

CALIFORNIA ApparelNews

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ANDREW ASCH

TAKING A STROLL: Shoppers check out the sales at the Irvine Spectrum just in time for late back-to-school purchases.

Back-to-School Shopping Might Go On ... and On

By Andrew Asch *Retail Editor*

The back-to-school season is considered a crucial time for many retailers. For teen retailers, it can make up more than 41 percent of sales for the third quarter, according to Adrienne Yih Tennant, a Wall Street analyst.

But business for the main segment of the season, August, was generally considered a disappointment. Since the back-to-school season traditionally ends in early-to-mid September, many retailers are hoping that it can be saved by those consumers who plan to shop a little late.

For bricks-and-mortar retailers, Labor Day weekend may have been the last day on the calendar for back-to-

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Is the Trans-Pacific Partnership Dead on Arrival?

By Deborah Belgum *Senior Editor*

With all the political rhetoric flying during an election year, apparel and textile experts are wondering whether the Trans-Pacific Partnership has any chance of being approved by Congress before a new president takes office in January.

The two presidential candidates—Hillary Clinton and Donald Trump—are sounding a steady drum beat against the 12-nation trade deal, which is made up of Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and the United States.

The most recent death knell for the trade pact was delivered by Senate Majority Leader Mitch McConnell, the Republican senator from Kentucky.

Weeks ago he announced at a Kentucky State Farm Bureau gathering that the Trans-Pacific Partnership had some serious

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CALA Show Sees Upswing in Retailers in San Francisco

By Andrew Asch *Retail Editor*

For Kenny Gandolfo, the San Francisco Bay Area trade show CALA was busy. He saw 24 accounts in two days at the most recent Aug. 30-31 run of the event.

Gandolfo is a representative for contemporary lines **Z Supply**, **Black Swan**, **Others Follow** and **Rag Poets**. At CALA, he saw leading Bay Area boutiques such as **Ambiance SF** from San Francisco; **Bella James** from San Jose, Calif.; and **Perle** from Sonoma, Calif.

He believed that the show's influence is beginning to spread outside the region's borders. He saw boutiques from Florida, Atlanta and Palm Springs, Calif. Show producers also reported seeing boutiques from Canada and Washington state.

But the show focuses on women's contemporary fashions and accessories geared for a Northern California boutique retailer. The August show marks the second year that CALA has produced the trade event at the picturesque **Fort Mason Center** in San Francisco's Marina District. On a clear day, a visitor can see Alcatraz Island and the Golden Gate Bridge from the waterside venue.

According to producers, 418 brands exhibited Resort and Spring 2017 collections at 141 booths. CALA runs five shows annually at Fort Mason. All shows have a capacity of 140 to 155 booths, said Robert Murtagh, a show organizer.

Buyer attendance increased with 746 buyers visiting the

recent show compared to 659 buyers one year ago. The recent CALA show focused on Los Angeles vendors with 82 percent of the show's vendors being based in Los Angeles. The rest came from Northern California and New York City, Murtagh said.

Other retailers visiting the show included San Francisco boutiques **Two Skirts**, **Margaret O'Leary** and **Two Birds**. **Stitch Fix**, an online subscription and personal-shopping retailer, also headquartered in San Francisco, was seen at the show. Also shopping CALA were buyers from different Northern California locations of **Pure Barre** fitness studios.

Jackie Bartolo of Los Angeles' **Jackie B Showroom** said that CALA is scheduled at a tough time. Many retailers are vacationing. Others are wrapped up in back-to-school activities with their families. The show also is scheduled just a couple of weeks after the massive **MAGIC** trade show and its satellite events in Las Vegas. "We covered a good amount of NorCal people at MAGIC," Bartolo said. "But many did not go to Vegas. I see them at CALA."

At CALA, Jackie B Showroom exhibited brands such as **Raven Denim**; **Banjara**, a collection of knits and wovens; **RahiCali**, which features garments made out of rayon as well as crepe fabrics; **RD Style**, which offers outerwear; and **Lady Dutch**, a contemporary collection.

For Meg Trollan, the show is a jumping-off point to build-

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Arsonist Suspected in Gap Distribution-Center Fire

After one of **Gap Inc.**'s largest distribution centers was severely damaged by fire, the company was scrambling to fill online orders and get merchandise on store shelves in its Northeast territory.

The Aug. 29 blaze, which wiped out nearly one-third of a 1.3 million-square-foot facility in Fishkill, N.Y., is believed to have been caused by an arsonist, said the New York State Police and the Bureau of Alcohol, Tobacco, Firearms and Explosives. The ATF National Response Team said it determined that "the fire was incendiary in nature," meaning the fire was intentionally set.

The two agencies, which continue with

their investigation, released the location back to Gap Inc. on Sept. 5 after a preliminary investigation.

The Fishkill Distribution Center, opened in 2000 and located 60 miles north of Manhattan, is a large campus holding two buildings: the smaller 1.3-million-square-foot structure that was damaged by the fire and a larger 1.9 million-square-foot warehouse.

Approximately 1,200 full-time and seasonal employees work at the two facilities, located in the town of 23,600 people. When the six-alarm fire occurred at 11 p.m., more than 100 workers were in the distribution center and able to escape unharmed.

While the investigation was going on, neither distribution center was able to process orders or deliver merchandise. The larger facility services the **Old Navy** stores run by Gap, and the smaller building primarily fulfills online orders in the Northeast region for **Gap** and **Banana Republic**, the other two nameplates under the Gap Inc. umbrella.

Gap spokesperson Debbie Felix said the company was using its other distribution centers, primarily in Ohio and Tennessee, to get online orders out to customers. "This distribution center [in Fishkill] is one of our regional distribution centers and part of our

larger North American network," she said. "We were able to leverage the contingency plans we have in place and deliver product from other distribution centers."

In addition, the company has rerouted inbound freight intended for Fishkill to other facilities across the country. The company is also exploring the possibility of increasing capacity at its current distribution centers as well as at other temporary facilities in the Northeast region.

Gap has not released any information assessing the value of the merchandise lost or the full monetary impact of the fire.

—Deborah Belgium

Hanjin Shipping Files Legal Papers to Help Unload Cargo at LA Ports

Cargo containers stuck on **Hanjin Shipping Co.** vessels anchored beyond the ports of Los Angeles and Long Beach could be unloaded soon.

Hanjin Shipping, which filed for bankruptcy in South Korea on Aug. 31, had been fearful its ships would be seized by creditors if it docked at any ports around the world.

But the large cargo-container company filed papers in U.S. Bankruptcy Court that allow its vessels to dock without its ships, cargo or equipment being confiscated by creditors. Terminal operators at the ports have been refusing to let the ships dock.

The Chapter 15 filing on Sept. 2 in a Newark, N.J., court deals with international insolvency matters and gives the shipping company some breathing space to unload its containers.

As of Sept. 9, there were three Hanjin

cargo-container vessels with 10,000 cargo containers anchored off the coast of Southern California and Mexico. The Hanjin *Greece* moved from drifting 20 miles off the coast of Carlsbad, Calif., to drifting 30 miles off the Mexican coast.

The Hanjin *Montevideo* remains anchored off the coast of the **Port of Long Beach** and the Hanjin *Boston* was scheduled to be moved on Sept. 9 to inside the Port of Long Beach breakwater to be refueled, according to Capt. J. Kip Louttit, executive director of the **Marine Exchange of Southern California**, which monitors



the ships coming and going at the Southern California ports.

With the Chapter 15 bankruptcy filing, Hanjin Shipping can now dock at ports without their vessels being seized. "The good news is that we have heard that the bankruptcy judge is allowing for containers to be released from the terminals," said Mark Hirzel, chairman of the **Los Angeles Customs Broker and Freight Forwarders**. "We just got word that Hanjin can discharge their containers at three ports without risk. They are Hamburg, Germany; Singapore; and Los Angeles/Long Beach. We are likely to see vessels call at Los Angeles and Long Beach, but now they may not call at San Francisco."

Cargo containers that are transported by rail to other parts of the country, however, will have a problem, Hirzel said. Railroad companies said they would not accept Hanjin containers, in fear of not being paid transportation costs. "What you are going to have is Hanjin cargo orphaned in Los Angeles," Hirzel said.

The other problem is that once those Hanjin cargo containers have been unloaded and sent to their destinations, nobody wants to accept the empty containers in fear of not being reimbursed for storage costs.

"Nobody wants those empty blue containers back," Hirzel said.

The Los Angeles Customs Broker and Freight Forwarders is working with the Los Angeles/Long ports to establish a temporary facility to hold them.

Customs brokers are telling their clients to be aware of where their containers are and be ready to pick them up quickly. "Know where every one of your containers are—on the water, on the dock—because there is a chance that some will get released and there is a chance there is only a small window of time you can pick them up," said Tom Gould, senior director of customs and international trade for **Sandler, Travis & Rosenberg**.—D.B.

PacSun Sheds Bankruptcy, Emerging as a Private Company

Five months after filing for Chapter 11 bankruptcy protection, **Pacific Sunwear of California** has been acquired by a San Francisco private-equity investment firm.

Golden Gate Capital completed its acquisition of PacSun, based in Anaheim, Calif., on Sept. 6 when the U.S. Bankruptcy Court in Delaware confirmed the restructuring plan.

PacSun, which was a publicly traded company, will now be a private company.

Golden Gate converted more than 65 percent of its term-loan debt into PacSun equity and provided a minimum of \$20 million in additional capital to support PacSun's long-term growth plans.

Wells Fargo also provided a five-year, \$100 million revolving line of credit, which is subject to certain conditions.

The restructuring allows PacSun to either renegotiate its store leases or shutter unprofitable stores that have plagued the retailer, which sold surfwear and apparel to teens and young adults.

When the company filed for bankruptcy protection in early April, it had 601 stores

in the United States and Puerto Rico. Upon emerging from bankruptcy, it had 583 stores. PacSun said it would be closing 20 stores in the next month.

Gary Schoenfeld, PacSun president and chief executive, said he was pleased that the company exited from bankruptcy so quickly and that all the company's branded partners would be paid in full as part of the restructuring. "Looking ahead, we plan to continue our brand transformation and deliver our customers the most relevant specialty apparel and sneakers along with the best brands and great style that define PacSun," he said.

Increasing competition from fast-fashion retailers and a shift in fashion trends contributed to PacSun's and other retailers' woes. The company, founded in 1980 to bring the beach to the people, hadn't turned a profit since 2008.

For fiscal 2014, the company reported a \$29.4 million loss on \$826.8 million in revenues. For fiscal 2015, the company had an \$8.5 million loss on \$801 million in revenues. Same-store sales for 2015 were down 2.6 percent.—D.B.

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Expanded Broadway Plaza Shopping Center Officially Reopens

After years of renovation and expansion, **Broadway Plaza** in Walnut Creek, Calif., officially reopened with 90 percent of its space leased.

Retail real estate development company **Macerich**, based in Santa Monica, Calif., reopened the shopping center on Sept. 1.

It is anchored by **Nordstrom**, **Neiman Marcus** and an expanded **Macy's**, which added 57,000 square feet of space to a redesigned 247,000-square-foot store.

Since the renovation started two years ago, mall shop space has more than doubled and now encompasses 900,000 square feet. Some 50 new stores have been added or will be opening soon. They include **Aldo**, **Athleta**, **Ecco**, **Eileen Fisher**, **Everything But Water**, **Gap**, **H&M**, **J. Crew**, **J.Jill**, **Kit & Ace**, **Lucky Brand Jeans**, **Lululemon Athletica**, **Madewell**, **Michael Kors**, **True Religion Brand**

Jeans, **Vince Camuto**, **Victoria's Secret**, **White House/Black Market** and **Zara**.

The renovation added new multi-level parking structures, expanded walkways, new seating areas, art installations and a central plaza for events and brand activations.

Key to the project was demolishing and replacing two older, inefficient parking structures and about 80,000 square feet of existing small shop retail space and the 70,000-square-foot former **Macy's Men's** store. This all made room for more general leasing areas and modern store designs.

"At Broadway Plaza, we have expanded this unique street-retail setting to meet extensive retailer demand to be part of our high-performing property while also enhancing the amenities, pedestrian appeal and pleasing scale of this irreplaceable downtown retail asset," said Randy Brant, Macerich's executive vice president.—*Deborah Belgium*



The Great Outdoors Sets Up Camp in LA's Arts District

While contemporary and designer boutiques are finding new homes in downtown Los Angeles' Arts District, retailer Gene Han is gambling that the bohemian enclave will embrace a new style of high-end camping.

On Sept. 6, Han held a grand-opening party for his **Hatchet Outdoor Supply Co.** at 941 E. Second St.

The 1,800-square-foot boutique, located in what reportedly was once a stylist's studio, is the second location for Hatchet Outdoor. The first location opened three years ago in Brooklyn, N.Y.

Stylish camping clothes and gear for the discerning hiker—think stainless-steel wine cups—are included in the Arts District store's inventory.

"There is a crossover," he said. "As you get older, you want to re-engage with the camping experiences you had as a kid."

Han said camping is not exclusive from his first field—the urban world of high-end sneakers. Han got his start in retail by opening **Alumni**, a two-store sneaker chain in Brooklyn, which he still runs.

Hatchet's point of difference is that camping is done with panache. Clothes on the tables and racks are outdoorsy but



Gene Han

with a fashion twist.

Brands offered at Hatchet include U.S. labels such as **Carhartt W.I.P.**, **Filson** and **Bat-tenwear** as well as Danish brand **Norse Projects** and Japanese label **Snow Peak**.

The boutique's retail price points range from \$20 to \$800.—*Andrew Asch*



COURTESY OF HATCHET OUTDOORS SUPPLY CO.

NEW RESOURCES

Hippe BeachBum: Life of the Beach Party

Beaches and beach lifestyle are geared toward fun, said designer Norma Morrow, and someone needed to inject more of a sense of fun into the scene.

Earlier this year, she and designer Sharise Neil introduced **Hippe BeachBum**. It's a made-in-Los Angeles line designed to display a joie de vivre in its graphics and design.

Some of Morrow's sense of fun is rooted in the hems of the 120-piece line. Some of Hippe BeachBum's shorts feature small pom-pom balls dangling from their edges. The line's "Beach Cruiser" crop pants bear lace trims on their hems. Some of the line's cover-ups have a playful shag fringe on the hem.

The sensibility makes its way to words and graphics. One T-shirt bears the slogan: "When in Doubt, Vacation." Another T-shirt features a graphic of a pineapple made up of colorful



rhinestones.

The line's pullover tops also get into the game. One features a graphic of Carmen Miranda, a 1950s samba singer and actress whose unique fashion style helped develop a

the now-defunct **I. Magnin**.

Wholesale price points range from \$24 to \$58.

For more information, contact the **Sabrina Showroom** at the **Cooper Design Space** in downtown Los Angeles.—*A.A.*

cult following around the world. Other tops bear gold-foil graphics of mermaids and seahorses.

Adding to the line's colors are its prints that include tropical and fleur de lis prints. The garments are made out of fleece, velour and Supima cottons.

"You're not going to come to Hippe BeachBum for basics," Morrow said. "We do make basic pants, but you must wear a playful top along with it," she said.

Morrow has worked as an actress and as a designer during her career. From 1979 to 1997 she was creative director and owner of a line called **Bodalia**, which she said was placed at high-end department stores such as **Neiman Marcus**, **Saks Fifth Avenue** and

AIMS 360 Now Offers Shopify Integration

Los Angeles apparel-industry software provider **AIMS 360** has integrated e-commerce platform **Shopify** into its ERP (enterprise resource planning) solution to help facilitate e-commerce operations.

With Shopify, AIMS 360 ERP customers can perform multiple e-commerce functions—including collect and organize customer data, process and manage orders, track inventory, and manage shipping—all from a single location. The Shopify integration will help AIMS 360 ERP users to share and track data as well as manage inventory and shipping and automate processes such as order entry.

“We designed the AIMS 360 Shopify integration to remove much of the manual work that people are doing when it comes to online sales,” said Shahin Kohan, chief executive officer of AIMS360, in a company statement. “Many companies in the fashion industry don’t use ERP systems and have to update inventory and sales data from Shopify and other ecommerce platforms in **Excel** spreadsheets by hand. In some cases data that is generated in companies’ ERP systems and Shopify accounts are not being shared. This can create all kinds of challenges in inventory management, order processing and shipping. The AIMS 360 Shopify integration resolves many of these challenges while saving companies time and resources.”

According to the company, the AIMS 360 Shopify integration will eliminate the need to transfer data between spreadsheets. The Shopify integration will facilitate order updating and will automatically update shipping information so customers will receive notification of the shipping status and can track their orders. The integration will also allow users to manage wholesale and retail functions separately, including allowing users to reserve a portion of inventory for specific accounts.

“AIMS 360’s purpose is to provide our customers with an efficient, hassle-free way to manage their e-commerce so that they get paid on time and ship on time,” Kohan said. “AIMS 360 will save users time and money while improving their ability to process more orders.”

Founded in 1984, AIMS 360 works with more than 5,000 companies, including apparel manufacturers, wholesalers and importers. The company offers a suite of software solutions for sales, accounting, order taking and transaction processing as well as production, electronic data interchange, inventory management and distribution. For more information, visit aims360.com.

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Calendar

- Sept. 8**
Surf Expo
Orange County Convention Center
Orlando, Fla.
Through Sept. 10

Imprinted Sportswear Show
Orange County Convention Center
Orlando, Fla.
Through Sept. 10

Sept. 12
Texworld Apparel Sourcing
Parc des Expositions
Paris
Through Sept. 15

Sept. 13
Première Vision
Paris-Nord Villepinte
Paris
Through Sept. 15

OC Mix
18001 Cowan
Irvine, Calif.
Through Sept. 14

Sept. 16
Melange
The New Mart
Los Angeles
Through Sept. 17

Sept. 17
Designers and Agents
Starrett-Lehigh
Cedar Lake
New York
Through Sept. 19

Capsule
Pier 94
- New York
Through Sept. 19

Axis at Capsule
Pier 94
New York
Through Sept. 19

Tranoi
The Tunnel
New York
Through Sept. 19

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

Sept. 18
Accessories The Show Fame Moda Manhattan
Javits Center
New York
Through Sept. 20

Coterie Sole Commerce TMRW
Javits Center
New York
Through Sept. 20

Stitch
Javits Center
New York
Through Sept. 20

Sept. 20
“How to Maximize Profits This Holiday Season” webinar by FBI online

Sept. 22
TPC Networking Event
1050 S. Flower St.
- Los Angeles

Metropolitan Fashion Week
Various venues
Hollywood
Through Oct. 1

Interfilière
The Tunnel
New York

Sept. 25
Market
LA Mart
Los Angeles
Through Sept. 27

Sept. 26
LA Textile Show
California Market Center
Los Angeles
Through Sept. 28

LA Majors Market
California Market Center
Los Angeles
Through Sept. 28

Factory Direct
The New Mart
Los Angeles
Through Sept. 23

Retail’s Digital Summit
Kay Bailey Hutchison Convention Center
Dallas
Through Sept. 28



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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Activewear: Finding the Spirit in Spiritual Gangster

By Alyson Bender *Contributing Writer*

Former yoga instructors Vanessa and Ian Lopatin are teaching what they preach through yogawear.

In 2008, the husband-and-wife team founded **Spiritual Gangster**, and it has now become a favorite among yogis because of the label's kitschy sayings and charitable donations.

Manufacturing and sourcing of fabrics is done domestically and overseas while the company is based in Irvine, Calif.

The Lopatins attribute the company's growth to its social media and offline marketing strategies.

"The growth and success of the company stems from so many different things," remarked a company spokesperson. "I would say one of the most interesting and exciting vehicles has been social media—primarily **Instagram** and **Facebook**—which have given us a very visual platform to inspire and tell our story."

Additionally, the Spiritual Gangster lifestyle blog has been an integral part of growing their yogi community, covering topics that range from profiling prominent yogis to kombucha cocktail recipes, monthly horoscopes and new look-book items. The blog has been a project that has shown great success in social channels.

The company is also extremely active offline through its charity work and community outreach. For every item sold, Spiritual Gangster donates

an undisclosed amount of its proceeds to provide meals to people in need by partnering with national and international charities such as **Feeding America**, **The Cambodian Children's Fund**, **Phoenix Children's Hospital**, **Children's First Academy** and **The Make a Wish Foundation**.

Spiritual Gangster's marketing team is also active in life-style festivals such as **Wanderlust 108**, which is a 5-kilometer run, yoga and meditation event that prides itself as

a "mindful triathlon of vibrant community, self-awareness and inner peace."

At the festivals, the Spiritual Gangster team is very active on the ground and enjoys face-to-face time with customers. "Thus far, we've seen such an amazing response with Wanderlust 108, [which] is aligned with the brand and brings together everything we love—music, fashion and community," a company spokesperson said.

Spiritual Gangster's line of activewear offers tanks, tees, long-sleeve tops, jackets, hoodies, bottoms and accessories for men and women as well as children's tees with sayings such as "Karma Made Me Do It."

In the upcoming year, Spiritual Gangster is planning to introduce new categories and has upcoming collaborations in the works.

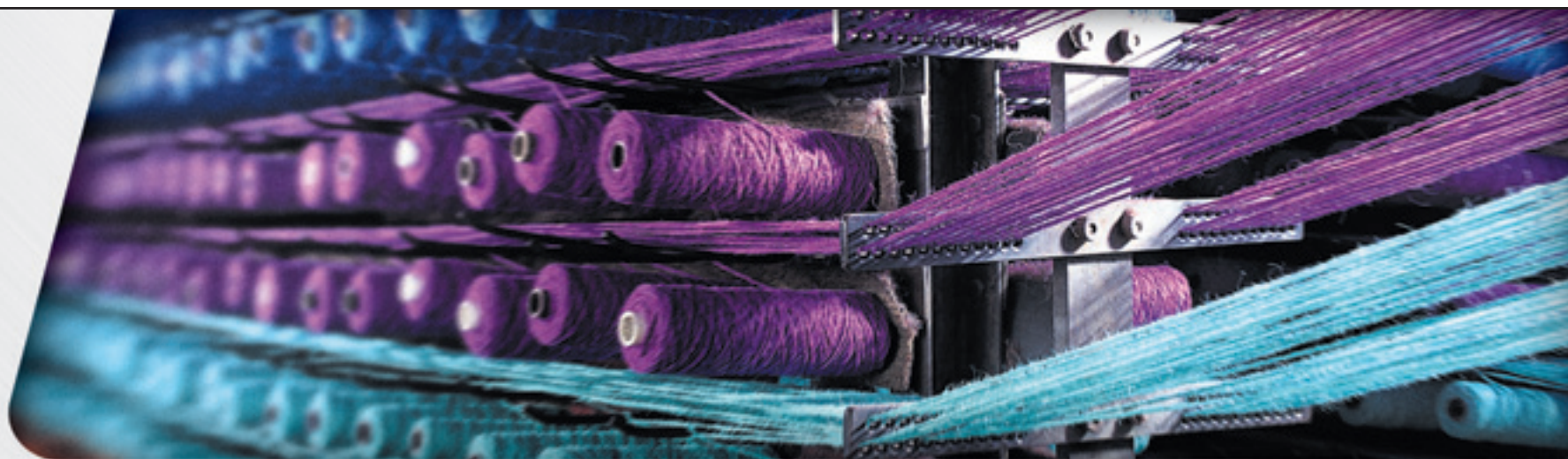
The company is also striving to continue its retail presence through online channels and bricks-and-mortar pop-up "experiences" for its customers.

On a larger scale, the team is working to expand internationally by creating retail experiences where customers around the globe can join the good-vibe tribe that is Spiritual Gangster.

Spiritual Gangster currently is carried by **Bloomingdale's**, **Shop-bop**, **Equinox**, **Planet Blue** and **Revolve**.

The company also has an e-commerce platform set up through its own website.

For more information, please visit www.spiritualgangster.com.



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NYFW Trends Have a California Feeling

With a flurry of runway shows in line for **New York Fashion Week**, don't be surprised if you see a bit of California on the catwalk.

Sharon Graubard, founder and creative director of New York global trend forecaster **MintModa**, identified three major directions for Spring 2017 trends: the sport nomad, the fever dream and nature. Each has a touch of the West Coast.

"Definitely there is a California influence

The sport nomad trend is based on classic American sportswear, but the shapes are oversized and the constructions borrow from ethnic cultures. It uses crisp white shirtings, natural linens, denim and plain T-shirt jersey mixed with activewear pieces like slouchy track pants.

A second trend is fever dream, which consists of dark colors accented with pops of neon or nearly neons. Animal prints, vivid pixel patterns and cellophane-like layers give it depth. Silhouettes can be feminine with sheath dresses or bow blouses, but fabric colors will be exotic.

A third theme is all about nature with murky colors such as dull greens, misty olives and mustardy goldenrods with soft pink accents. "The colors are not so much swimming pool as they are a frog pond," Graubard said.

Shapes are organized but with imperfections such as an off-kilter print placement, acid washes, uneven hems and lots of texture.

Graubard also sees some Hollywood influence on fashion from the **Netflix** shows "Stranger Things" a horror, science-fiction TV series, and Baz Luhrmann's "The Get Down," which is about the birth of the hip-hop music movement.

The fashion trend forecaster believes there will be a rediscovery of the '70s and early '80s urban and suburban styles, including skimpy tees, tiny short-shorts, denim cutoffs, bare midriffs and slit skirts. "The slinky disco dress will make a big comeback," Graubard said.—*Deborah Belgum*



Sport nomad Fever dream Nature

in the sport nomad," Graubard said from her New York office. "It is a true evolution of Bonnie Cashin, a California designer who was the mother of American sportswear. There is the California way of dressing, which is casual and which is always ready for a yoga class or walk on the beach. That is definitely impacting fashion."

CALA *Continued from page 1*

ing up her Northern California business. "We schedule road trips around the show," Trollan said. She is sales manager for **Good hYOUman**, a Los Angeles-headquartered fashion line that prints inspirational messages on its clothing. The line has recently been producing activewear.

Israel Ramirez of Los Angeles' **Siblings Showroom** said CALA was a place to see half of his showroom's Northern California retailers. He typically sees the other half at **LA Fashion Market** shows in the Los Angeles Fashion District. He said of CALA: "It's one of the more productive shows out of the regional shows we do. ... We had a good, steady flow of people coming into the booth."

The Siblings booth doubled in size from a 4-by-5 booth managed in the past for most of its CALA appearances to an 8-by-10 booth for the recent August show.

The Siblings booth represented lines such as **Veronica M**, **Tiare Hawaii**, **Noa**

Elle and **Handloom**, a Turkish kimono line. Ramirez said that the Northern California style of the show's attendees is different from the Los Angeles style of attendees but not as different as some would say. "It's not as young. A lot of it is for moms and wives," he said of the Northern California customer. "They're fit and they don't want to dress conservatively. They want to dress trendier."

Bri Bohanon, a manager and assistant buyer for the **Viva Diva** boutique of San Rafael, Calif., said that her shop keeps its own counsel for style. "We have LA inspirations," she said. But the store's founder, Amy Anderson, and her staff spend time finessing specific looks for longtime clients. "We buy stylish, wearable clothing," Bohanon said of the boutique, which started business in 1997.


At the show, she saw a lot of camouflage clothing. "The military look came back," she said. "We're still buying a lot of plaids and leggings."

Clothes with a 1990s fashion inspiration also had a heavy presence at the show. ●



BAY AREA SHOW: CALA has developed a reputation as a contemporary trade show focused on a Northern California boutique retailer. Its producers said that retailers from Canada and the Pacific Northwest shopped the August run of the trade show. Scenes of the show are pictured above.





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Back-to-School Continued from page 1

school shopping. Ken Perkins, president of **Retail Metrics Inc.**, a Boston-area market-research firm, noted that he felt consumer foot traffic was up when he was checking in with malls. "It was relatively busy compared to the last few weeks in August," he said.

Back-to-school shopping should get a boost from m-commerce, or shopping by smartphone. Such shopping might push back-to-school shopping farther to the end of September in years to come. "It's taking the urgency out of shopping by deadline," Perkins said. "You can buy from anywhere at any time and get it delivered relatively quickly."

The **National Retail Federation** predicted that this year parents would spend an average of \$689 on K-12 school supplies, a sizeable 14 percent increase over last year for a total of \$30.3 billion in back-to-school spending. Average spending on college supplies was expected to be \$907, up 12 percent for an even larger total of \$53.5 billion.

A recent NRF survey found that 31 percent of parents this year shopped for back-to-school supplies and clothes online, up from 27 percent last year.

The survey also found that consumers were watching their pocketbooks with 53 percent shopping at discount stores for back-to-school goods, 51 percent headed to department stores and 39 percent visiting specialty clothing stores.

Making the time limits of back-to-school seem even more elastic are student fashionistas who don't shop until after school starts. They wait to see what styles are trending on the schoolyard. Then they rush to the store once they figure out what the "in" crowd is wearing, Perkins said. Like the winter holiday season, many parents shopping for back-to-school wait until the end of the season to see what deals are being offered by retailers.

Marshal Cohen, chief retail industry analyst of market-research firm **The NPD Group** of Port Washington, N.Y., also thought it would help retailers' bottom line to change the way they merchandise and market for the season.

"Back-to-school is tricky for retailers because schools start at all different times and there may be several school districts in their area," he wrote in a blog. "They are starting to question the traditional timing of back-to-school mer-



WAITING GAME: Many back-to-school shoppers are waiting for big sales to pop up before they buy.

chandising, so it will be important to watch how the consumer responds once changes are implemented, even if it as simple as refreshing displays and the supply of key items at the most opportune times. However, there is still time for retailers to adjust their holiday-season plans to align with how and when consumers shop for the holidays."

It's wise advice for retailers hoping to prospect for every penny they can get this year considering that back-to-school sales have been so lackluster.

That was seen at teen apparel retailer **The Buckle Inc.**, whose comparable-store net sales for the month of August decreased 14.8 percent. Net sales for the month declined 14 percent to \$87.2 million from last year's \$101.4 million.

Value-priced fashion apparel retailer **Cato Corp.** reported that its August same-store sales dropped 8 percent, while total sales decreased 7 percent from last year to \$62 million.

During a recent second-quarter conference call, Arthur Martinez, executive chairman of **Abercrombie & Fitch Co.**, complained that consumer "traffic remained a significant headwind."

Jeff Van Sinderen, an analyst for **B. Riley & Co.** in Los Angeles, said that there is still time for back-to-school business to rally. "The early shoppers did more of their shopping in July, and to some degree they want to play the waiting game and see what people are wearing in September," he said. "If you put July, August and September together, it may not look that bad. We have to see how September plays out."

On the juniors fashion front, Barbara Fields of Los Angeles-based **Barbara Fields Buying Office** said that for 2016, the top back-to-school looks were highly influenced by contemporary styles.

A popular trend has been bomber jackets that come in solid olive and wine colorways. Camouflage, military flak jackets have been big sellers too. "Outerwear was big. It replaced the sweater business this season," Fields said.

Also seen on juniors were distressed jeans, T-shirts bearing slogans and bodysuits as well as popular athletic brands such as **Nike**, **Puma** and **Adidas**. **Ivy Park**, an activewear line co-founded by music star Beyoncé, was also a hit. ●





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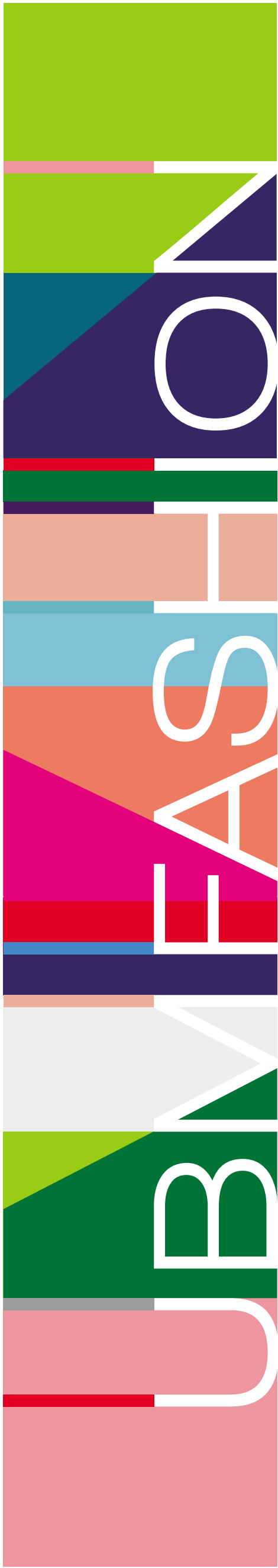
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An Open Letter to the Fashion Community

With seismic shifts occurring in our industry, we felt it appropriate to state clearly our mission at UBM Fashion Group: to help your business thrive. We know there are a lot of changes happening in our industry—retailer shifts, digital developments, and evolving seasonal trends. But we also know that fashion is as important to our lives and the economy as ever before. That’s why we at UBM Fashion Group want to work with the industry to respond to these changes and create opportunities for everyone moving forward.

For those of you unfamiliar with UBM Fashion Group, our company, UBM plc, is recognized as one of the world’s leading show producers and we have chosen to focus our entire strategy on events and related digital and print media products. We’ve taken our passion for events into fashion, uniting the industry’s best talent and most dynamic shows brands to create UBM Fashion Group, encompassing MAGIC, ENK, and the BJI portfolio of shows and media.

The unification of these established events will translate into stronger shows for both buyers and brands. To begin, this August, we’ve consolidated MAGIC and BJI’s Las Vegas shows from three venues to two so retailers can spend less time traveling and more time connecting with brands; and all attendees will now be able to access all MAGIC and BJI shows in Las Vegas with just one badge.

As the leading organizer of fashion tradeshow, it’s our responsibility to help the industry grow and prosper. Our collective goal remains as crucial as ever: to bring together great brands and retailers in superbly merchandised shows, provide superior customer service, and ultimately present end consumers with the best apparel, footwear, accessories, and fashion products.

Please stay tuned as we continue to make improvements that will enhance your show experience and help move your business forward. In the meantime, we encourage you to join us in our mission—to help your business, and this industry that we love, thrive.

Please feel free to reach out to your personal contacts or info@ubmfashion.com. We look forward to collaborating with you.

Sincerely,

UBM Fashion Group



Levi Strauss Names New Global and Supply-Chain Executives

Levi Strauss & Co., the San Francisco company known for its rugged denim, has promoted two executives to new posts.

The jeans company announced that David Love, currently executive vice president of global supply chain and chief transformation officer, has been appointed executive vice president and president of Levi Strauss Asia, Middle East and Africa.

In addition, Liz O'Neill, currently senior vice president, product development and sourcing, has been appointed chief supply-chain officer. Love remains a member of the company's worldwide

leadership team, and O'Neill will join the worldwide leadership team. Both will report directly to Chip Bergh, Levi's president and chief executive.

In his new job, Love will be responsible for leading the company's commercial operations as well as spanning all brands and channels across Asia, the Middle East and Africa.

Love began his career at Levi's in 1982 as a manager of technical services working in the company's manufacturing facility in the United Kingdom. Since then, he's held global positions throughout the supply chain, including production, product develop-

ment, product services and sourcing. He has closely partnered with design and brand merchandising to encourage product innovation, increase speed to market and foster commitment to quality.

O'Neill joined Levi's in 2013 to lead global supply-chain sourcing and strategy. She is responsible for the global development, sourcing and delivery of Levi's products shipped to more than 100 countries. In her new role, O'Neill is responsible for the company's worldwide terms of engagement and environment, health and safety.—*Deborah Belgium*

TPP *Continued from page 1*

flaws and would not be acted upon this year.

This summer, California Congresswoman Nancy Pelosi, the House minority leader, said she wouldn't support the 12-nation trade deal in its current form.

"Please be assured that I will oppose the TPP as it is currently written or any deal that attempts to separate commerce from the environment and will work to ensure our nation's trade policies include increased transparency, more consultation and stronger protections to create jobs, strengthen human rights and protect the environment," Pelosi wrote.

Despite the anti-TPP rhetoric, leaders at the **American Apparel & Footwear Association**, a trade group in Washington, D.C., believe there is a glimmer of hope for passage during the lame-duck session of Congress in November or December.

"TPP is very much alive, and there is a lot of energy around it," said Steve Lamar, the AAFA's executive vice president and a former trade analyst with the U.S. Dept. of Commerce. "All the political noise is casting a lot of doubt in people's minds about whether it can happen or not. Because of the election and the congressional calendar, there is a narrow window for it to be approved this year, but the window is still wide open. It depends on the administration and Congress resolving pending issues."

In the past, McConnell has warned against TPP provisions that won't let tobacco companies use arbitration under the investor-state dispute-settlement process to seek damages against countries that invoke public health concerns to limit tobacco marketing and sales.

Another issue many aren't happy with is how the TPP treats patents on medicine. Under the TPP, biologic medicines can earn between five and eight years of market exclusivity, well short of the 12-year period stipulated in U.S. patent law.

But the U.S. textile industry is happy with TPP's yarn-forward provision that requires apparel manu-

facturers in the TPP countries to use regional yarns to qualify for duty-free status. This makes U.S. cotton and U.S. textiles more essential to TPP members who don't manufacture their own yarns.

"Vietnam was pressing diametrically in the opposite direction," recalled Augustine Tantillo, president of the **National Council of Textile Organizations** in Washington, D.C. "We partnered with Mexico and Latin American manufacturers to press for the yarn-forward provision."

Tantillo said it is hard to read whether Congress will approve TPP before a new president takes office because of the strange political climate the country is going through. "Normally, I would say that pre-election rhetoric never really translated into a major breakdown regarding the passage of a trade agreement. If you look at NAFTA [the North American Free Trade Agreement], CAFTA [the Central American Free Trade Agreement] and China's accession to the World Trade Organization, they have always been viewed very negatively in the run-up to the election. But they never seemed to result in those trade deals being sidetracked," he said. "But this is the most unusual election I have seen in my lifetime. It is hard to compare it to the previous presidential campaigns, and potentially it could result in a delay on TPP."

Tantillo, however, isn't completely convinced that passage of the controversial trade pact is dead. "I would say I am closer to the view that it is in serious trouble than I would normally state," he said.

Obama is clearly doing some quiet TPP lobbying on Capitol Hill without making too much noise before the presidential elections on Nov. 8. "The bigger the issue, the more it becomes an issue in the campaign," Tantillo said. "A pivotal aspect will come through the debates. Clinton has been forced to the left by [Sen.] Bernie Sanders, by Trump and by concerns by the rank-and-file union members who are disenchanted with her. As we get to the debate, you can only assume

Trump will push her hard on this point where she may be forced to make a more demonstrative and somewhat irrevocable statement about her position here."

Clinton has reversed her position on the trade pact since running for president. When she was secretary of state from 2009 to 2013, she was instrumental in helping to negotiate TPP and counted it as one of her major achievements.

"It's unclear what Hillary would do if elected president. In the heat of the campaign, politicians will say things and when they get elected, they find they have to match that rhetoric with reality," Tantillo said.

When Barack Obama was running for president, he did not support the U.S.-Colombia Free Trade Agreement, but that trade deal passed during his first term.

The AAFA would like to see the Trans-Pacific Partnership passed before Obama leaves office because of the many benefits. It means \$1 billion in tariffs will be eliminated on apparel, footwear and travel goods among the 12 nations during the first year of the accord. "It unifies 40 percent of the world's gross domestic product," Lamar said, referring to the GDP of the 12 signatory countries.

Even though Mexico already has a free-trade agreement with the United States, it can further reduce tariffs on apparel made there because now Mexico can use Japanese fabric or Australian wool made from regional yarns and get a duty reduction or elimination because it will be part of the yarn-forward regulation.

Under NAFTA, Mexico can only use fabric made from yarns that come from Canada, the United States and Mexico to qualify for tariff reductions or eliminations.

"We don't think the TPP needs to be changed. It should be enacted the way it is," Lamar said. "You approve a trade agreement and strive to make it better." ●

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Textile Preview

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SEPTEMBER 2016

**U.S. Dyehouse
Startup Sets
Sights on
Technical
Textile Market**

**Spring/
Summer '17
Womenswear
Color on the
Catwalks by
Trendstop**

TEXTILE TRENDS

**Purple Reign
Earn Your Stripes
Perfect Spot
In Black & White**

Findings & Trimmings Spotlight

U.S. Dyehouse Startup Sets Sights on Technical Textile Market

By John McCurry *Contributing Writer*

Saco River Dyehouse, a startup company formed in Biddeford, Maine, four years ago to dye yarn skeins for the home knitting industry, has moved into a new facility and has invested heavily in new equipment as it broadens into assorted technical textiles markets. While Saco River's business will remain yarn dyeing, the new equipment will also allow the company to put coatings on yarn.

"It's about diversifying," managing director Claudia Raessler said. "We're moving into technical and industrial markets. Our message is simple. If you have an uncolored thread or yarn, we want to put color on it."

Raessler, who previously made her living as an attorney, bought the assets of a defunct dye house in 2012 with her husband, Ken, and a few partners. Most of the equipment was usable but relatively antiquated, so the new investment figures to take the company to a new level. It will greatly expand production capacity.

The company's five new Italian machines—an investment of \$750,000—allow the move into package dyeing. The equipment comprises two **Bellini** dyeing machines, two **Fadis** winders and an **RF Systems** drying machine. They replace machinery that dated to the 1930s.

"We selected this machinery because Italy, during the economic downturn, maintained a very strong presence in research and development for textile machinery," Raessler said. "They had to do it because Europe is the U.S. on steroids when it comes to environmental standards and learning to manufacture with less environmental impact. This machinery gets some of the best ratings, and that's one of the things that is really important to us."

It was a busy summer at Saco River. As the new machinery was arriving from Italy, the company moved into a larger, 25,000-square-foot facility. Saco River's original home was in a portion of a historic factory formerly operated by now-defunct textile giant **WestPoint Stevens**.



Raessler said the new machinery will help her company reduce operating costs. Primarily it comes from reduced water usage, which has dropped from 40 gallons per pound of yarn to four gallons per pound.

"We can now be more flexible around our pricing structure," she said.

All of this makes it more practical to produce textiles in the U.S. Raessler says it's part of the company's story and it's a story that many customers want to hear.

"Our challenge to manufacturing in the U.S. is to make it work economically," she said. "We are a hell of a lot closer to that now with the new technology. Our old equipment came out of an old dyehouse in New York. We have to focus on what will make it work from a sustainability perspective."

The company currently employs 18 people, and Raessler expects that figure to grow as the new capacity ramps up in the coming months. Production will grow from the current 8,000 to 10,000 pounds per month to 30,000 pounds per month by the end of the year. Saco River's production staff, which numbers about 10, is mostly international.

Looking back on Saco River's first four years, Raessler said her main takeaway is that there is no script to starting up a textile operation.

"We've gone through all the pains that a startup goes through," she said. "There is no cookbook to consult. It just doesn't exist. No matter who you are in an entrepreneurial setting, you have to listen to your team because they are the ones


who are going to get you to the finish line—not me or my husband but the team."

Saco River has forged partnerships and associations with companies around the U.S. One of those is San Francisco-based **California Cloth Foundry**, which Raessler describes as trying to remake the organic clothing industry. Saco River has done some design and color work for the firm and hopes to do much more.

Many other recent startup textile and apparel firms have discovered a significant obstacle is finding skilled workers. That is true in Maine despite the state once being a major center of textile activity. Most of the major manufacturers closed during the first decade of the 2000s. Equally tough, especially in the Northeastern U.S., is finding industry-specific training programs. Raessler has had discussions with the local community-college system about developing a curriculum. Another option is online programs through the **North Carolina State University College of Textiles**.

Looking ahead, she sees two major challenges for the company.

"If you are in an ownership role, you set the tone for everybody. If I manage myself effectively, then I think everything falls into place. Understanding how to hire into the next phase is important, and right now we have a lot of employee needs such as sales, a computer programmer and a powerhouse kind of person for manufacturing. So, making the HR decisions is the second-biggest challenge." ●

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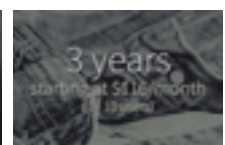
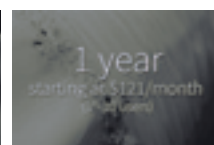
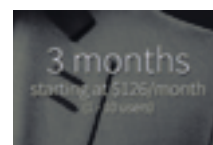
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Apparel by Amanda Sage Collection

TRENDS

Spring/Summer '17 Womenswear Color on the Catwalks by Trendstop

Saturated shades create statement styles. Global fashion forecasting agency Trendstop presents the lowdown on the major color trends and key applications emerging at the Spring/Summer '17 Re-

sort collections. Deep dense blues and hot-blooded reds have a luxurious appeal, layered up for an amplified effect. Creamy vanilla tones cool things down, adding a fresh and feminine flavor to utility looks.

Red Brick

Fiery oxblood reds embolden the SS17 palette with a new richness. Saturated shades give utility casuals, relaxed co-ords and sporty outerwear a statement presence amplified by single color layering.



Tomas Maier



Helmut Lang



MM6 Maison Margiela



Sacai



Sportmax



Calvin Klein Collection

Vanilla Cream

Cool vanilla tones look fresh for summer as soft creamy pales contrast with crisply starched cottons. Sugar-sweet shades lighten up structured utility pieces, lending a feminine touch to clean silhouettes.

Rich Denim Ink

Denim blues evolve for SS17 with luxurious deep dark indigo tones. Tailored denim and polished leather complement the sophisticated mood, elevating casual outerwear to high-fashion status.



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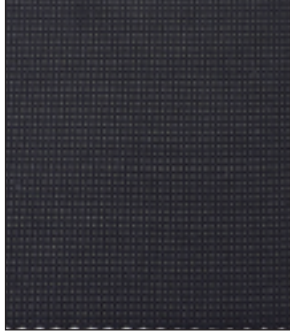
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Perfect Spot

Textile designers are seeing spots offering everything from traditional polka-dot styles to novelty prints and jacquards and knit patterns that are spot-on.



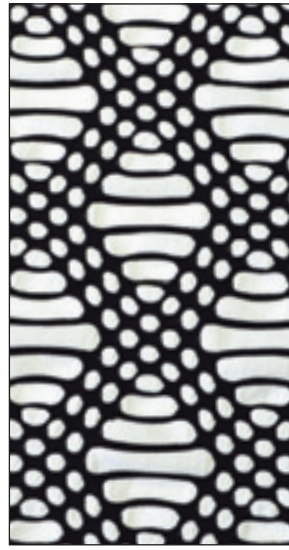
SAS Sport #S10027-02
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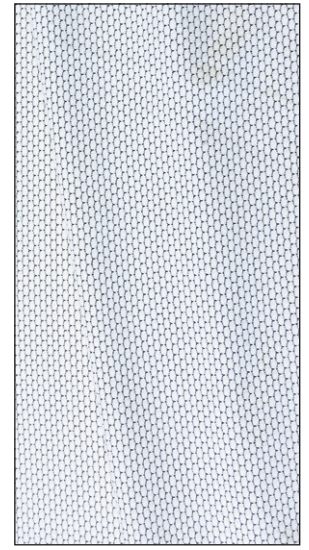
Philips-Boyne Corp. #CPR0-04NVY



Cinergy Textiles Inc. #KNIT-JACQ-14068 Knit Jacquard



sEvanna Textile Company Ltd. #AT40D Silicone Print



Pastels S.A.S. #17094
"Meryl"



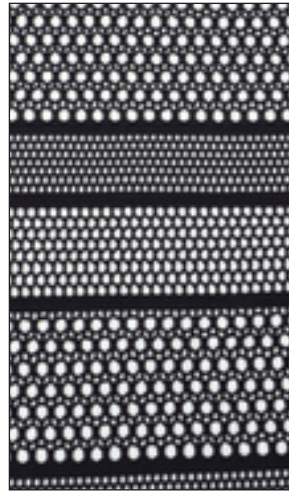
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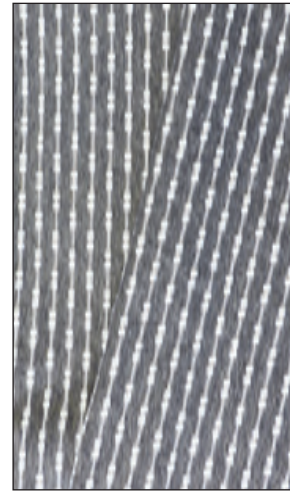
NK Textile "HoneyComb"



Eclat Textile Co. Ltd. #RT1412347 Single Jacquard



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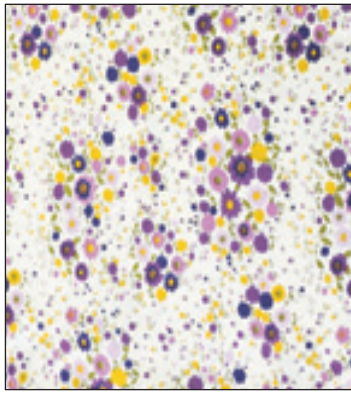
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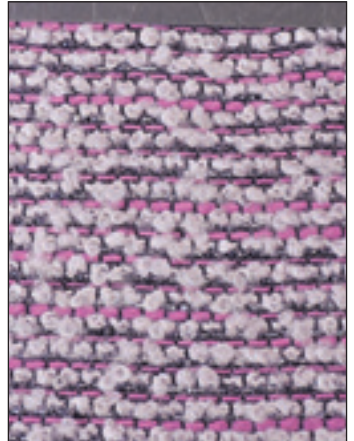
NK Textile "Geometric Lace"



NK Textile "Phoebe"



Eclat Textile Co. Ltd. #RT1602184 Single Jacquard Stripe



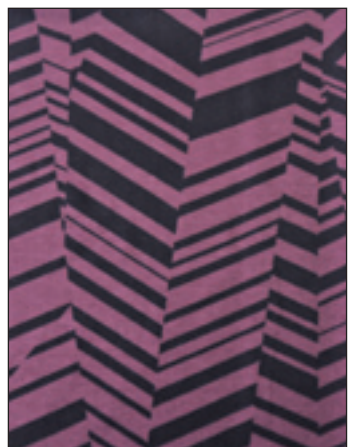
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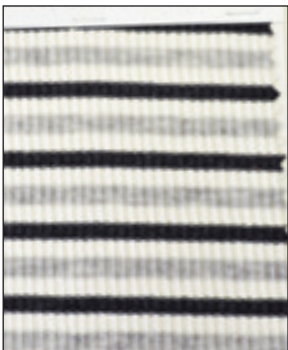
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Cinergy Textiles Inc. #HMC-
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Asher Fabric Concepts
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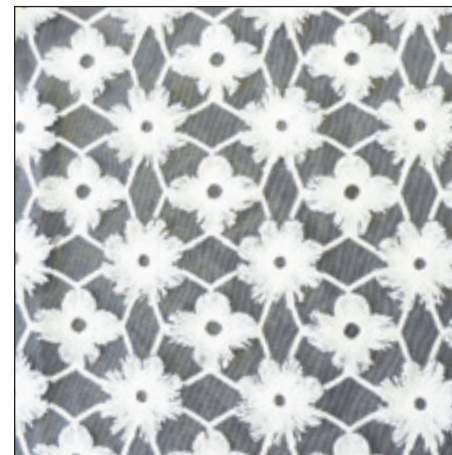
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Sophisticated pairings of black and white are a forever classic that adds visual impact to lace and paisley patterns, jacquards, and novelty prints.



Cinergy Textiles Inc. #JACQUARD-478 Floral Jacquard



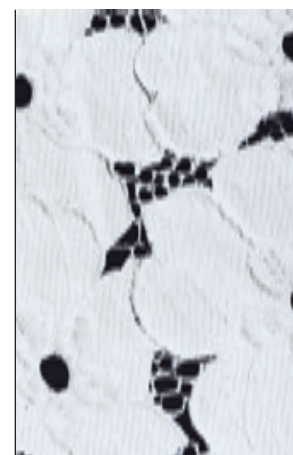
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Products and Services: SAS Textiles is a knitting mill based in the heart of Los Angeles, serving the industry with “Made in the USA” fabrics for over 25 years. We knit qualities ranging from very fine 40 gauge styles to coarse sweater knits. We stock a variety of natural yarns, heathers, and dyed yarns for our extensive yarn-dye stripe lines. We have an expansive open line and offer custom fabric development services in a variety of qualities from novelty knits to basic PFD and solid dye knits. Micromodal, Tencel, Supima cotton, viscose rayon, triblends, eco yarns as well as Synthetic blends are available, just to name a few. We offer reliable and efficient customer service and delivery times combined with a large variety of products making SAS a major resource for garment manufacturers of any size. We have styles for multiple markets from fashion to performance fabrics. We welcome new customers and ask that you please contact us and arrange to visit our modern facility and showroom.

swisstulle

Contact: Martina Callegari, Sales Director
+41 (0) 71 969 32 32
Fax: +41 (0) 71 969 32 33
m.callegari@swisstulle.ch
<http://swisstulle.ch>

Products and Services: Founded in 1912. We are one of the leading European warp knit and Bobbinet and Tulle manufacturers, producing in Switzerland and England. Our expertise is rigid and elastic warp knits for fashion categories such as bridal, haute couture, and lingerie as well as the embroidery markets, including technical applications that excel in performance and quality. We have the latest machinery with a staff that guarantees quality standards. We cover the whole range of widths with special focus on large widths, resulting in exclusive wide seamless fabrics. Integrated dyeing and finishing is an essential part of our quality and service strategy.

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.

FINDINGS AND TRIMMINGS 3A Products of America

1006 S. San Pedro St.
Los Angeles, CA 90015
(213) 749-0103
www.us3a.com

Contact: Wayne Jung

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.

3in1 Labels

17150 Newhope St. Suite 1003
Fountain Valley, CA 92708
(657) 210-4970
ContactUs@3in1labels.com
<http://3in1labels.com>

Products and Services: The founders of 3in1Labels have been in the apparel industry for over 25 years. We want to sell customers clothing labels that are unique and current in the fashion industry, with high quality and great customer service. We provide complete sales, design, and production in all areas of clothing labels, including hang-tags, barcode, size stickers, care labels, printed tapes, woven labels, and heat transfers. We utilize a wide range of the latest machinery in order to provide our customers with the best design, style, and technology. In addition, 3in1Labels has the rights to use RFID on labels in the form of heat transfer. Nobody else can do this, as we have the patents for the USA and Southeast Asia. This enables security for theft and inventory tracking on each garment. See us at the LA International Textile Show, September 26-28, booth 5008.

The Button / Accessory Connection, Inc.

152 West Pico Blvd.
Los Angeles, CA 90015
(213) 747-8442
(877) 747-8442 (Outside California)
www.tbacinc.com

Products and Services: The Button Accessory / Connection (TBAC) has been an industry-leading trimming supplier, servicing high-end brands for over 30 years. TBAC started off by supplying high-quality buttons and hardware from Italy and then expanded over the years into all kinds of trims with factories all over the world. Hardware, hang tags, labels, lace trim, elastics, charms and more! As of this year, TBAC has introduced a cut and sew factory at their location in downtown Los Angeles. TBAC’s new garment program, To Be Always Continued, offers customers the ability produce quality garments at reasonable quantities and price. Made in the USA! Let TBAC help your brand streamline the manufacturing process and produce industry-leading apparel garments and trims.

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 will be exhibiting at the LA Textile show on September 26th – 28th and we look forward to seeing you there! Visit our booth #6001/6003 for the latest look in labels and tags to get inspired. 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.

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: Emsig is a socially, morally, and ethically responsible company. Emsig donates buttons to charitable organizations and schools for apparel educational purposes. We produce buttons that best fit the needs of those who have arthritic challenges in buttoning their clothes. We have buttons that are made of 100 percent recycled raw material. And buttons that resist the growth of bacteria and virus. We also produce “*smart buttons.*” In 2017 we will begin our 89th year in business.

John F. Allen & Son, Inc.

100 Meadow St.
Warwick RI 02886
New York Showroom:
Pulver Importing (a division of John F. Allen)
10 West 37th St., 6 FL
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 rhinestones, 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.

Kagan Trim Center

3957 S. Hill St (2nd Floor)
Los Angeles, CA 90037
(323) 583-1400
Fax: 323-583-1600
nfo@kagantrim.com
www.kagantrim.com

Products and Services: Kagan Trim Center, in business for over 70 years, is proud to be your primary wholesale lace and trims supplier. We offer a complete selection of apparel trim, from the most current designs of the season to all the basics. We have over 75,000 trimming items in stock, including elastic, ribbons, laces, and embellishments of every description. We’re able to drop-ship our products from China to anywhere in the world, saving you time and money. Additionally, our team is comprised of experienced professionals in every aspect of

the trimming industry, able to provide you with the answers you need, quickly and accurately, thus allowing you to get your finished product to market without delay! Please visit our easy-to-navigate website to see our products. All inquiries welcome.

Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com

Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. We successfully launched production of RFID price tickets last year. This demand is being greatly driven by the big retailers such as Macy’s and Target. Our growth and market dynamics have resulted in opening up a production center in Tijuana, Mexico. We have also added advanced die cutter technology in our Los Angeles production center to streamline our production efforts and to strengthen our packaging capabilities. A very important part of our business is FLASHTRAK, our online ordering system for price tickets, custom products and care labels. 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.

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