugis Textiles of France. For more information, visit our website.



## Philips-Boyne Corp.

135 Rome St.  
Farmingdale, NY 11735  
(631) 755-1230  
Fax: (631) 755-1259  
www.philipsboyne.com  
sales@philipsboyne.com

**Products and Services:** Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton that is woven and finished in Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo, Corona, and Superba. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.



## Progressive Label

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

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



## Robert Kaufman Fabrics

129 West 132nd St.  
Los Angeles, CA 90061  
(800) 877-2066  
Fax: (310) 538-9235  
www.robertkaufman.com  
info@robertkaufman.com

**Products and Services:** Robert Kaufman Co., Inc. is an importer and converter with national and international representation, stocking a wide variety of printed, yarn-dyed, and solid wovens and knits as well as denims. In business for over 70 years, Robert Kaufman Fabrics has been delivering the highest-quality service to manufacturing clients in the U.S. and around the world in a variety of markets, including childrenswear, womenswear, contemporary, juniors, men's sportswear, maternity, uniforms, special occasion, accessories, and home fashions. In addition to an extensive catalog of on-trend design collections released every quarter, we offer domestic in-stock programs with low minimums, as well as customized fabric design, development, and sourcing for prints, yarn-dyes, and solids. All fabrics are available for sampling. We also drop ship for customers with off-shore production needs. Robert Kaufman Fabrics sells wholesale and to the trade only. Our fabrics are available to the retail consumer through local quilt and fabric stores. To find a retail store that carries Robert Kaufman Fabrics, please see our website. To see what's available and our latest collections in a fully searchable format, please visit our website. If you're a customer looking to see our fabrics in person, please contact our office to schedule an appointment to visit our LA showroom.



## Texollini

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

**Products and Services:** We at Texollini use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 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.



## Union Knopf

147 West 35th Street Suite 608  
New York, N.Y. 10001  
Christopher Frost -VP of Sales & Marketing  
(516) 445-5516  
chris@unionknopf.com

**Products and Services:** Union Knopf is the global design and production leader of buttons, buckles and accessories for Men's and Women's apparel. Specializing in trims made of metal, real & faux horn, rubber, coroso, wood as well as real & faux shell. All of our trims that are both fashionable and economical. Our proven fashion expertise is displayed each season with a completely new and fresh collection. In addition to our cutting edge design and top quality production, we provide first class customer support from our own offices in Germany, Poland, Shanghai, Hong Kong, USA, India, and Turkey. This enables us to provide customer-specific solutions with the highest aesthetic and quality results. We are a truly global company with the ability to provide on the spot support no matter where in the world our customers design offices are and their production is being done. Please visit our booth at PV NY July 19-20, 2016, Accessories J2.

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