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LA LAUNCH

Los Angeles designer Maggie Barry kicked off the launch of Revelation LA, a hybrid trade/consumer event featuring runway shows, pop-up shops and panel discussions. For more from the event, see pages 4 and 6.

How Los Angeles Shopping Centers Are Targeting the Millennial Customer

By Deborah Belgum *Senior Editor*

This summer, **Two Rodeo Drive**—the tony Beverly Hills shopping destination that looks like a faux European thoroughfare—set up an exhibit with **Galerie Michael** of 12 Salvador Dali sculptures that attracted hundreds of thousands of people.

During the three-month exhibit of surrealist sculptures, the shopping mecca promoted the social-media hashtag **#Dali2Rodeo**, generating a total reach of 4.2 million on **Twitter** and **Instagram** as art aficionados and shoppers snapped pictures of the artwork and posted them.

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TRADE SHOW REPORT

Unexpected Biz at ComplexCon

By Andrew Asch *Retail Editor*

The inaugural **ComplexCon** event in Long Beach, Calif., mixed fashion trade-show exhibition business with comic-convention fandom during its Nov. 5-6 run, when the novel arrangement made some of the event's vendors wonder if this angle on a trade show could turn into a new revenue center.

It took place at the **Long Beach Convention Center**, where an estimated 25,000 people bought tickets, which started at \$45, to shop the booths of streetwear and high-

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Where fashion gets down to businessSM



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Trade Shows

A California Apparel News Special Section

Nasty Gal Files for Bankruptcy Protection

Things are getting downright nasty over at **Nasty Gal**.

The Los Angeles online shopping site founded in 2006 by Sophia Amoruso filed for Chapter 11 bankruptcy protection on Nov. 9. The decision to file for bankruptcy was made at an Oct. 24 board meeting.

In a press release, the company announced that Nasty Gal had started the process to restructure its balance sheet and position the company for the future. Estimates had Nasty Gal's revenues as \$300 million in 2015.

Reports on the technology-news site **Recode** have Amoruso resigning as executive chairwoman and **Index Ventures** partner Danny Rimer stepping down from the board.

Last year, Amoruso resigned as chief executive, handing the job over to Sheree Waterson, who had been the president at **Lululemon Athletica** when the activewear company was rocked by complaints that their yoga pants were see-through.

"Our decision to initiate a court-super-

vised restructuring will enable us to address our immediate liquidity issues, restructure our balance sheet and correct structural issues including reducing our high-occupancy costs and restoring compliance with our debt covenants," Waterson said in a statement. "We expect to maintain our high level of customer service and emerge stronger and even better able to deliver the product and experience that our customers expect and that we take pride in bringing to market."

The company said it has been exploring strategic partnerships with other strong brands and will continue to explore these options throughout the restructuring process.

Nasty Gal will be looking for early court approval of a plan, and an official committee of unsecured creditors is expected to be appointed to represent their interests in the process.

In court papers, Nasty Gal attorneys said the company owes **United Parcel Service** \$576,950; **Callahan Capital** \$289,332 for

its lease on its downtown LA headquarters; **Google Marketing Services** \$232,786; **BNB Footwear** \$293,653; **Oliviaeous**, a women's wear company, \$318,816; **Endless Rose**, a clothing company, \$256,714; and **Cotton Candy LA**, a clothing company in the Arts District, \$182,222—with many more companies owed sizeable sums.

Earlier this year, some 19 people were laid off from Nasty Gal, and in 2014 another 20 tech and public-relations employees were let go, resulting in a lawsuit accusing the brand of illegally terminating pregnant employees.

While Nasty Gal started as an online venture, in recent years it opened stores on Melrose Avenue in Los Angeles and on the **Third Street Promenade** in Santa Monica, Calif.

This year, the 32-year-old Amoruso made *Forbes* magazine's richest self-made women list with an estimated \$280 million fortune.—*Deborah Belgium*



Sophia Amoruso

JEFF MCCLANE

American Apparel Closing Down U.K. Stores After the New Year

After Christmas, 13 **American Apparel** stores will be closed in Great Britain.

Now that the company is up for sale, it looks like the British stores will not be part of the sale and instead will be closed.

Accounting firm **KMPG** was appointed on Nov. 8 as administrator of the U.K. stores with the task to shut down the 13 American Apparel outposts after Christmas. In charge of the shutdown are Jim Tucker and Richard Beard, according to a KMPG press release.

"The American Apparel group has been

experiencing strong retail headwinds, which has culminated in the U.S. parent deciding to stop inventory shipments to the U.K. The U.K. business has experienced similar trading difficulties, resulting in the appointment of administrators," said Tucker, a KMPG restructuring partner, in a statement. "The 13 U.K. stores are well stocked and will continue to trade as usual in the lead up to the peak Christmas trading period. Whilst the U.K. business is not part of the U.S. sale, a number of the U.K. stores are in prime high-

street locations, and we will also aim to sell individual stores following the Christmas peak trading season."

There are eight stores in London and one each in Brighton, Nottingham, Bristol and Leeds as well as Glasgow, Scotland.

American Apparel filed for Chapter 11

bankruptcy protection last year and emerged from bankruptcy early this year. Several months later, American Apparel executives decided to try to sell the company, which employs thousands of garment workers at the largest clothing factory in the United States.—*D.B.*

Lin Exits American Rag

Caleb Lin, the executive vice president, buying director and men's buyer of prominent retailer **American Rag Cie**, announced in a Nov. 4 email that he would be leaving the high-end, influential fashion company.

After a four-year stint with American Rag, Lin marked his last day with the company on Nov. 8. In the email, he said that he will follow "personal pursuits." He also introduced the company's new men's buyer, Berlin Nicholas.

In the chatty email, Lin wrote that his exit came with the "full blessing and support of our leadership." He also made no bones about his next moves. "In full transparency, nothing right now, just a trip to Japan and Korea for some true R&R and inspiration. There's no doubt that I'll still be seeing most of you—fashion is in my blood and I have the same sickness some of you are cursed with also, where we catch ourselves studying the collar length on someone's coat in a movie or judging the design of uniforms during sporting events," he wrote.

During his tenure at American Rag, Lin worked on opening the retailer's first shops in China, and he continued the retailer's focus on new and emerging brands. Mark Werts, American Rag's founder, said that Lin has been a part of the store's evolution. "We love him. We wish him success in any endeavor in his life. We are drinking pink champagne as he sails off into the sunset," Werts said.

American Rag started business in the 1980s when it opened a San Francisco shop, and in 1985 it introduced an emporium in Los Angeles' Mid-City section. In 2006, it opened another shop in the **Fashion Island** retail center in Newport Beach, Calif. The retailer has been working to expand overseas. It has opened stores in Asian cities Shanghai and Bangkok. It has opened another concept, **Industrie Denim**, in Turkey. Industrie Denim shuttered after the Turkish chief executive officer left for other pursuits. The Shanghai store closed earlier this year due to nonpayment from the venture's Chinese partners, Werts said.—*Andrew Asch*

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Gap's October Sales Dip

A fire in **Gap Inc.**'s Fishkill, N.Y., distribution center proved devastating to the retail giant. Because of the Aug. 29 fire, Gap's October 2016 same-store sales declined 1 percent, according to a statement from the San Francisco-headquartered company.

Investigators from the Bureau of Alcohol, Tobacco, Firearms and Explosives said the fire was intentionally set. No one was harmed by the flames, which destroyed one-third of the 1.3 million-square-foot facility, according to media reports.

Gap Inc. released its October sales on Nov. 7, a few days after Nov. 3, when many public companies released reports on their October business. For the entire company, its comparable-store sales declined 1 percent for October compared to a 3 percent decrease in October 2015.

For its net sales, Gap reported that it made \$1.2 billion, which was even compared to its performance in October 2015.

Gap Inc. also broke down its divisions' performance. Its Gap Global division declined 7 percent for its same-store performance during the month. Its **Banana Republic** global division declined 4 percent in its same-store performance. Its **Old Navy** global division increased 1 percent in same-store sales.

"As we close out the quarter, we are pleased to see a continued positive customer response to our Old Navy product collections," said Sabrina Simmons, Gap Inc.'s outgoing chief financial officer. She announced her departure earlier this month and will continue working at the company until the end of the 2016 fiscal year.—*A.A.*

Steady Increase in Merchandise Arriving at U.S. Ports for the Holidays

As the holiday season approaches, shipping import volumes at the nation's leading ports are ramping up rapidly.

In October, cargo-container volumes rose 7.5 percent over last year, according to the "Global Port Tracker" report, recently released by the **National Retail Federation** and **Hackett Associates**.

November is expected to see a 4.4 percent increase in volume over last year while December should be up nearly equally at 4.5 percent.

"Retailers are importing more during the holidays this year than last year, and that can only mean one thing—they expect to sell more," said Jonathan Gold, the NRF's vice president for supply chain and customs policy. "Most of the holiday merchandise is already here, but retailers are still restocking to be sure shoppers will have a broad and deep

selection as they hit the stores over the next several weeks."

The National Retail Federation is forecasting that U.S. stores will have a \$655.8 billion holiday season, which is 3.6 percent above last year.

Despite the recent ramp-up in cargo volumes, imports this year are expected to be only 2.2 percent higher than last year. Ben Hackett, head of Hackett Associates, noted that imports are not growing as fast as in past years.

"Despite all the good economic news recently, we are faced with imports growing only about 2 percent this year," he said. "Whether this is merely part of the aftermath of the **Hanjin** bankruptcy or a sign of weakening demand is not yet clear. Unless there is a major disruption, however, growth should be modest but sustained during the first half of 2017."

Cargo-container volumes for 2016 are expected to total

18.6 million 20-foot containers. Total volume for 2015 was 18.2 million containers.

During the recession, cargo volumes plummeted to 12.6 million containers in 2009 and have been climbing ever since then.

At the **Port of Los Angeles**, total cargo volumes for the first nine months of 2016 were up 4 percent to 6.37 million containers, which include imports, exports and empties.

At the **Port of Long Beach**, total cargo volumes through September this year were down 4.6 percent to 5.1 million containers. Hanjin Shipping, which declared bankruptcy in South Korea on Aug. 31, unloads most of its cargo shipped to Southern California at the Port of Long Beach, where it is a majority owner of **Total Terminals International**.

—Deborah Belgium

Ship at Port of Long Beach Picking Up Empty Hanjin Cargo Containers

With some 6,000 **Hanjin**-leased cargo containers sitting empty in the wake of the Hanjin Shipping bankruptcy, the result is that some 6,000 chassis attached to the containers are not circulating throughout the ports of Long Beach and Los Angeles and stalling pickup times and deliveries.

But a cargo container vessel—the *Express Athens*, owned by **Emirates Shipping**—was scheduled to arrive Nov. 10 from Pusan, South Korea, at the **Port of Long Beach's Total Terminals International** terminal to collect some 4,300 empty cargo containers that were leased by Hanjin but have been parked in various spots around Southern California and the ports.

"The Port of Long Beach recognized the urgency to alleviate the shortage created by the estimated 6,000 Hanjin-leased containers sitting on chassis, which are needed throughout Southern California to move goods in and out of the region," said Lori Ann Guzmán, president of the port's

Board of Harbor Commissioners. "The Port of Long Beach has been working with TTI and other supply-chain partners to find creative solutions to solve the chassis shortage."

Long Beach and TTI worked together to secure an empty vessel to reposition the containers and send the empty containers back to Asia and bring significant relief to the inventory of chassis, which are the truck trailers onto which containers are mounted, said Noel Hacegaba, managing director of commercial operations and chief commercial officer for the Port of Long Beach.

The benefit will be felt throughout the region immediately. "TTI has already begun accepting empty Hanjin containers from container-leasing companies, freeing up every chassis that drops off a container," Hacegaba said. "We expect that as many as 3,000 containers will literally be taken off the street and shipped back to Asia, with another 1,300 being removed from the port, putting thousands of chassis back to work."

TTI is loading the ship at cost while the Port of Long Beach will waive its fee for access to the port's terminal. "We feel this is a fair and necessary accommodation to keep goods moving through the ports in Southern California and to ensure our customers are able to remove their containers," Hacegaba said.

TTI Long Beach will be receiving specific Hanjin-leased empty containers authorized by the following leasing companies: **Triton**, **Textainer**, **Seacube** and **Florens**. Delivery instructions can be found at www.ttilgb.com.

Hanjin Shipping filed for bankruptcy in South Korea on Aug. 31, when 97 Hanjin cargo containers were on the sea with shipments. Many of those ships anchored outside ports around the world waiting for funds to pay for their docking. Some of the vessels were seized to pay off debts to the Panama Canal. The delay in delivering merchandise is still affecting importers waiting for their goods.—D.B.

NEWS

Millennials *Continued from page 1*

Consumers of all ages were attracted to the Spanish artist's sculptures, and many of them were millennials who have become the most coveted shopping demographic anyone could have.

But attracting millennials—as well as drawing in other age groups—is all about creating an experience, said Bill Wiley, the **CBRE** director who manages Two Rodeo Drive. "You have to make it more fun than sitting at home buying online," he said. "This way, with the exhibit, they were able to feel it, take pictures of it and post it."

As online shopping has become more attractive to tech-savvy millennials, born between 1980 and 2000, shopping centers are ramping up their efforts to get those consumers off their couches and away from their computers to venture into the mall.

During the first quarter of this year, total online shopping made up 7.8 percent of all retail purchases, according to the Department of Commerce, but more than half of the U.S. population—or 190 million consumers—will shop online this year, according to **Forrester**, a research and advisory firm that analyzes the online world.

A telling survey by **United Parcel Service** showed that 63 percent of millennials purchase goods on their smartphones compared to 41 percent of gen Xers, born between the mid-1960s and the late 1970s, and 19 percent of baby boomers, born between 1946 and 1964.

Emotional rescue

Shopping centers know they have to work hard to keep customers coming. Many are blowing up their staid and boxy structures to create open-air spaces filled with shaded patios, lush gardens and bubbling fountains.

Jeff Fromm, who coauthored the book "Marketing to Millennials," said appealing to the millennial crowd means you have to be innovative and create an emotional connection.

Being innovative means heading to the social-media world, where many millennials, who now number 80 million in the United States, hang out. Recently **Macerich**, which owns more than 50 shopping centers in the United States, including **Santa Monica Place** in Santa Monica, Calif., and the **Westside Pavilion** in Los Angeles, partnered with **PopSugar**, the online site that features lifestyle content targeted toward women 18 to 34. PopSugar covers topics such as fit-

ness, food, fashion, beauty, entertainment and parenting.

For Macerich, PopSugar will be providing custom videos, imagery and social posts. "PopSugar and Macerich will present timely stories, targeted around seasons, holidays and special life events that can be accentuated by the recommendations of PopSugar's editors and made achievable by visiting any Macerich shopping center," wrote Fred Yeries, vice president of digital marketing for Macerich, in an email.

"Macerich also created an identity or persona for the content being served to our shopper," he added. "We call her our 'Modern Muse.' She's a composite of our shopper: stylish but not stuffy, shops luxury and discount, mixes and matches. We want to capture her unique style."

Another tactic being employed by shopping centers is serving up the latest hot brands by setting up branded pop-up stores that attract millennial customers. Surveys show that millennial customers still like to touch and feel clothing before buying it, especially fashionable offerings. **Caruso Affiliated**, which owns **The Grove** and **The Americana at Brand**, has rolled out a number of pop-up stores this year.

"The Grove and The Americana at Brand have built an incredible pop-up-shop roster over the past year, bringing millennials the newest offerings," wrote Ingrid Thorlaksson, a Caruso Affiliated public-relations representative. Those pop-ups included Jessica Alba's **Honest Beauty**, Nicole Richie's **House of Harlow 1960** and **Revolue**. Opening on Nov. 18 is a pop-up-store for **Chiara Ferragni**, the collection from **Blonde Salad** blogger Chiara Ferragni.

Events are another traffic innovator, which has been used by commercial centers for years. But now they are being fine-tuned for millennials.

For a while, The Americana at Brand had free yoga classes on the green twice a week, an activity organized by **Lululemon Athletica**. Recently that has been switched out to a boot camp-style workout once a week at the shopping

center's Lululemon store.

Both Caruso shopping destinations have "Monday Morning Mommy Movies" in conjunction with **Pacific Theatres**. People can bring their babies, diaper bags and strollers and enjoy a film at 11 a.m. and not feel embarrassed if their children start to cry.

South Coast Plaza in Costa Mesa, Calif., one of the older shopping centers, will be 50 years old next year and has been adding popular millennial destinations such as **COS** and **& Other Stories**, joining other millennial favorites such as **J. Crew** and **Madewell**. "Millennials appreciate the idea

of curation, and with that in mind we opened the first West Coast location of **The Webster** recently," wrote Debra Gunn Downing, executive director of marketing for the large Orange County shopping center.

The shopping center is on Instagram and **Snapchat** as well as **Weibo** and **We-Chat** because they are the preferred social media for millennials in the United States and overseas. "These are where conversations take place and where we gather insights from them," Downing noted.

Social influencers are also a big draw. For the recent opening of the **Cole Haan** boutique at South Coast Plaza, a social influencer was invited to experience the store and present her viewpoint within the South Coast Plaza environment.

Other stores at South Coast Plaza are creating celebrity events to attract millennials. Earlier this year, the **Coach** boutique had model Chrissy Teigen make a special appearance, and in December the **Fossil** store is hosting a visit by actress Jamie Chung.

Creating that kind of personal connection is vital, said Fromm. "If the mall is not good at creating personal connections then you just struck out," he said. "And when you strike out, there are plenty of alternatives. You are not only competing against other malls but also against other direct and indirect alternatives." ●



SURREALISM: A three-month exhibit of Salvador Dali sculptures at Two Rodeo Drive in Beverly Hills generated millions of posts on Twitter and Instagram.

Revelation LA Adds Pop-ups, Panels to the Event Lineup

Coming at the tail end of **Los Angeles Fashion Week**, **Revelation LA** bowed with a concept that blended trade and consumer events. The two-day event, held Nov. 5–6 at **Siren Studios Orange 1** in Hollywood, featured pop-up shops, panel discussions and runway shows.

Revelation LA was created by **Parker Whitaker Productions**, the event company run by Erin and Sarah Whitaker, the sisters who were part of the team behind **Art Hearts Fashion Week**.

“We plan for this to be an annual event so we will begin planning for next year now,” said Sarah Whitaker, who said Revelation LA partnered with several industry associations and businesses—including **Fashion Business Inc.**, the **California Fashion Association**, **Indie Source** and **The New Mart**—for the panel discussions.

“The fashion shows, marketplace and panels/Q&As were such a success and we loved to be able to incorporate all these different elements under one roof. We definitely want to build on the educational aspect,” she said.

In addition to runway shows (see pages 6–7 for coverage), Revelation LA featured a breakfast Q&A with red-carpet designer Michael Costello, panel discussions on “the inner workings of the apparel business” and a bloggers panel.

There were pop-up shops featuring apparel from New York-based **Nicole Miller**, Temecula, Calif.-based **Jaime Elyse** and

San Francisco-based **Jessie Liu**, jewelry by **Nadiandlo** and **Vassari Boutique**, and fitness apparel by **Evolve**. Hungarian bridal, eveningwear and ready-to-wear collection **Makány Márta** showcased its collection for the first time in Los Angeles alongside a display of made-in-Hungary sweet and savory foods and beverages from the **Hungarian National Trading House**.

Makány Márta Chief Executive Officer and Director of Sales Krisztian Hackl said the collection participated in **New York International Bridal Week** last month and has been part of the **Paris Bridal Fair** in the past. Designer Makány Márta has been designing custom bridal and eveningwear for 20 years but two years ago opened a wholesale division and added denim pieces as well as ready-to-wear separates and denim, Hackl said.

“We know what is expected in New York and we know Paris,” he said. “In the U.S. we’re looking for retail partners. We have four different lines that attract four different buyers.”

Los Angeles-based representative Brandi Lover was showing the Nicole Miller collections, including several one-of-a-kind pieces.

Lover said she had booked appointments for Sunday but was hoping to reach new consumers on the first day of the event.

“We wanted to do something different,” she said.—*Alison A. Nieder*



Designer Jaime Elyse



Nicole Miller pop-up

Calendar

Nov. 14

CALA
Denver Mart
Denver
Through Nov. 15

Nov. 15

S/S 2017 Trend Event, presented by FGI-LA
ROC
Santa Monica, Calif.

Nov. 17

Shop for Success
8767 Wilshire Blvd.

Beverly Hills, Calif.
Through Nov. 20

Nov. 20

DG Expo Fabric & Trim Show
San Francisco Hilton
San Francisco
Through Nov. 21

Dec. 1

Chicago Apparel and Accessories Market
Merchandise Mart
Chicago
Through Dec. 4

Dec. 4

ITMA Showtime
Market Square
High Point, N.C.
Through Dec. 7

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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Revelation LA's Runway Debut in Hollywood

Revelation LA, the new event produced by **Parker Whitaker Productions**, kicked off Nov. 5–6 with a series of panel discussion, pop-up shops (see page 4 for details) and runway shows at **Siren Studios Orange 1** in Hollywood. Los Angeles designer Maggie Barry shared the first night with Hungarian designer Makány Márta, while Los Angeles–based streetwear label **M the Movement** shared night two with Arizona menswear collection **Perry Jones II** and Bangladeshi eveningwear label **Zoan Ash**.

For Barry's collection, the designer kicked off a glam beach party with swimwear for men and women in liquid metallic fabrics and colors that ranged from bubble-gum brights to sleek black and silver. Barry said she's been creating pieces for some of her rock-star clients to wear as layering pieces that go from street to the pool-side party.

"You're not going to the **Olympics**," she said. "People wear my clothes because they expect to have fun. They're ready to rock."

This was the first West Coast showing for Makány Márta. Designed to mix and match, the designer showed denim jackets with lace sleeves layered over voluminous ball skirts as well as ladylike daydresses and corset-backed gowns.

On day two, **M the Movement** showed motorcycle and suit jackets layered over graphic tees, leggings and joggers. For **Perry Jones II**, the look was tailored and dapper with skinny suits worn with vests, bright neckwear and statement accessories. **Zoan Ash** showed embellished gowns featuring layers of lace.

—Alison A. Nieder

Maggie Barry



M the Movement



Makány Márta



Zoan Ash



Perry Jones II





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TRADE SHOW REPORT

ComplexCon *Continued from page 1*

end sneaker brands, view art, and dine at food trucks, along with catching hip-hop acts and listening to speakers on panels discussing everything from fashion to music, political activism to education.

Prominent and emerging fashion brands took booth space, which ranged from major productions resembling department store windows to simple 10-by-10 booths. Vendors included Nike, Adidas, G-Star, Undeclared, Alpha Industries, Billionaire Boys Club, Staple Pigeon and Surf Is Dead. Retailers such as Pacific Sunwear of California and Urban Outfitters also produced pop-up shops at the event. Musician and fashion influencer Pharrell Williams unveiled his Elwood X25 Collection for G-Star at the show. ComplexCon events took up the entire space of the convention center, show producers said.



The entrance of ComplexCon featured Takashi Murakami graphics.



Takashi Murakami signs art at ComplexCon.

ther away," Ahdoot said.

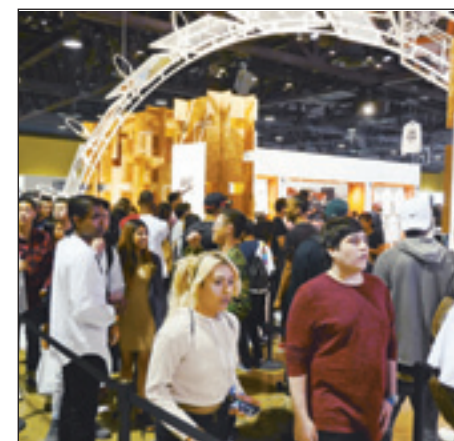
Michael Mente, a cofounder of the e-commerce emporium Revolve, walked ComplexCon to see how it could possibly affect retailers. He thought retailers had to think through how they would work at such a unique show.

"As a retailer, you can represent a lot of other brands well, but you have to make sure that you represent your brand well," he said.

Reed Pop, a comic convention-producing division of Reed Exhibitions, put together ComplexCon with Complex, a media platform that runs a print magazine, social media and YouTube channels. Complex was founded by Marc Ecko, who also is well known to fashion people as the founder of Ecko Unltd. Aaron Levant, founder of the Agenda trade show, which is owned by Reed, helped create the show. Axis, a women's trade show created by Agenda, produced a sub-show at ComplexCon.



The Pharrell Williams-designed Elwood X25 Collection took a bow at ComplexCon.



Shoppers at ComplexCon queue up.

Since it was the first run of an event with a unique arrangement, no one knew what to expect or how much inventory to take, many vendors said.

"We don't have anything left," said Matt Waterman, director of Champion Athletics, who was displaying the Spring 2017 looks of the Champion Life brand at ComplexCon. "We could have sold a lot more."

Flagship Agency's Chris Josol represented Surf Is Dead at ComplexCon. "No one questions if it is too expensive," he said of the crowd. The brand was selling \$60 T-shirts and \$120 jackets.

Many vendors said the event promoted a direct-to-consumer style of business.

"The people engage with the brands. The brands engage with the people," Champion Life's Manny Martinez said. He also noted that nationally known specialty retailers and boutique retailers also visited the booth, and they got to view the brand's new looks in a space patronized by consumers.

Another vendor, Adam Ahdoot of Flagship Agency, said that the show's crowds were a sign that trade shows should pay more attention to consumer business.

"The smartest thing to do is to create a day that is open to the public and engage with your end consumer and bring them into the experience instead of pushing them far-

"This is Art Basel, Agenda and TED," Levant said of the mix of art fair, fashion trade show and panels. He said that the success of ComplexCon would not affect Agenda and that Agenda would remain an event that is open to the trade only. Agenda is an event that runs biannually in Long Beach, Las Vegas and on the East Coast.

Hip-hop performers and dance DJs also took up a huge chunk of the audience's attention. Veteran rapper Snoop Dogg performed at the event on the night of Nov. 6. Grammy award-winning DJ Scrillez headlined ComplexCon's concert on Nov. 5. Hip-hop acts and DJs also performed on the show floors at ComplexCon.

Long lines of art fans queued up for a meet and greet with contemporary artist Takashi Murakami at ComplexCon. The Japanese artist has curated gallery shows at the Museum of Contemporary Art in Los Angeles and is well known to fashion people for collaborations with Marc Jacobs and Louis Vuitton.

During the show, Ecko led a panel called "The Future of Our Schools: An Urgency for Change." Laurene Powell Jobs, the wife of Apple cofounder Steve Jobs, spoke on the panel along with personalities Vince Staples, Pusha T, Russlynn Ali, Jesse Williams and Hill Harper. ●

Robbie McKnight—Son of Quiksilver's Bob McKnight—Wants to Put Design Sizzle in Belts With New Cuater Collection

The belt has been the wallflower of most people's wardrobes, said Robbie McKnight, but the humble accessory has design possibilities that few have seen.

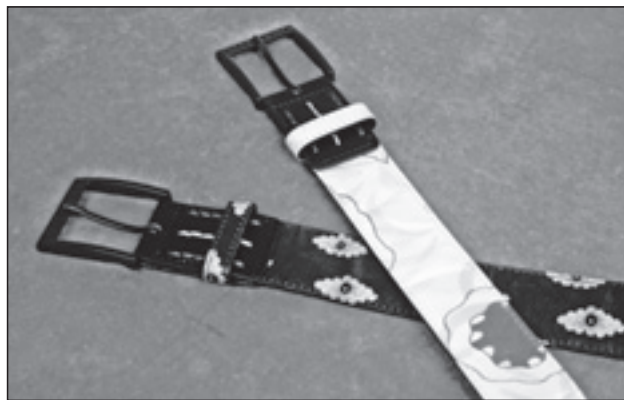
"Everyone needs a belt, but it's boring; it's something that you have to wear," McKnight said. Yet why can't a designer cover the sartorial second banana with offbeat colors, McKnight thought. Why can't a brand place some wild art graphics on the belt that would make a star out of the perennial fashion wallflower?

The angle for the belt lies at the center of his Huntington Beach, Calif.-based company called **Cuater**, which shipped its first accessories in July. It has been placed at leading surf shops along the California coast such as **Hobie Surf Shop, Sun Diego, Jack's Surf and Val Surf**.

McKnight worked on the idea in 2015 while doing some marketing work for the surf giant **Quiksilver Inc.**, the company's American division, which was cofounded by his dad, Bob McKnight. The younger McKnight felt comfortable with pitching his idea because the notion of taking a supporting player in the clothing game and turning it into an "A" lister has been done before, specifically by **Stance**, the San Clemente, Calif., sock brand.

Stance took the sock, typically covered up by shoes and pants, and designed it in bright colors and with unique designs. Racks holding Stance socks became revenue centers at surf and fashion boutiques. It became an official sock of the **National Basketball Association**. It also reportedly influenced a fashion trend for higher ankle cuffs and rolled-up pants.

Cuater's belts focus on taking a bold design and printing it on a durable, tear-proof, water-resistant paper fabrication, then stitching it on to a sturdy backing. The line's "Groove" belt features neon-style lines. There's the blue and white tie-dye-style print of the "Turbulence" belt. The "Monster" belt is a collaboration with artist Calvin Saxon, and it features Saxon's graphic of teeth and monster's faces. These belts retail for \$29.99.



Another line of Cuater's accessories features the stretch belts. They feature woven materials and no holes. They can be stretched over any size waist, McKnight said. The stretch belts retail for \$39.99.

McKnight hoped to cover all styles of the belt. He made some plain brown and black leather belts for the accessory conservative. The leather belts retail for \$49.99.

The brand also makes wallets featuring unique prints and artists' graphics as well as caps. Cuater's accessories are made in China.

McKnight hopes that his brand will continue to bringing out different looks in belts. "We're trying to be the game changer with belts. The goal is to make a more complete accessories line with belts being our bread and butter," he said.—*Andrew Asch*

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What's on the Horizon for 2017?

As retailers, designers and sourcing executives start making their trade-show plans for 2017, *California Apparel News* caught up with several trade-show executives to find out what new plans are in store for the coming year. From new locations and new areas of focus to added amenities and expanded educational programs, organizers are pulling out the stops to improve attendees' trade-show experience.

Mike Alic

Managing Director

Celeste Boehm

Vice President of Retail Engagement

UBM Fashion, producers of MAGIC, Project, ENKVegas, Pooltradeshows, MRket, Stitch, Accessories the Show and FN PLATFORM

www.MAGICOnline.com

M.A.: As the leading trade-show producer for the U.S. fashion industry, in 2017 UBM Fashion will continue to be dedicated to our core mission of helping the industry grow and prosper. Each of our 10 marketplaces and 22 show brands has its own specific identity and unique innovations, but overall at UBM Fashion our 2017 initiatives fall into three main focus areas.

First, we plan to invest in our primary function of helping brands and retailers connect in ways that benefit both and, ultimately, drive revenue for each. For example, we are significantly expanding our Concierge Matchmaking ser-

vice. This individualized service helps retailers attending our shows find and meet with brands that are right for their stores. Our shows feature an amazing selection of brands—it's one of our greatest strengths, as over 7,000 unique brands show with us every year—but we recognize we need to help retailers find what they need efficiently.

C.B.: We provide a very personalized service to both retailers and brands by first identifying their needs in the marketplace. If a retailer is looking to add a new product category to its store, our team will identify brands that carry that specific category and facilitate the connection between the retailer and brand[s]. We will go as far as helping the retailer set up appointments with specific brands during the shows. We also help brands connect with retailers. Whether identifying relevant retailers or helping them grow in existing accounts, the team is a support system for these brands looking to increase their network and connections while at the shows. It really is an amazing service that is unique to the trade-show arena. We are really passionate about building relationships.

M.A.: In addition to Concierge Matchmaking, we are working on a number of other initiatives, both physical and digital, to make our large shows seem smaller and more intimate. Another example of how UBM Fashion is fostering connections is the expansion of our Connect series of events, which take place in major cities, both domestically and internationally, outside the trade-show dates. The Connect series are locally relevant, intimate events, often encompassing an educational component, that allow the industry leaders and influencers in local markets to network and learn from each other. Hosting these social gatherings puts our finger on the pulse of local market conditions, making us smarter and more effective in serving the industry. By supporting local communities and hosting these Connect events around the world, we can inspire, educate and unite the fashion industry—one event at a time.

Our second major focus area in 2017 will be education. The industry is changing more rapidly and more dramatically than ever, and both brands and retailers are look-

➔ Q&A Feature page 5

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Q&A Feature *Continued from page 3*

ing for insights. We'll be expanding our educational programs and tools in New York and in Las Vegas, including some great programs in partnership with thought leaders and experts in the intersection of fashion and technology. We'll be using a multitude of formats—traditional seminars, panels on the show floor, technology demonstrations and networking events—to give brands and retailers the knowledge, skills and connections they need to thrive in an omni-channel age. Now the industry will have a one-stop website for every marketplace and every show/brand under the UBM Fashion umbrella. This dynamic platform will not only contain pertinent attendee and exhibitor information such as registration, travel and specific show details but will present a diverse platform of resources for the industry. For example, for those who might be confused about which show to attend/exhibit at this new site devotes an entire section to guiding retailers and brands to the right shows for them.

Third, we plan to reinforce our commitment to giving back to the fashion community and being a true partner in the causes that matter to its leaders. In particular, we'll be increasing our support for educational and charitable causes that are connected to the fashion industry. Overall, we'll be looking for opportunities to help the industry in ways that may not show up in this year's financial results but will be essential to the long-term health and sustainability of the industry and to the broader society in which we all live.

Henri Myers

Cofounder and Creative Director

COEUR

www.coeurshow.com

COEUR has always been about creating a unique showcase for our brands and the buyers to connect during LA

Market Week. Providing a balance between business and fun, COEUR will continue to build on these relationships, introducing more industry-related partnerships and new categories within COEUR. This past season, we introduced a special one-night-only discussion group with Norel Mancuso and her team at Social House, which focused on ways businesses (designers, brands, retailers) can maximize their social-media strategy specializing in development for fashion, beauty and lifestyle content. We're looking forward to

website, and we plan to bring those resources.

Seminars will also be focused on color trends from Design Options, Social Media strategy, Online Marketing Strategy and Web development from PURcraft, and the value of domestic production and understanding how to build your fashion business.

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Mike Alic



Henri Myers



David Dea



Ashleigh Kaspszak



Suzanne De Groot

bringing them back and nurturing our brands for a consistent and strong LA Market Week.

David Dea

Founder

Factory Direct

www.ftydirect.net

Factory Direct is on pace to diversify its vendors. We are looking to bring a mix of {re}Sources. The fashion industry has been moving in the direction of both fashion and tech, and we have our fingers on the pulse. Speed-to-market is more important than ever before, online stores are opening up daily, and we are here to accommodate the needs of the new market.

2017 will be a year for us to focus on bringing not only production {re}Sources but adding a new category in fabrics, building on technology to help brands get into the digital world. The most common mistake is just building a website and thinking an audience will just purchase. There are many other factors that make a successful e-commerce

Ashleigh Kaspszak

Assistant Property Manager and Director, Marketing & Public Relations

The New Mart

www.newmart.net

2017 will bring the five Los Angeles Market Weeks as well as our resident shows—Designers and Agents, MODA 360 and Factory Direct—back each season. But 2017 will also include some new events.

2017 will be the year of buyer experience at The New Mart! This last year, especially, we have partnered with numerous LA businesses to provide our visitors a comprehensive experience while here for market. We recognize that traveling doesn't mean your lifestyle goes on hold. So now when visitors come to LA, they can stay at either a luxurious or bustling DTLA hotel—equipped with the amenities they like, [from] taking a spin or yoga class when their day is done [to] going out to dinner. Our partners are listed at www.newmart.net/eat-sleep-transport and have offered

➔ Q&A Feature page 6



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OCMIXSHOW.COM



Q&A Feature *Continued from page 5*

some amazing discounts, [and] this list surely will continue to grow this coming year.

Everyone who attends market [and] registers with us receives a wristband. In 2017, showing your New Mart registration wristband around DTLA will grant you even more exclusive opportunities. So make sure to check in with us regularly, and, for sure, register when you get here!

Suzanne De Groot

Executive Director

Golden Gate Apparel dba Fashion Market Northern California

www.fashionmarketnorcal.com

To address this ever-changing retail market and support our loyal retailers, FMNC recently had its first educational seminar. Paul Erickson with RMSA Retail Solutions presented a Power-Point presentation to a full house of

both retailers and exhibitors on managing inventory, growing revenue and increasing profits. This seminar was well received by our retailers, with many staying after the seminar was over to ask more questions.

The FMNC will continue this series through 2017 to educate and empower our retailers as well as our exhibitors.

As a nonprofit and regional show, we are making a commitment to our community, beginning with a donation program to benefit local charities in San Mateo County.

Partnering with our retailers, we are starting a donation program of clothes (and other items) that will support the homeless and women's charities in San Mateo County.

The details are being worked out and we hope to start with our January market.

The FMNC continues to attract designers and manufacturers from Canada, Europe and across the U.S. to exhibit at our show. We are the West Coast marketplace choice for buyers who are looking for emerging artists, trends, all price points, American-made as well as European. One-stop shopping!

We are always looking for ways to expand our guests' experience and have several projects in the works for this coming year as well as continuing our current events.

Brittany Carr

Director of Trade Shows & Events

California Market Center

www.californiamarketcenter.com

Brittany Carr



Jennifer Bacon



Judy Stein



Aaron Levant



Deirdre Maloney



Roy Turner

2017 will be a year filled with exciting new additions and transformation for the CMC. Thriving as one of LA's leading marketplaces and event venues, the number of trade shows and large-scale special events hosted by the CMC will continue to grow well into 2017. To accommodate this expanded offering of resources and events, we've already unveiled over 92,000 square feet of new, dedicated event space this year and plan on revealing additional new event space in the coming year.

Resources for attendees at market and the LA Textile Show will also continue to increase, introducing new and expanded trade shows, pavilions, and focus areas. This year, we presented retailers with a new schedule of shows that covered every market category, including Select x

Emerge (Better, Contemporary & Emerging Brand Trade-show), ALT (Athleisure & Lifestyle Tradeshow), Transit Footwear & Accessories Show, LA Men's Market, Capsule, Axis, Coeur and LA Kids Market Temporaries, to name a few. For 2017, highlights will already include the following, with more to be announced: Source British, a new trade show featuring contemporary British brands that will debut at LA Fashion Market in March; Tech-By-Design, the new pavilion at LA Textile spotlighting software and tech companies catering to fashion, design, and production; Transit Kids, the new kids' footwear and accessories showcase, which will be held during the January and August markets; in addition to plans to expand Contemporary Curves, the new plus-size showcase that was introduced as a soft debut in October as well as the LA Textile Show's

newly introduced Sourcing showcase that will feature an expanded section for design and creative services in addition to manufacturing and production services.

We'll also continue and expand our popular new Retailer Seminar Series, introduced to buyers this summer, with

new speakers and retail-relevant topics such as "7 Secrets to Compete Against Department & Chain Stores" and "Increase Sales & Generate More Cash Flow" by RMSA Retail Solutions, in addition to other new presenters to be announced shortly. Our LA Textile Seminar Program will also debut new speakers, including a new Trend Forecasting presentation by Fashion Snoops and more to be announced.

Additionally, market buyers can expect to see even more activities designed to enhance their market experience, including fashion presentations, networking receptions, passport cash incentive programs and more.

➔ Q&A Feature page 8

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Q&A FEATURE

Q&A Feature *Continued from page 5*

Jennifer Bacon
Show Director, Fashion & Apparel
Texworld USA
www.texworldusa.com

For 2017, we're focusing on a few exciting changes across our New York textile shows as well as debuting a brand-new digital printing-focused show that will be collocated with our July shows.

Our educational programming is one of our biggest draws at Texworld USA and Apparel Sourcing USA, so in addition to continuing to bring in topnotch industry experts for our traditional seminar series organized by Lenzing Innovation, we are also expanding the educational offerings with a series of more intimate sessions on the show floor. These will serve as more casual discussions between peers on a variety of hot topics in the textile and apparel design industries. This new educational forum will also host a new series of "Performance Pitches," where select exhibitors within the functional apparel and fabrics category can pitch the capabilities of their mills and products so that

with brands in a one-on-one intimate environment that allowed them to garner personal insight into the collections. They also enjoyed VIP amenities within the beautifully encased luxury oasis including champagne butler service, a luxurious lounge area and free access to Wi-Fi (also available throughout the trade show).

The Collection was such an enormous success that we are planning on enhancing and growing this exciting new area for 2017. We are also going to continue to incorporate amenities such as a dry and braid bar, nail salon for quick touch-ups, henna bar, up-to-the minute social-media engagement, informative trend seminars and other surprises for our buyers and media guests.

Dirk Von Gal
Senior Vice President, Apparel
Urban Expositions/Womenswear In Nevada
www.wwinshow.com

At WWIN, our focus is always on "new" and that's especially true for 2017. We know that retailers are always looking for those fresh finds that help their stores stand out in their communities. As the show for all size women, retailers know they can find



Dirk Von Gal



Cindy Morris



Guglielmo Olearo



Hisham Muhareb

our attendees can glean even more information about what is new and exciting in the functional-fabrics space.

Along with our educational programs getting a face-lift, we are revamping the feel of our trend forums for both Texworld USA and Apparel Sourcing USA. We will still have a general inspiration area featuring fabrics from our exhibitors, but in addition Texworld Art Directors Gregory Lamaud and Louis Gerin are working to design a new showcase combining both fabric and apparel around the theme of our winter edition: functional and performance fabrics.

Lastly, we are excited to announce the debut edition of Avanprint USA in July 2017 in partnership with World Textile Information Network (WtiN). With the addition of the specialized show, we aim to bring together digital-printing pioneers and North America's top apparel design and sourcing professionals with our established Texworld USA and Apparel Sourcing USA audience. This new trade platform will showcase the latest innovations in digital textile-printing technology, including machinery, inks, software, services and more and will provide our attendees a rare opportunity to connect directly with market leaders in the digital-printing industry in order to understand the advantages that advanced printing technology can provide throughout their design process and, ultimately, to their bottom line.

Judy Stein
Executive Director
Swimwear Association of Florida/Miami
SwimShow
www.swimshow.com

This year, we introduced The Collection, a curated fashion environment created for discovering the best emerging and established swimwear designer brands in the industry. The modern and polished platform was created to emphasize each individual brand's identity with the focus on the product. Buyers had an opportunity to engage

the newest introductions in every category at WWIN—contemporary, misses, petite, plus and tall—from the best names in the business as well as new companies.

We are always on the lookout for new, emerging companies to add to our exhibitor roster. For 2017, retailers can expect to see a growing number of first-time exhibitors joining our ranks—giving them even more new resources to explore. Building on the show's reputation as a fabulous accessories hunting ground, buyers will see even more new lines in this sector too—everything from shoes and hats to purses, jewelry, belts and scarves.

Our show director, Chad Timney, and his team work incredibly hard to make sure we have a well-balanced offering in every category, and for 2017 we're working to expand our contemporary offerings while growing and fine-tuning our traditional, misses, plus, tall and petite resources as well.

Buyer services and show hospitality continue to be the hallmarks of the WWIN Show.

We've just launched a brand-new website (www.wwinshow.com) to make it even easier for our customers to quickly find the information they need to plan their trip.

To help maximize time and travel savings, WWIN provides complimentary breakfast, lunch and afternoon refreshments to our retailers so they can enjoy a convenient meal without leaving the show floor. We have extended hours on Monday evening, serving wine and cheese so our buyers and exhibitors can continue to work in a relaxed, fun setting. Buyers can also take advantage of substantial hotel discounts at the Rio starting as low as \$89.

On the education front, we're proud to offer Fashion Advantage Buyer Networking Sessions at each edition of WWIN. Led by retail guru T.J. Reid, these free programs touch on key topics ranging from buying, selling and display to merchandising, marketing, social-media strategies and more.

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Apparel News Group



Seventy-one years of news, fashion and information

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TERRY MARTINEZ

EXECUTIVE EDITOR
ALISON A. NIEDER

SENIOR EDITOR
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EDITORIAL MANAGER
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CONTRIBUTORS
ALYSON BENDER
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PHOTO EDITOR
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CREDIT MANAGER
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(213) 627-3737
Fax (213) 623-5707
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www.apparelnews.net
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Celebrating great adventures in the great outdoors has never been better with the comfortable, stylish, and high-performance gear set to arrive in 2017.

Hippy Tree

When Hippy Tree started up in a Hermosa Beach, Calif., garage in 2004, its surfer/climber/artist founder felt "there is that customer who is very passionate about the outdoors and wants to support a brand that shares his vision." Committed to

designing eco-friendly products and graphics that celebrate the surf and climbing lifestyle, Hippy Tree takes performance seriously but adds its own unique style to its clothing and accessory line. For 2017, the palette is earth tones with some pastels for brightness, and the emphasis is on developing unique fabrics, prints, and yarn dyes for Hippy Tree's wovens, flannels, boardshorts, and pants. The company has continued to build its technical outerwear program, which, for Fall/Winter 2017 will feature the 600-fill power-down Carmel Jacket. Trendsetters include the cotton/poly/spandex Neptune Trunk, which works at the beach or climbing a crag, and the breathable and lightweight Tofino yarn-dyed cotton oxford woven shirt.



Katin

Katin's customers "truly embody the life of an outdoorsman, on or off the beach, above and below sea level." That's not surprising, since Katin is surfwear royalty, having fashioned the first-ever canvas boardshort back in the late 1950s for surfing legend Corky Carroll. The 62-year-old brand has not been content to rest on its surfing laurels, however. Today, the high-quality and durable line encompasses men's pants, shorts, shirts, tees, outerwear, hats, knits, and accessories in addition to surf trunks and hybrid trunks. For Spring/Summer '17, Katin takes its inspiration from California's Catalina Island—"from the island's cliff-side beaches to its soaring mountaintops." For this warm-weather collection, creative director Jason Rodriguez chose to bring together earth-tone shades of beige and orange with hits of lavender and blue. Likewise, the prints are drawn from rugged environmental elements such as the Pacific's rolling whitecaps and the colorful island rocks, blended with classic and iconic Katin images.



Lira

One look at Lira's distinctive offerings and you know they are prime for the skate and surf crowd, men and women. Lira, however, is intent on going beyond those categories to "bridge the gap," it says, "between the surf/skate lifestyle and streetwear culture" with its newest collection, "Between the Parallels." Parallel lines, so you know, figure prominently in Lira's logo to depict the two cultures. Lira's in-house creative "institute" works with a largely neutral palette and patterns to craft a range of pieces that have a broad appeal to customers from both worlds looking for a unique edge. Bestsellers for men include bottoms and knits as well as a growing denim collection, while women's hot picks include swim and bralettes, along with print- and silhouette-driven dresses and tops. Lira also announces its first recreation line, the "Hyper Flex Series" of clothing and accessories, which focuses on performance for everyday athletes and features 3M reflective printing.



Roark Revival

Since the beginning, says Roark Revival, "we have focused on the five things you'd travel with in a backpack that you'd be just as comfortable in at the Sydney Opera House or in an Argentinian holding cell." Okay then. Roark Revival is as much a personal narrative as a line of menswear, "Roark" being a fictional character whose "adventures" are chronicled on the website and serve as inspiration for the premium clothing line. The focus here for Roark's 25-to-34-year-old adventure-loving customer is "well-worn, basic, durable, timeless, and well-coordinated staples." Roark's travels to Russia inform the wide-ranging Fall/Holiday 2017 collection. Look for an emphasis on layering pieces and heavier jackets for that cold Russian winter. Roark Revival expects continued success with its Nordsman flannel and Axeman jacket, as well as a larger selection of bottoms highlighted by its "focused and elevated" Raw 133 Denim program.

See these brands and more at Surf Expo, which takes place Jan. 26-28, 2017, at the Orange County Convention Center in Orlando, Florida.

Q&A FEATURE

Q&A Feature *Continued from page 8*

Cindy Morris

President and Chief Executive Officer
Dallas Market Center
www.dallasmarketcenter.com

As the economy in Texas remains relatively strong, markets in Dallas are concluding 2016 ahead of last year's attendance, so we have solid momentum going into 2017. In fact, we are targeting 15 percent growth in contemporary exhibitors for the next year. We will push for more new lines because buyers in the middle of the country continue to seek something new, something unique for their stores. As manufacturers realize this demand exists, we are experiencing a renewed interest in showroom space and temp booths by lines and multi-line reps from LA who are coming to Dallas Market Center for the first time or who are choosing the market center over downtown Dallas options. Lines such as Ruby YaYa, Bailey 44, Daydreamer, Pink Tartan, Tracy Reese, Julie Brown, Splendid, 4OurDreamers, Nation LTD, Waverly Grey, Hard Tail, Maven West, Marrakech, Commando, House of Harlow and dozens of others have made the move from downtown to Dallas Market Center. Why? They need better buyer traffic. What began in 2016 we are confident will continue in 2017 as lines seek an efficient marketplace to work new accounts in addition to our thousands of loyal retailers.

Guglielmo Olearo

International Exhibitions Director
Première Vision
www.premierevision.com

Première Vision continues to develop a unique offer in New York featuring five complementary activity sectors: fabrics, designs, accessories, leather and fashion manufacturing.

We are also deepening our commitment to young American designers and Made in New York through a special partnership with the Council of Fashion Designers of America.

As in the past, we'll have a rich program of fashion seminars along with conferences, roundtables and master classes on a range of subjects, including responsible creation and technology and innovation in fashion.

Hisham Muhareb

Cofounder
NW Materials Show
NE Materials Show
SoCal Materials Show
www.americanevents.com
www.thematerialshows.com

The past few years of rapid growth have established the Materials Shows as the only go-to sourcing events for much of the global athletic and outdoor brands. The NE show is now in a new venue to accommodate that growth. This allows us to put all the exhibitors in one exhibit hall, which is more conducive to a better business environment. We project that the growth of the past few years will continue—meaning more participation from suppliers as well as brands/buyers. We pushed the show forward a month early in an effort to adapt to most brands' sourcing calendars.

The NE show's new capacity is about 180 suppliers. We are, however, capping the amount of suppliers at the NW show at 260 so as to preserve the integrity of the suppli-

ers and to focus on increasing brand/buyer traffic to match the exhibitors.

We are seeing interest from a number of U.S. apparel suppliers. Companies such as Green Textiles, eVent Fabrics, Ideal Fastener and others will be joining us at the upcoming shows.

Lastly, we know many people have been inquiring about the SoCal show. We will not be holding a January 2017 show but will revisit the possibility of a SoCal Materials Show in July of 2017.

Hillary France

Alex Repola

Founders
Brand Assembly
www.brandassembly.com

In 2017 Brand Assembly will continue to focus on what we do best, which is to curate a comprehensive trade show that offers the best assortment of established and emerging

brands in the contemporary and advanced contemporary space.

Our goal has always been to do one thing and do it well, which is to carefully curate the right mix of brands and connect them with the most important buyers, and we do not want to distract buyers or take time away from

discovering new brands with too many activities. While the focus is, and always will be, on the transaction between brands and buyers, we will obviously continue to improve on the amenities we offer at the show, with focus on keeping everyone happy and excited about the show.

Lastly, we are planning to add an August show for the Pre-Spring market. We want to continually cater to the needs of our brands, and they have been requesting this for quite some time from us! Most likely we will do it in conjunction with our newly launched co-working space, the Brand Assembly Square in the Cooper Design Space.

Jasmine Glasheen

Publishing Editor

OFFPRICE
www.offpriceshow.com

The OFFPRICE Show staff is excited to announce a rebrand in 2017. This includes a logo redesign, new imagery, an updated tagline and a renovated on-site show experience. The rebrand better communicates the quality of merchandise that can be found for below wholesale prices at OFFPRICE. Free Sourcing Discussions will be held at the February show to give buyers the opportunity to interface with the OFFPRICE Show staff and the information needed to succeed on the show floor. These discussions are a great way to locate specific apparel and to pick the brains of our Buyer Relations team. These talks have information for both first-time show attendees and seasoned buyers.

Pierre-Nicholas Hustel

Chief Executive Officer

CURVENEWYORK

CURVELASVEGAS

www.curvexpo.com

2017 is an exceptional year for the Eurovet Americas/Curve shows as it marks the 10th anniversary of the company's creation. To celebrate, Curve looks back, reminiscing on the successful past 10 years but most importantly turns its eyes forward, pioneering new technologies to help pave the way to a new digitally focused world. Throughout the past decade, the Curve shows have evolved and modernized with new advancements and

Continued from page 10

a concentration on investments to create new business opportunities as well as an optimal phigital (digital + physical) environment. Akin to previous seasons, 2017 will be host to many innovative developments technologically, digitally and tangibly. Eurovet Americas, producer of the CURVENEWYORK and CURVELASVEGAS shows, is committed to providing streamlined processes and complimenting the show atmosphere with added-value events and exhibits to aid attendees in what they do best: conducting business.

The season commences with CURVELASVEGAS Feb. 21–23, taking place at the heart of Project Womens at the Mandalay Bay Convention Center. This new location was introduced in August 2016 and was met with extremely positive reviews due to the energetic show atmosphere as well as the proximity of contemporary ready-to-wear brands and well-thought-out product positioning. The setting aided in connecting and facilitating brands and retailers to build stronger relationships, discover new trends, develop the cross-over between product categories and conduct business in a convenient, high-fashion-oriented and time-efficient environment.

At CURVELASVEGAS, buyers will have the chance to meet with a strong collection of intimate apparel brands with the likes of Ajour, Anita, b.tempt'd, Bedhead Pajamas, Cake Lingerie, Chantelle, commando, Cosabella, Eshma Mardini, Leonisa, Lou, Huit, In Gear Swimwear, Jolidon, Maison Lejaby, Miraclesuit Shapewear, Montelle Intimates, Munki Munki, NuBra, Rosa Faia, Sauvage, Silk & Soul and Wacoal, among others.

The positive attitude will return to the East Coast for CURVENEWYORK, which begins on Mon., Feb. 27 (instead of the usual Sunday start), at the Javits Center. This extra day gives exhibitors who attended CURVELASVEGAS an extra day for cross-continental traveling with their new collection, as well as to reset and prepare for New York. This will also align with the other ready-to-wear and accessories shows that are taking place during the same dates at the Javits Center. CURVENEWYORK will continue until Wed., March 1.

Attendees who would like to visit CURVENEWYORK as well as the other simultaneously occurring shows at the Javits Center will now be able to easily move in between the shows thanks to a co-badging partnership with UBM, our partner on the West Coast. This streamlined development will permit all attendees who have a CURVENEWYORK badge to visit other shows without having to re-register, and vice versa, allowing for a higher level of convenience and free-flowing atmosphere for buyers and press.

New for the upcoming season is the Lead Retrieval Service, an innovative and easy-to-use technological added value in New York. The service, available on the CURVENEWYORK mobile app, will allow all exhibitors to scan the badges of attendees who enter their booth directly on their smartphone. The digital business profile of the individual will be instantaneously uploaded and qualified in real time, able to be referenced immediately as well as after the show to ease the follow-up process.

To celebrate the 10 Years of the Curve Shows, a unique exhibition will be hosted at CURVENEWYORK showcasing the iconic styles throughout the years of featured, honored brands. There will also be a charity gala dinner in the evening following the first day of the show, Feb. 27, with 250 individuals attending. The dinner will be located at the

Tribeca Rooftop, a gorgeous event penthouse in the heart of downtown Manhattan providing breathtaking views of historical TriBeCa. Here there will be 20 guests of honor gathered into 10 unexpected couples to highlight how ubiquitous matchmaking is in the Curve mission (matching lingerie and swim, brands and retailers, the East and West Coast, etc). One-hundred percent of the proceeds from the gala will be given to breast-cancer research, of which the partner is yet to be announced.

Caron Stover

Vice President of Apparel Trade Show Sales
Atlanta Apparel
www.americasmart.com

Atlanta Apparel will be bigger and better in 2017. We are on track for another record-breaking year with more exhibitors taking more space to showcase more lines to more buyers from across the country. Driving the growth is the Now! Young Contemporary collection, which expands to include AmericasMart Building 3, Floor 5, in addition to its space on Floor 4 and in the Premiere Contemporary collection on Floor 2 beginning at the February 2017 Atlanta Apparel Market. The growth continues through all of Atlanta Apparel's categories—Premiere Contemporary, Ready! Ready-To-Wear, JFA: Jewelry and Fashion Accessories, Impulse: Cash & Carry, Premiere Luxe and Shoe Studio—which see both expanded footprints from existing exhibitors and new designers, in-



Pierre-Nicholas Hustel



Caron Stover



Jasmine Glasheen



Sam Ben-Avraham



Andrew Olah

cluding more plus-size exhibitors, joining the collection.

Atlanta Apparel is also making enhancements to its industry-leading buyer experience in 2017. A new date pattern—showrooms Wednesday to Sunday and Temporaries Wednesday to Saturday—better aligns with retailers' buying habits. Buyers are able to find more of the lines they want with a new trend publication, "Atlanta Apparel," debuting in December and an improved AmericasMart app with a more intuitive search algorithm.

As always, Atlanta Apparel buyers can expect to find a market experience unlike any other, driven by inspiration and the trendsetting product they need to grow their businesses.

Deirdre Maloney

Cofounder
Capsule
www.capsuleshow.com

We have some venue changes, big and small. We moved our NY women's show to midtown because there was no space big enough to accommodate our growth, but Capsule's roots are decidedly downtown. With the availability of Skylight Clarkson Sq and Skylight Clarkson North, home of NYFW:Ms and NYFW, we thought it was the perfect opportunity to bring the show to west SoHo. The space is beautiful, updated, and full of character and New York history. We are really excited about that.

We are making a minor location adjustment in NY for men's. We will be colocating at Pier 94 with Liberty Fairs, making it incredibly streamlined for all of our attendees and also allowing Agenda to make its return to New

York at Pier 92. In Las Vegas, we will move from The Venetian ballroom to Hall B (on the other side of Liberty). The look and feel of that location is more industrial, which works for our progressive and modern brand mix, so we are excited about this move. Our Los Angeles launch in October was so successful that we will make a great effort to expand our presence and certainly our footprint there. Similarly, our collaboration with Paris Sur Mode and Première Classe for our Paris women's edition was very well received, so we will be growing there as well.

Roy Turner

Senior Vice President and Show Director
Surf Expo
www.surfexpo.com

Our marketplace is designed for any store whose target consumer's lifestyle or mindset relates to water—be it the ocean, lakes, rivers, pools or waterparks. Within this arena we offer a wide breadth of product categories that are not typically found at any one trade show. From stand-up paddleboards, boardshorts and wet suits to towels, swimsuits, gifts, souvenirs and sunscreen, you'll find the best at Surf Expo. We continue to build on our cross-over rich marketplace, and in 2017 at our September show our canoe and kayak marketplace will be expanded. We're excited about the additional products that will be available to our current buyers as well as the new exhibitors and buyers who will come to buy canoe and kayak and be pleasantly surprised by all the

other categories of products that they will find.

Our upcoming January 2017 show will feature the best in surf hard goods and apparel along with swim, boutique, resort and coastal gift. Some of the top shapers in the nation will compete in our annual surfboard shape-off, and we'll have several key industry events for networking, including the Eastern Surfing Association's 50th-anniversary celebration. More than 6,300 buyers have already registered, and it's going to be a great show!

Aaron Levant

Founder
www.agendashow.com

We have nine curated sections within Agenda this season. A few of the newer ones to emerge over the past few seasons include The Essentials, The Point, Pin & Patch and Resource. The Essentials presents a curated selection of the finest in grooming goods, leather goods, soaps, candles, textiles and other personal essentials. The Point is our successful segment focused on the authenticity and craftsmanship behind an impressive roster of brands within the surfing lifestyle sector. Pin & Patch serves as homage to the emerging category of personalized accessories and is exclusive to our Long Beach showing. Lastly, Resource is our network within Agenda that is dedicated to connecting forward-thinking partners within the manufacturing, technology, logistics and solutions realm. Resource has been hugely beneficial to many of our younger brands in helping them get the answers and maintenance they need to take their vision to the next level.

Agenda has always been centered around personal connection between brands and retailers and our curated sections continue

to hone in on the current conversation between desirability and need.

Andrew Olah

Founder
Kingpins
www.kingpinsshow.com

2017 is a big year for us. We're launching Kingpins Miami in January (Jan. 11–12), which will add a focus on Latin America to our list of target markets, which have historically been the U.S., Asia and Europe. And we're continuing to evolve our shows and projects elsewhere: we're doing a second China City Tour in September; we're continuing to push our Kingpins Trend denim forecast after an extremely well-received launch this Fall; we are producing increasingly diverse and exciting content for an expanding list of clients with our Kingpins Media division; and we are working with our partners to bring the Denim Days concept stateside in 2017 with a denim festival in New York, just to name a few.

Sam Ben-Avraham

Founder
Liberty Fairs
www.libertyfairs.com

In an effort to better serve the marketplace, we are continuing our partnership with Capsule by co-existing within Pier 94 and sharing a registration, as always, with Agenda as well. Two shows under one roof will allow for buyers to cut travel time and spend more one-on-one time with the brands.

We're very excited for the 2017 shows and we've been working diligently to add new points of discovery on our show floor. We are working closely with brands to build awareness to specific segments in the market and highlight key items. As a testament to this, we are reworking our Las Vegas show floor in order to create more clearly defined neighborhoods. When walking through the brands, attendees will notice a distinct difference in design, feel and activations throughout.

New features:

Liberty NY: We are taking a new perspective on the homewares and apothecary categories and bringing them together, along with a few other categories, in one section. Partnering with Manready Mercantile, our New York show will host The General Store for the very first time. Attendees will find a one-stop shop for made-in-America goods and small-batch brands ranging from grooming and apothecary brands, candles and home accessories to small leather goods, clothing and vintage pieces, all while having the opportunity to shop the items with a cash-and-carry component.

Liberty LV: In collaboration with Moraine Agency, Alt Terrain is a new area within our Las Vegas show to highlight cutting-edge outdoor and active-lifestyle brands. Collections will include outerwear, footwear and accessories all catering to the needs of the modern day active professional. In support of the new section, *Gear Patrol* magazine will be onsite as well.

Returning to the Las Vegas Show floor, Quest is designed to showcase a collection of European and American brands known for setting the industry standard and providing a wardrobe for the modern man. Past brands include collections from Black Dog 8 Showroom, M5 Showroom, Triluxe Showroom and more.

Curated by Ouigi Theodore of The Brooklyn Circus, Freedom Hall will be returning with a new group of menswear brands all sharing a common thread of community, creativity and craftsmanship. Past brands include the likes of Himel Brothers, Krammer & Stoudt, Shockhoe Atelier and more. The section will be hosted in both New York and Las Vegas. ●

Shop & Dine

By Andrew Asch and Deborah Belgium

Traveling to trade shows means three things: making big sales, eating out and discovering a new store to provide a nice pick-me-up.

It seems every big trade-show city is popping with choices. The restaurant environment is benefiting from a recovering economy, prompting top chefs to branch out with new ventures that keep getting more elaborate. Specialty stores are not dead yet—only better curated and located.

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



Spring

LOS ANGELES

Spring

257 S. Spring St.

(213) 372-5189

www.springlosangeles.com

It's not often that a restaurant rises so fast that it is classified as one of the top three restaurants in Los Angeles, but **Spring** shot to the summit within months of opening in February.

That makes Spring's chef de cuisine, Tony Esnault, one of the most talked-about culinary artists in Los Angeles.

Spring not only has a topnotch menu but also is housed under a beautiful atrium inside the historic, turn-of-the-century **Douglas Building**, which looks as if it were flown in from Paris and plopped down in the old Bank District of downtown Los Angeles.

Years before arriving in Los Angeles, Esnault raked in several awards and rave reviews since studying at the **François Rabelais** culinary school in Lyon, not too far from where he grew up in France's Loire Valley.

He went on to work in several Michelin-starred restaurants and was trained by famed French chef Alain Ducasse, working for him in Monte Carlo and New York. In 2009, Esnault made his way to the West Coast to take over the kitchen at the highly regarded **Patina** restaurant, which sits at the base of **Walt Disney Concert Hall**.

Esnault left Patina to work with his wife and business partner, Yassmin Sarmadi, owner of the French bistro **Church & State**, located in another historic building in the Arts District.

The husband-and-wife team has extended their love of French food to Spring, where seafood and seasonal vegetables in a South of France ambience have been wowing restaurant critics and customers.

In a secluded courtyard with a burbling fountain and shaded by potted pepper trees, restaurant goers get a chance to sample tasty dishes such as the lobster and chestnut soup with chives and cognac or the maple leaf duck breast with honey-spiced skin, radishes, turnips and huckleberries.

For seafood lovers, there is the slowly cooked wild halibut with cannellini beans, cabbage, carrots or the fish stew with fennel, potato, leeks, tomato, garlic, saffron and aioli.

Save room for dessert, which includes bittersweet chocolate ganache with lemon honey sorbet



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The Shop: Curve X Tom Dixon



Beauty & Essex



DNA 2050

and pralines and Tahitian vanilla panna cotta with exotic fruits.

The Shop: Curve X Tom Dixon
8820 Washington Blvd., Suite 101
(310) 237-5422

Tom Dixon developed an international reputation for crafting wildly imaginative looks in furniture, lighting and accessories, but after broaching new frontiers in design, the London-based Dixon said there remains a big unknown for him; it is Los Angeles fashion.

"I like to stick myself in unfamiliar and challenging territory, like Los Angeles, in a fashion shop," he said. "When I'm completely naive and not an expert in something, that pushes me to innovate."

Earlier this year, he jumped into this great unknown by opening an emporium in the Los Angeles area. Called **The Shop: Curve X Tom Dixon**, his design space shares a 7,000-square-foot area with fashion store **Curve**. It is located at **Platform**, a recently introduced boutique retail center across the street from a light-rail **Metro** stop in Culver City, Calif., about nine miles west of downtown Los Angeles.

Dixon also runs his brand's retail spaces in London and New York, and The Shop is his first experiment with something of a retail roommate. "For a long time I've been wanting to experiment with getting outside of the interior-design ghetto and work in other contexts. I think we can learn a lot from fashion in terms of being fast moving, more exciting and better at communication. Plus, I like the idea of decorating a bigger store and having some softness and color coming in from the clothes," he said.

Dixon took the Platform space and illuminated it with lighting designs with richly imaginative shapes. In The Shop, his marble shelving and vignettes also mesh the design of his décor and Curve's fashions.

Curve offers high-end designers such as **Ann Demeulemeester** along with those who sport a streetwear inspiration, such as **Robert Geller**. Other designers in the store include **J.W. Anderson**, **Fannie Schiavoni** and reconstructed jeans from **Re/Done**. The Platform Curve is the seventh location in Curve's line of stores. Other locations are in Malibu, Calif.; Los Angeles; San Francisco; Miami Beach; New York City; and Sag Harbor, N.Y.

LAS VEGAS

Beauty & Essex
The Cosmopolitan of Las Vegas

3708 Las Vegas Blvd. S.
(702) 698-7000
www.beautyandessexlv.com

Everyone has been waiting for **Beauty & Essex** to open at the former **Comme Ça** restaurant location at the high-end **Cosmo-**

politan hotel.

About five years in the making, the wait was worth it. The menu seems to have traveled around the world, taking the best from here and there. And the décor has a jewel-box theme complete with a jewelry-based pawn shop.

The force behind Beauty & Essex, which first opened in New York City, is chef/owner Chris Santos, also known as a judge

➔ Shop & Dine page 14

Your Crystal Ball *for* Fashion's Future

Anyone selling fashion needs to know what will be hot, not only in 2017 but beyond. The best place to look for answers is at **HKTDC Hong Kong Fashion Week for Fall/Winter**. You gain the advantage by seeing the latest styles from international suppliers at the earliest important event in the 2017 fashion industry calendar.

Not only will you see the collections of an expected 1,500 or more exhibitors, you will hear about future trends from leading fashion forecasters in person.

Zero in on your Sources

There are zones covering different market segments. Apparel for women, men, and children is in abundance and so are accessories, such as handbags, shoes, scarves and costume jewellery. If your needs are more specific, check out the zones for knitwear, activewear & swimwear, evening wear, intimate wear - there is even a zone for thermal clothing. New zones this year are **Casual Wear**, responding to the increasing trend to informality in dress, and **Fashionable Sportswear**, for the latest styles for the gym, yoga, exercise classes and sports.



When Business is a Pleasure

You can see top brands and in-demand designers show their collections in runway shows and fashion parades and you can mingle with industry players at social events, such as the Networking Reception.

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Shop & Dine Continued from page 13

on the **Food Network**'s culinary TV show "Chopped." Santos is partnered with **The Tao Group**, which has opened other Las Vegas eateries such as **Tao** at **The Venetian**, **Lavo** at **The Palazzo** and **Marquee** at **The Cosmopolitan**.

The large 10,000-square-foot interior of Beauty & Essex was designed by the **Rockwell Group**, which worked on a jewel theme. At the entrance, guests walk through a pawn shop-inspired space into the Pearl Lounge, which has a custom chandelier made from thousands of pearls hanging from the ceiling and swags of pearls flowing down the walls to the purple banquettes.

Guests then walk through a 40-foot-long screened wall made of framed vintage lockets that leads to three ornate dining rooms that also have a jewel-box quality to them. Think of Russian **Fabergé** eggs and you get the idea.

The menu, with prices ranging from \$31 to \$60, is far different from many choices found on the Las Vegas Strip. For a touch of Latin America, try the chili-relleno empanadas, the pulled-chicken arepas (corn pancakes), the lobster tacos or the elote-style scallops with charred-corn salad.

For an Italian twist, there is crispy eggplant pizzetta, a basil pesto ravioli and spaghetti with zucchini, parsley pesto and a sunny-side-up egg.

In a nod to Asian cuisine, there is Thai-style deep-fried shrimp with mango slaw.

For those who can't make it to Las Vegas or New York, a Beauty & Essex restaurant is in the works for Los Angeles in the soon-to-be constructed **Thompson Hotel** in Hollywood.

DNA 2050
3708 Las Vegas Blvd., Ste. 5
(702) 698-7610



Bellota

www.emporiumdna.com

There's boutique shopping and then there's boutique shopping on the Las Vegas Strip, according to Iraklis Karabassis.

On most days and in most locations, shoppers can be tough. They try on clothes at

bricks-and-mortar shops and later buy them for cheap online. The Greek-born Karabassis opened the boutique **DNA 2050** at the luxe **Cosmopolitan** in December 2010 when the 2,995-room hotel and resort made a gala debut. Six years later, the resort continues to receive plaudits, including a 2016 Reader's Choice Award from *Condé Nast Traveler* magazine.

Being located in a destination for well-off tourists puts the boutique's salespeople in a good position, Karabassis said.

"We are getting the consumer in a moment when [the shopper] is happier. He or she is not shopping for discounts. It's the reason why we keep our store in high gear," he said.

When shoppers are in a festive mood, they find themselves making impulse purchases. They also outfit themselves for nightclubbing and fine dining on the Las Vegas Strip at his 2,600-square-foot shop, he said.

The focus of the shop is contemporary styles, and the most popular items are denims, dresses, handbags, shoes and accessories. The brand mix includes **Alice & Olivia**, **Rag & Bone**, **Rebecca Minkoff**, **Gypsy 05**, **Jeffrey Campbell**, **The Blank**, **John Varvatos**, **Parker**, **Frame Denim** and **G-Star**. The store also offers European brands such as **Freddy**, which has made a splash in its native Italy with athleisure pants.

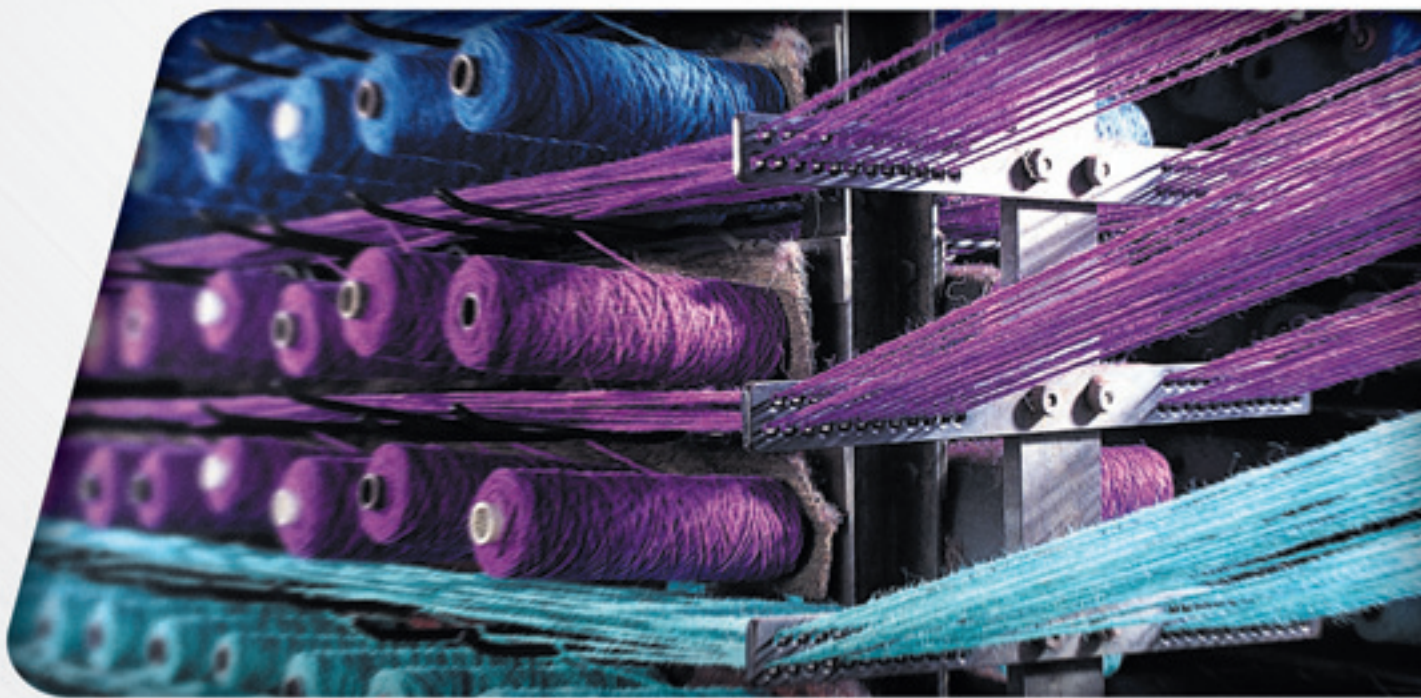
The boutique's price points range from \$50 to \$800, Karabassis said. Women make up 65 percent of the store's sales and men make up 35 percent.

Karabassis is headquartered far from the noise and bright lights of Vegas casinos. He is based in Washington, D.C.'s upscale Georgetown neighborhood, where his company, **IK Retail**, runs the second DNA 2050 boutique. It opened in 2009. He started his U.S. retail career in the 1980s when he served as distributor of the **Benetton** brand. He also operated a fleet of **Benetton** and **Max Mara** boutiques in America and Canada.

SAN FRANCISCO

Bellota
888 Brannan St.
(415) 430-6580
www.bellotasf.com

In the Flower District of San Francisco, located south of Market Street, sits a new restaurant that has a Spanish vibe that greets diners with Moorish tiles on the entrance steps and extends to the haunches of Ibérico ham hanging near the kitchen and the dark-wood barrels of sangria, sherry, cider and



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Hero Shop

vermouth perched overhead.

Bellota, which means “acorn” in Spanish and is the main ingredient fed to the pigs that account for Spain’s famous ham, has cast its lot with the Iberian Peninsula and all the cuisine that makes it special.

Heading up the kitchen is Ryan McIlwraith, who grew up in Vancouver, Canada, pretty far from Spain. But the chef has worked in a number of high-end eateries, such as **Bottega Napa Valley**, cooking alongside famed chef and restaurateur Michael Chiarello. McIlwraith later relocated to San Francisco three years ago to open **Coqueta**, Chiarello’s Spanish tapas bar and restaurant.

When you think of Spanish dishes, one of the first things that comes to mind is the country’s rich seafood-laden paella dish. At Bellota, the paella, which feeds two to four people, comes in four varieties and takes 40 minutes to cook. There is a vegetarian option with mushrooms, kale and garlic or the paella with chicken. Most authentic is the seafood paella served with shrimp, scallops, squid and green beans. Then there is the pork-oriented paella with pork shoulder, ham and garbanzo beans.

For those who can’t decide, a two-sided paella dish separated by a metal divider gives you the option to eat two different paellas served on the same plate.

For something less elaborate, the kitchen has a wood-fired hearth over which the kitchen staff grills a variety of meats and fish such as Moorish-spiced lamb, sea bass served with a sauce and pan-roasted aged flannery beef.

Bellota is the latest eatery launched by **The Absinthe Group**, which owns five San Francisco properties, including the **Comstock Saloon**, **Arlequin Café** and the **Boxing Room**.

Hero Shop
982 Post St.
(917) 539-1562
Heroshopsf.com

Emily Holt’s newly opened boutique, **Hero Shop**, is located on the ground floor of the **Saratoga Hotel** in San Francisco’s Tenderloin neighborhood.

The retailer looked at several neighborhoods before settling on the Tenderloin, the up-and-coming neighborhood between Nob Hill and Union Square. The neighborhood is home to the popular **Jane Bakery**, where Holt took meetings for a year before opening Hero Shop in mid-July, as well as interior designer Jay Jeffers and the **Jessica Silverman Gallery**. Event planner Stanlee Gatti is opening a market

across the street. And a new bar and restaurant—run by the owners of Bay Area restaurants the **Village Pub**, **Mayfield Café** and **Spruce**—is under construction next door.

The 15,000-square-foot boutique features an exposed brick wall, wood floors, industrial beams that help delineate the

space without sacrificing the open and airy loft-like feel.

The merchandise mix includes ready-to-wear labels such as **Creatures of the Wind**, **Gabriela Hearst**, **Adam Lippes**, **Rosetta Getty**, **Mother**, **Levi’s** and **Tse** as well as accessories brands including **Edie Parker**, **Pamela Love**, **Repetto**, **Myriam Schaefer** and **Vans**. Holt also carries home décor and gift items. Hero Shop’s prices range from \$7.50 to \$6,000.

“That’s how I shop and that’s how people dress,” Holt said. “You wear a \$30 T-shirt with \$200 jeans. We have fine jewelry, but we also have fashion jewelry. We have Pamela Love earrings that are \$110. We carry **Jennifer Fisher** pieces that are \$200. It’s not \$30, but it’s still an accessible or beginning aspirational price point.”

The merchandise mix is grown-up but not stuffy, Holt said. She carries jeans but not ripped jeans. She sells Vans, but they

are sneakers Holt thinks a grown-up would wear. “It’s all put together. It’s not sloppy and it’s not bohemian. It’s upbeat and colorful. Hopefully it excites people and they discover something they hadn’t seen before.”

Since opening over the summer, Hero Shop has drawn a customer base that includes people living in the neighborhood as well as some fellow ex-pat New Yorkers and a core fashion clientele that ranges in age from 35 to 55.

One customer Holt would like to see shopping at Hero Shop is the Silicon Valley professional who isn’t the typical fashion customer or claims to be not even interested in fashion.

“These women—who are being featured in magazines or on television or on panels—need something to wear. I truly believe that no matter how disinterested anyone is in fashion, as a woman you still want to look

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Shop & Dine Continued from page 1

good, which helps you feel good, which helps you perform well.”

The Bay Area native spent the first half of her career as a fashion writer in New York working for publications such as *Vogue*, *W* and *Women's Wear Daily*. She returned to Northern California with an eye to open a store that carries pieces she loves—often from labels owned by friends.

“San Francisco has terrific stores, but I think there’s room for something a little more,” she said.

ATLANTA

Staplehouse

541 Edgewood Ave. S.E.

(404) 524-5005

www.staplehouse.com

In an historic brick building in the Old Fourth Ward of Atlanta sits **Staplehouse**, a neighborhood eatery that has taken the city by storm.



Staplehouse

The laid-back vibe of the casual restaurant belies the praise heaped on the place ever since it opened a little more than a year ago. *Bon Appétit* named it America’s best new restaurant, and the **James Beard Foundation** nominated its executive chef, Ryan Smith, for “Best Chef in the Southeast Region.”

The lunch and dinner menus at Staplehouse change about



Bill Hallman

every two weeks, timed to use food that is seasonal. Most recently, the dinner menu, which is not extensive but different, had items such as chicken liver tart with burnt honey glaze, which many customers raved about. There is also lamb sausage with celeriac, turnip, okra and garlic. On the seafood side, there is octopus with matsutake mushrooms, field peas, puffed wheat and bresaola (salted beef) or blue crab with sunflower, basil, lime and radish.

Diners have called the menu imaginative and delicious.

The story behind the restaurant is worth a novel. Ryan Hinderger and his wife, Jen, moved to Atlanta in 2004 when he started working as a chef in several restaurants. But there was always the dream of starting his own place.

Plans were on the way to create a new eatery when Hinderger died of gall bladder cancer in 2014 at the age of 36. Still, his wife and their mutual friend Ryan Smith kept his dream going and opened Staplehouse a year later.

Because many restaurant employees in the industry do not have healthcare, the restaurant has been set up as a for-profit subsidiary of **The Giving Kitchen**, a nonprofit that raises money for crisis-stricken restaurant workers. Any profits left over after the restaurant’s expenses are paid go to The Giving Kitchen.

Bill Hallman Inman Park Store

299 N. Highland Ave., Ste. Q
(404) 814-0030

billhallman.com/pages/bill-hallman-inman-park-store

In the mid-1990s, Bill Hallman ran a design studio in Atlanta’s Inman Park. It was the start of his journey to being one of the city’s premier clothiers.

But when it came time to open his flagship store, he did it a short drive away from Inman Park. It is in Atlanta’s high-end Virginia-Highland section. However, Inman Park beckoned. In 2015, Hallman looked for a place to open a store that would offer a wide array of styles, including bespoke suits, to Atlantans. He opened the shop in Inman Park, and it was a wise choice for a location.

Inman Park has long been an eclectic neighborhood that offered unique boutiques and new restaurants in Atlanta. The neighborhood is regionally famous for its annual **Inman Park Festival**, which offers parades, art shows and a tour of the unique, historic homes in the neighborhood.

When the Inman Park shop opened, Hallman offered the **Bill Hallman Bill-to-Fit Collection**, an exclusive, custom-clothes label for women. He partnered with **Morgan CODA**, a custom suit group to make bespoke suits and

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RAJASTHAN

shirting for men. Morgan CODA ran a shop-in-shop at the Inman Park boutique.

In the past he has sold ready-to-wear from lines such as **Nudie**, **Cotton Citizen**, **Rag & Bone** and **Umano**, an Athens, Ga.-based line.

NEW YORK

Le Coucou

138 Lafayette St.

(212) 271-4252

www.lecoucou.com

The amount of press surrounding the newly opened **Le Coucou** makes you wonder if all the fanfare is true.

But reviews by culinary experts confirm that the eatery on the ground floor of the **11 Howard** hotel is indeed a feat to be admired, especially if you have a lot of time to dine and don't mind spending more than \$150 for a meal with wine.

The chef behind the restaurant, which in French means "a little crazy," is Daniel Rose, who is not French but who had been living in France since the late 1990s. During that nearly 20-year sojourn, he has become as French as the French themselves, having studied at the **Institut Paul Bocuse** and opened two Parisian restaurants—**Spring** and **La Bourse et La Vie**.

The Chicago native, however, was lured to New York by famed restaurateur Stephen Starr to open a high-end restaurant in SoHo that looks as if it had been built several decades ago in France.

The interior was created by **Roman and Williams**, the design firm whose principals are responsible for the interiors of the **Ace Hotel** and the **Standard Highline** in New York.

The result is an elegant and opulent interior that has the feel of a large mansion sitting near the Bois de Boulogne but as comfortable as a studio loft.

Hardwood floors lend warmth to the restaurant, which has brick walls, large-paned windows, a French-inspired mural and 11 circular cast-iron chandeliers with handblown glass shades that hover like extraterrestrial satellites.

The menu is French through and through. Appetizers include warm oysters, endives with crispy Iberian ham and Wagyu beef tripe.

Special delicacies include lobster stuffed with squash blossoms, a pike quenelle in lobster sauce and beef tongue with caviar and crème fraîche.

Main courses, whose prices range from \$36 to \$48, include everything from halibut in a white butter to Dover sole with grapes and chanterelle mushrooms, pheasant with foie gras and stuffed cabbage, a whole rabbit, duck and rack of lamb.

Reservations are a must at this new restaurant.

Hatchet Outdoor Supply Co.

77 Atlantic Ave., Brooklyn

(347) 763-1963

hatchetsupply.com

The urban lumberjack trend has come and gone, but Gene Han remained convinced that there was ample room for a boutique offering a taste of nature and the great wild to those living in an urban jungle such as New York.



Le Coucou



Hatchet Outdoor Supply Co.

He opened **Hatchet Outdoor Supply Co.**, a more-than-1,300-square-foot boutique, in the genteel Brooklyn Heights section of Brooklyn in 2013. If you're looking for an axe, first-aid kits and waterproof jeans, Hatchet will be a destination, Han guarantees. "We're not going to have the stuff for a Mount Everest trip, but we're going to have stuff for all of the essentials," he said. What convinced this successful

retailer—he also runs two high-end sneaker boutiques called **Alumni** in Brooklyn—was that there was a lifestyle to outdoors gear. Hatchet sells a lot of clothes. He aims to make sure that his shop's apparel comes from high-end even exotic—outdoors outfitters.

Hatchet offers brands such as **Snow Peak**, a Japanese

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Shop & Dine Continued from page 17

brand, and **Norse Projects**, which hails from Copenhagen, as well as **Canada Goose** and **DU/ER**, both headquartered in Canada. The shop also offers made-in-America and U.S.-based brands such as **Yellow 108**, **Filson**, **Carhartt** and **Ebbets Field Flannels**. Hatchet and Ebbets Field collaborated on a cap for the boutique, which features, aptly enough, an icon of an axe. The boutique's price points range from \$20 to \$250; however, they can climb to \$1,000 for parkas.

The décor of the Brooklyn shop looks like the brownstone of an outdoors enthusiast. The place has rustic touches but is outfitted with sofas, coffee tables and a sound system that is typically playing folk or jazz. Hatchet also came out west recently. In September, Han opened a boutique in downtown Los Angeles' Arts District.

DALLAS

Flora Street Café

2330 Flora St. #150

(214) 580-7000

www.florastreet.com

Renowned Texan chef Stephan Pyles has opened or been associated with some 21 restaurants over the past 32 years. The recently opened **Flora Street Café** is being called one of his best creations in years.

Located in the Dallas Arts District at the base of the **KMPG** building, Pyles has taken Texas and Southwestern cuisine and elevated it 10 notches to create an astounding menu not found in many places west of the Mississippi.

Earlier this year, Pyles closed his self-named restaurant in downtown Dallas to concentrate on his new endeavor that has many lining up to get a table.

First, a word about Pyles. He is a fifth-generation Texan, born in Big Spring. He worked in his family's West Texas truck stop and later was trained in French cuisine. At an early age, he published a 200-plus recipe book called "The New Texas Cuisine" and soon was being called one of the founding fathers of Southwestern cooking. In the late 1990s, he had a short-lived **PBS** TV series called "New Tastes From Texas With Chef Stephan Pyles."



Flora Street Café

So, as you can see, the man is serious about Texas regional cuisine. That is seen in the various dishes on the menu at Flora Street Café, which is really more a high-end eatery than a café as seen by the décor.

Upon entering, diners are greeted by a multi-colored silk curtain hand sewn by fiber artist Tim Harding, which sets the tone for the modern décor inside the restaurant.

Starters on the menu are out of the ordinary, such as a lobster tamale pie with paddlefish and caviar served in what looks like a large martini glass. Other starters include sea scallops served in a bowl of kelp and a golden squash soup with prawns and piquillo pepper.

For the main course, there is plenty of meat including the pork loin on a fava bean purée and coffee-and-brown-sugar marinated ribeye steak with a bone-marrow custard. For fish lovers, there is a wild coho salmon with mussel escabeche, corn and huitlacoche, okra and chanterelles or the wood-grilled snapper with purple hull peas, chayote squash and peanut-sesame salsa.

For those who want it all, there is a tasting menu for \$125 or \$225 with wine pairings.

DLM Supply Co.

837 W. Davis St

(469) 917-8081

www.dlmsupplyco.com



DLM Supply

Dallas' Oak Cliff neighborhood built a reputation for its eclectic, venerable old buildings, no better place to open a new business, thought Deavon Moore. She opened men's boutique **DLM Supply Co.** on Labor Day weekend in the once-tough neighborhood, which has blossomed to become the place for independent boutiques and chef-driven restaurants in Dallas.

Moore hoped that she would bring something new with her store. "There's not many specialty men's shops anymore. It's going to be a big box or a store selling 90 percent women's clothing," Moore said of the men's retail market.

She spent 14 years working at **Nordstrom**, which included a gig as a national buy planner for men's sportswear, and after building years of experience she felt she could do something different.

"I wanted to create the opposite, a place where men could come in and get everything they need," she said.

But everything was going to have an independent flavor. DLM Supply Co. focuses on emerging brands and lines that are under the radar. In her merchandise mix there are Iberian brands **La Paz** and **Portuguese Flannel**; American-made jeans brands **Raleigh Denim** and **S.M.N. Denim**; basic knit line **Good Life**, hailing from New York City; **PAC Clothing**; and better-known brands **Billy Reid**, the U.S.-made brand based in New York and Alabama; and **Rodd & Gunn**, which is headquartered in New Zealand.

DLM took its bow in a refurbished building that features



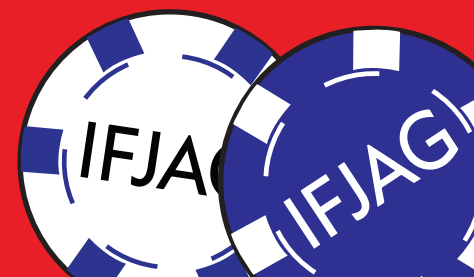
International Fashion Jewelry & Accessory Show February 21-24, 2017

New Exhibitor Inquiries

info@ifjag.com or IFJAG.com

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D-Koncept

exposed brick and paneling made from recycled wood for a rustic feel. Dressing-room curtains are made from gold-colored blankets first used by NASA. The rectangular room features 1,700 square feet of selling space and is bounded by glass walls. Moore designed the look of the place with Patrick Craine, an architect who has lectured at **Columbia University**.

Retail price points start at \$25. The average ticket is \$100 to \$125. Moore makes it a point to stock sizes for the smaller to the very big guy. Most of all, she wants men to feel more comfortable at her place than at any other shop.

The goal led her to ask a question that should be on most salespeople's minds, Moore said. "Is it uncomfortable? Can he not wait to take it off? Or is that you not only want to wear it you want to sleep in it?"

MIAMI

Osteria del Teatro

1200 Collins Ave.

(305) 538-7850

www.osteriadelteatro.miami.com

Osteria del Teatro has been around for nearly 30 years, but a recent move to the Art Deco **Marlin Hotel** has put it back on the radar.

This northern Italian-style restaurant started by Dino Pi-



Osteria del Teatro

rola, originally from Bergamo, Italy, has always been a favorite among locals. In its new location, the stellar cuisine gets a new feeling with a sparkling ambience and outdoor seating. The Marlin Hotel, built in 1939 but recently renovated, is only a few blocks from the beach and ensconced in the Art Deco District.

The eatery is one of the oldest Italian fine-dining places in Miami Beach with a number of repeat customers. The prices are reasonable and the maitre d', Gilbert Gonzalez, who is a partner in the venture, gets rave reviews for his style and friendliness while the chef, Martin Perez, also a partner, dishes up some excellent Italian recipes. Everything, from the pasta to the bread, is homemade.

Some of the pasta specialties include a handmade candy-shaped ravioli with roasted veal stuffing, Parmesan cheese and crispy pancetta in a butter sage sauce, linguine sautéed with chunks of shrimp and roasted red peppers, capers, tomatoes, olives and anchovies or homemade black squid-ink linguine with seafood in a saffron cream sauce.

Every Italian restaurant has to have its veal scaloppini, and Osteria del Teatro has several varieties, including one made with marinara sauce, mozzarella and Parmesan cheese.

Seafood specialties include salmon with arugula, cream and white wine and a locally caught red snapper that is sautéed in white wine, lemon and capers.

Another plus is that all the restaurant's desserts are homemade.

D-Koncept

2085 NW Second Ave.

(786) 534-8480

www.d-koncept.com

When Parisian-born Deborah Kerchache moved to Miami, she thought that her new home was ready for not only a new way to dress but a new way of seeing.

She opened a more-than-2,000-square-foot boutique, **D-Koncept**, in Miami's Wynwood Arts District, the address for art galleries, bars and independent boutiques in the South Florida metropolis. Her shop could be mistaken as a gallery. On

the walls of D-Koncept, prominent San Francisco muralist Ian Ross produced big murals of his abstract art. Ross, whose résumé includes murals at **The Cosmopolitan** Las Vegas resort and **Facebook** headquarters in Northern California, is scheduled for a re-engagement at D-Koncept. Kerchache said that he will paint new murals on the store when **Art Basel** international art fair decamps to Miami in December.

Inside the store, Kerchache curates a gallery of French and Florida artists. Consider D-Koncept's store a gallery. Like the art gallery, the interior look of the store changes every few months. Kerchache's specialty is bringing new French brands to South Florida such as **Wanda Nylon**, **Dukas** and **Les Maraisian**. She also stocks better-known French brands such as **The Kooples**, **Paul & Joe** and **Eleven Paris** as well as looks from one of the premier Euro fashion houses, **Prada**.

A reason for her move to Miami is that she loved South Florida's tropical weather. She also thought there was room for new looks, unlike the crowded fashion scenes of places such as New York City. "I can bring a little taste of France," she said.

Retail price points range from \$12 for small gifts such as key chains to \$2,500 for customized leather jackets from brands such as **American Retro**. ●

With additional reporting by Alison A. Nieder

la.textile

los angeles int'l textile show

THE WEST COAST'S PREMIER TRADE EVENT FOR TEXTILE, DESIGN & PRODUCTION RESOURCES

2017 DATES // FEB 27- MAR 01 // SEP 25-27



ALSO FEATURING:

sourcing

at los angeles int'l textile show

Our new SOURCING Pavilion features all exhibitors catering to design and product development needs. The SOURCING Pavilion's goal is to provide attendees with a one-stop trade event providing designers & manufacturers with the comprehensive range of services needed to manage the supply chain from concept & design to finished product.

TECH BY DESIGN

Debuting at the upcoming February 27 - March 01 edition of LA TEXTILE, TECH-BY-DESIGN is a new show Pavilion that will spotlight technology resources for the apparel and textile industry. TECH-BY-DESIGN exhibitors will encompass the range of software and technological solutions available for the entire fashion and textile supply-chain, from concept & design to production to consumer.

CMC // SHOWROOMS + EVENTS + CREATIVE SPACE. 9TH & MAIN. DTLA. | LATEXILETRADESHOW.COM

International Trade Show Calendar

November 11

Destination Africa

Cairo

Through November 12

NBM Show

Denver

Through November 12

International Jewelry and Merchandise Show

New Orleans

Through November 14

November 12

Norton's Apparel, Jewelry & Gift Market

Gatlinburg, Tenn.

Through November 14

November 13

Ocean City Resort Gift Expo

Ocean City, Md.

Through November 15

November 14

CALA

Denver

Through November 15

November 18

Modaprima

Florence

Through November 20

San Francisco Cash & Carry Show

San Mateo, Calif.

Through November 20

China International Gold, Jewellery & Gem Fair

Shanghai

Through November 21

San Francisco Christmas Cash & Carry Show

San Francisco

Through November 21

November 20

DG Expo Fabric & Trim Show

San Francisco

Through November 21

November 23

Tissu Premier

Lille, France

Through November 24

Dye + Chem Indonesia

Jakarta, Indonesia

Through November 25

International Yarn & Fabric Show

Jakarta, Indonesia

Through November 25



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 & Life-style Tradeshow, Select Contemporary Tradeshow, Transit LA Shoe Show, and the LA Kids Market. LA Fashion Market at the CMC now offers visiting retailers and brands more opportunities and resources than ever before to exhibit in and shop from. www.cmcctl.com

Textech International Expo

Jakarta, Indonesia

Through November 25

November 24

Hong Kong International Jewelry Manufacturers' Show

Hong Kong

Through November 27

November 29

JFW Japan Creation

Tokyo

Through November 30

Premium Textile Japan

Tokyo

Through November 30

November 30

New York Shoe Expo

New York

Through December 2

December 1

Chicago Apparel and Accessories Market

Chicago

Through December 4

Jewelry, Fashion & Accessories Show

Rosemont, Ill.

Through December 4

December 3

GTS Jewelry & Accessories Expo

Greensboro, N.C.

Through December 5

December 4

Grand Strand Gift & Resort Merchandise Show

Myrtle Beach, S.C.

Through December 7

ITMA Showtime

High Point, N.C.

Through December 7

December 6

WWSRA

Denver

Through December 8

December 7

Connections

Amsterdam

Atlanta Fashion Shoe Market

Atlanta

Through December 8

BPD Expo

New York, NY

Through December 8

WWSRA

Sacramento, Calif.

Through December 8

December 9

Baton Rouge Jewelry and Merchandise Show

Baton Rouge, La.

Through December 11



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Through January 6

January 6

Toronto Imprint Canada Show

Toronto

Through January 7

Exponoivos

Lisbon

Through January 8

Philadelphia Gift Show

Philadelphia

Through January 9

Seattle Gift Show

Seattle

Through January 9

January 7

Trendz

Palm Beach, Fla.

Through January 9

January 8

The Deerfield Show

Deerfield, Ill.

Through January 9

Accessory Circuit

New York

Through January 10

Accessories The Show

New York

Through January 10

Arizona Apparel, Accessories, Shoes & Gift Show

Phoenix

Through January 10

Children's Club

New York

Through January 10

Fame

New York

Through January 10

Intermezzo

New York

Through January 10

Moda

New York

Through January 10

January 9

Hong Kong International Licensing Show

Hong Kong

Through January 11

January 10

O.C. Mix

Irvine, Calif.

Through Jan. 11

Printsource New York

New York

Through January 11



The easy-to-shop **Fashion Market Northern California** is the largest open-booth show on the West Coast, with over 2,000 clothing and accessories lines. Our exhibitors are from every category: European to contemporary to updated to juniors lines, plus a wide range of classic to trend accessories. Every market offers complimentary continental breakfast, lunch coupons for buyers, and coffee and cookies in the afternoon—another plus! The buzz is that this is the show to attend! We are offering free parking to all buyers on Monday and Tuesday until 10 a.m. Buyers can turn in their receipts at the registration desk for reimbursement. Our popular "Late Night at FMNC" will continue—extended hours on Monday—to allow buyers to miss the evening traffic commute and enjoy complimentary wine or beer from 4 to 7 p.m. We have informational seminars that will continue into 2017. Look for details on our website and Facebook pages. We invite any new buyer to come check us out—with a complimentary one-night stay at the Marriott during the show. Contact us for details. www.fashionmarketnorcal.com

Outdoor Retailer

Salt Lake City

Through January 12

Heimtextil

Frankfurt, Germany

Through January 13

Pitti Immagine Uomo

Florence, Italy

Through January 13

Atlanta International Gift & Home Furnishings Market

Atlanta

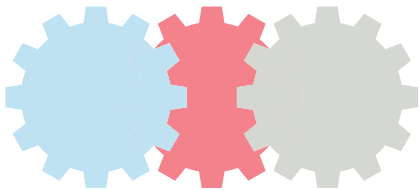
Through January 17

January 11

London Textile Fair

London

Through January 12



RETAILER Skills Course

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Presented By



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OUTDOOR
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OUTDOOR
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January 10-12, 2017

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Hiring the Right Employees

Tuesday, January 10

11 a.m. - 1 p.m.

Lunch Provided

Developing Leaders

Wednesday, January 11

11 a.m. - 1 p.m.

Lunch Provided

Measuring Employee Success

Thursday, January 12

11 a.m. - 1 p.m.

Lunch Provided

JOIN US

Register Today outdoorretailer.com/RSC

January 13
Active Collective
Huntington Beach, Calif.
Through January 14
Swim Collective
Huntington Beach, Calif.
Through January 14
International Western/English Apparel & Equipment Market
Denver
Through January 17

January 14
Exponoivos
Porto, Portugal
Through January 15
White
Milan, Italy
Through January 16

January 15
Travelers Show
Philadelphia
Through January 16
Retail's BIG Show, NRF's Annual Convention
New York
Through January 17
Couromoda
São Paulo, Brazil
Through January 18
New England Apparel Club
Marlboro, Mass.
Through January 18

January 16
Designers and Agents
New York
Through January 18



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

SUN STATE TRADE SHOWS

Sun State Trade Shows, LLC, is a company that organizes and promotes wholesale booth-inspired trade shows in Arizona (Mesa and Phoenix) as well as San Diego. We feature clothing lines for misses, juniors, and contemporary sizes—petite to plus. We also feature accessories, shoes, hats, and gifts from the moderate-to-better price range. Upcoming 2017 show dates for the Arizona Apparel, Accessories, Shoes & Gift Show are Jan. 8–10 (Phoenix), March/April (TBA in Phoenix), June 11–12 (Mesa), and Sept. 24–26 (Phoenix). We will be announcing dates for the San Diego Apparel, Accessories, Shoes & Gift Show at the Town & Country Resort & Convention Center. For more information, visit www.arizonaapparelshow.com or www.sandiegoapparelshow.com or emailinfo@arizonaapparelshow.com or chinds@sandiegoapparelshow.com.

Select, Emerge, ALT, Transit, Contemporary Curves, Transit + Kids
Los Angeles
Through January 18
Hong Kong Fashion Week
Hong Kong
Through January 19
LA Fashion Market
Los Angeles
Through January 19
LA Kids Market
Los Angeles
Through January 19

January 17
Première Vision
New York
Through January 18
WWSRA
Costa Mesa, Calif.
Through January 18
Panorama
Berlin
Through January 19
Premium
Berlin
Through January 19
Seek
Berlin

Through January 19
Intermoda
Guadalajara, Mexico
Through January 20

January 18
Northstar Fashion Exhibitors
St. Paul, Minn.
Through January 19
WWSRA
Salt Lake City
Through January 19
India International Garment Fair
New Delhi, India
Through January 20
Dallas Total Gift & Home
Dallas
Through January 24
Men's Fashion
Paris
Through January 24

January 19
DG Expo Fabric & Trim Show
New York
Through January 20
The ASI Show
Orlando
Through January 20
Pitti Immagine Bimbo
Florence, Italy
Through January 21

January 20
Capsule
Paris
Through Jan. 22
Hawaii Market Merchandise Expo
Honolulu
Through January 22
Imprinted Sportswear Show
Long Beach, Calif.
Through January 22
Northwest Shoe Travelers Market
Shakopee, Minn.
Through January 22
Tranoi
Paris
Through January 22

January 21
Designer Forum
New York
Through January 23
Innatex
Frankfurt, Germany
Through January 23
Interfilière
Paris
Through January 23

January 22
Modefabriek
Amsterdam

Through January 23
Travelers Show
Baltimore
Through January 23
NW Trend Show
Seattle
Through January 24
Stylemax
Chicago
Through January 24
Haute Couture
Paris
Through January 26

January 23
International Apparel Sourcing Show
New York
Through January 25
Liberty Fairs
New York
Through January 25
MRket/VG
New York
Through January 25
Project (The Tents, Project, Project Sole)
New York
Through January 25
Texworld USA
New York
Through January 25
January 24
Capsule
New York



Register now for North America's largest apparel fabrics show! **TexworldUSA** is a key resource for fabric buyers, R&D, product development, designers, merchandisers, and sourcing executives. This is a must-attend event for professionals in every facet of the industry—ready to be inspired by fabrics, influenced by the latest trends, and introduced to a host of reliable, cutting-edge apparel textile companies. Join us for three days of sourcing, seminars, and networking Jan. 23–25, 2017, Javits Center, New York. www.texworldusa.com



Surf Expo is largest and longest-running boardsports and beach/resort lifestyle trade show in the world. Produced annually in January and September, the show draws buyers from specialty stores, major chains, resorts, cruise lines, and beach rental companies across the U.S., the Caribbean, Central and South America, and around the world. The show is consistently awarded by the trade-show industry, most recently recognized as Top 100 and Fastest 50 For Growth by Trade Show Executive, and Top 25 Fastest Growing Tradeshow list for growth in attendance, by TSNN. The next Surf Expo is January 26–28, 2017, in Orlando, Florida. Surf Expo is a trade-only event. Surf Expo is owned and operated by Emerald Expositions, a leading operator of large business-to-business trade shows in the United States, producing more than 80 trade shows and over 100 face-to-face events in total, including conferences, summits and other events. More information about Surf Expo can be found at www.surfexpo.com

Through Jan. 26
Agenda
New York
Through January 25
New England Apparel Club
Hyannis, Mass.
Through January 25
ColombiaTex
Medellín, Colombia
Through January 26
MosShoes
Moscow
Through January 27
January 25
FIG
Dallas
Through January 27
PGA Merchandise Expo
Orlando, Fla.
Through January 27
Pitti Immagine Filati
Florence, Italy
Through January 27

Dallas Apparel & Accessories Market
Dallas
Through January 28
January 26
Active Collective
New York
Through January 27
Surf Expo
Orlando, Fla.
Through January 28
SIA Snow Show
Denver
Through January 29
January 27
New Orleans Gift and Jewelry Show
New Orleans
Through January 28
January 28
Dallas Men's Show
Dallas
Through January 30



CURVE is the only show in North America solely dedicated to intimate apparel, swimwear, and men's underwear. The CURVE shows will be presenting the collections of over 350 brands at CURVELASVEGAS Feb. 21–23, 2017, at the Mandalay Bay Convention Center, and CURVENEWYORK Feb. 27–March 1, 2017, at the Javits Center North. The CURVE shows are produced by Eurovet Americas, a Eurovet company. Interfilière is the leading trade show for intimates beachwear and swimwear fabrics. The show takes place Jan. 21–23 and July 8–10 in Paris, March 07–08 in Hong Kong, September in New York, and October in Shanghai. Eurovet is the undisputed world leader for lingerie and swimwear, with international events in Paris, New York, Shanghai, Hong Kong, Las Vegas, Cannes, and Moscow. It is also the French reference for sports textiles and equipment trade shows.

➔ Trade Shows page 22



Atlanta Apparel

Mark Your Calendar for 2017

February Atlanta Apparel
SHOWROOMS: February 1–5, 2017
TEMPORARIES: February 1–4, 2017

VOW | New World of Bridal
April 4–6, 2017

April Atlanta Apparel
SHOWROOMS: April 5–9, 2017
TEMPORARIES: April 5–8, 2017

June Atlanta Apparel
SHOWROOMS & TEMPORARIES:
June 7–10, 2017

NEW DATE PATTERN
Showrooms and temporaries will open on Wednesday. Showrooms will close on Sunday at 3 p.m. Temporaries will close on Saturday at 3 p.m.

REGISTER TODAY:
www.AmericasMart.com/Registration

FEATURED LINES: Charlene K., Endless Rose, From St. Xavier, Miss Me, Molly Jane Designs

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



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or visit us at goodmanfactors.com. Simple, right?

TRADE SHOWS

Continued from page 21

Playtime

Paris
Through January 30

Windy City Gift Show

Rosemont, Ill.
Through January 31

January 29

Bubble London

London
Through January 30

Travelers Show

Pittsburgh
Through January 30

Fashion Market Northern California

San Mateo, Calif.
Through January 31

Toronto Gift Fair

Toronto
Through February 2

January 31

New England Apparel Club

Portland, Maine
Through February 1

Munich Fabric Start

Munich, Germany
Through February 2

New York Shoe Expo

New York
Through February 2

Trendz West

Palmetto, Fla.
Through February 2

January TBA

Brand Assembly (TBA)

Los Angeles
Through February 1

Coeur (TBA)

Los Angeles
Through February 1

Connections (TBA)

Los Angeles
Through February 1

Kingpins (TBA)

Los Angeles
Through February 1

Première Classe (TBA)

Paris
Through February 1

February 1

CALA

San Francisco
Through February 2

Lineapelle New York

New York
Through February 2

Copenhagen International Fashion Fair

Copenhagen
Through February 3

India International Leather Fair

Chennai, India
Through February 3

Milano Unica

Milan, Italy
Through February 3

Shirt Avenue

Milan, Italy
Through February 3

The ASI Show

Dallas
Through February 3

Atlanta Apparel

Atlanta
Through February 5

Bisutex

Madrid
Through February 5

Intergift

Madrid
Through February 5

Madridjoia

Madrid
Through February 5

February 2

Billings Market Association

Billings, Montana
Through February 5

February 3

Momad Metropolis

Madrid
Through February 5

February 5

Chicago Collective

Chicago
Through February 7

ispo

Munich, Germany
Through February 8



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

NY Now

New York
Through February 8

Spring Fair

Birmingham, U.K.
Through February 9

February 6

Apparel Sourcing Paris

Paris
Through February 9

Texworld

Paris
Through February 9

February 7

Global Shoes (GDS)

PREMIÈREVISION

The next edition of **Première Vision Paris**, the global event for fashion professionals that includes six complementary trade shows, will be held Feb. 7–9 at Parc des Expositions de Paris-Nord Villepinte. Three days to discover the Spring/Summer 2018 collections, seasonal trends, and main directions of some 1,800 international selected fashion companies: from yarn and fiber producers (*Première Vision Yarns*) to weavers (*Première Vision Fabrics*), tanneries and fur providers (*Première Vision Leather*); from surface design studios (*Première Vision Designs*) to accessory makers (*Première Vision Accessories*) and Euro Mediterranean manufacturers (*Première Vision Manufacturing*). It's a leading hub for business and inspiration. Other *Première Vision* shows will take place Jan. 17–18, April 18–19 (for textile designs only) and July 18–19 in New York as well as March 22–24 in Istanbul, March 29–30 in Paris for the Made in France *Première Vision* show, April 26–27 in Paris for Denim *Première Vision*, July 2017 (dates to be announced soon) for the pre-collection show *Blossom Première Vision* in Paris, and Sept. 19–21 for *Première Vision Paris*. www.premierevision.com
www.premierevision-newyork.com

Dusseldorf, Germany
Through February 9

Première Vision

Paris
Through February 9

Première Vision

São Paulo
Through February 9

February 8

IFLS+EICI

Bogotá
Through February 10

NW Materials Show

Portland, Ore.
Through February 10

Premium Incentive Show

Tokyo
Through February 10

Tokyo International Gift Show

Tokyo
Through February 10

February 10

Memphis Gift and Jewelry Show

Memphis
Through February 12

Ambiente

Frankfurt
Through February 14

February 11

Atlanta Fashion Shoe Market

Atlanta
Through February 13

Westcoast Trend Show

Los Angeles
Through February 13

IFJAG

Our passion shows.

IFJAG trade shows feature fashion jewelry and accessories from around the world. Our exhibitors bring the finest brands and private-label products, and our unique venue of private showrooms offers buyers a private, professional environment. The upcoming Las Vegas show runs February 21–24, 2017, so you'll have plenty of time to stop by while you're in the area. Come visit us at the Embassy Suites by Hilton. You can pre-register at our website. We welcome new exhibitors who would like to participate in our show for the first time! We offer buyers complimentary lunch as well as transportation from any Las Vegas location. www.ifjag.com

February 12

Londonedge

London
Through February 13

TRU Show

San Francisco
Through February 13

Bodyfashion

Mijdrecht, Netherlands
Through February 14

Playtime

New York
Through February 14

Pure London

London
Through February 14

Micam

Milan, Italy
Through February 15

Mipel

Milan, Italy
Through February 15

February 15

NE Materials Show

Danvers, Mass.
Through February 16

rooms34

Tokyo
Through February 16

International Yarn & Fabric Show

Dhaka, Bangladesh
Through February 18

ispo

Beijing
Through February 18

Market (LA Mart)

Los Angeles
Through February 20

February 16

Hong Kong International Fur & Fashion Fair

Hong Kong
Through February 18

Tranoi

New York
Through February 18

Jewelry, Fashion & Accessories Show

Rosemont, Ill.
Through February 19

February 17

LAMKT

Los Angeles
Through February 19

London Fashion Week

London
Through February 21

Mercedes-Benz Fashion Week

Madrid
Through March 21

February 18

STYL/KABO

Brno, Czech Republic
Through February 20

Wäsche Und Mehr

Köln, Germany
Through February 20

AGHA Sydney Gift Fair

Sydney
Through February 21

Asia's Premier Fashion Week

Come and visit the **Hong Kong Trade Development Council's** Hong Kong Pavilion at Sourcing at MAGIC in Las Vegas. Unique value through quality, creativity, reliability, and sophistication. A statutory body established in 1966, the Hong Kong Trade Development Council (HKTDC) is the international marketing arm for Hong Kong-based traders, manufacturers, and service providers. Our mission is to create opportunities for Hong Kong companies. With our network of more than 40 offices worldwide and the city's natural business advantages, we provide a range of services to help global trade and promote Hong Kong as a platform for doing business with China and throughout Asia. <http://www.hktdc.org>, los.angeles.office@hktdc.org, or (213) 622-3194

TRADE SHOWS

February 19

Moda
Birmingham, U.K.
Through February 21

OffPrice
Las Vegas
Through February 22

February 20

Agenda
Las Vegas
Through February 22

Capsule
Las Vegas
Through February 22

KidShow
Las Vegas
Through February 22

Liberty Fairs
Las Vegas
Through February 22

Sourcing at MAGIC
Las Vegas
Through February 23

WWIN
Las Vegas
Through February 23



If your business is womenswear, **WWIN** is your show. Held semi-annually—February 20–23 and August 14–17, 2017—at the Rio Hotel & Casino, Womenswear In Nevada is THE show for contemporary, missy, petite, plus and tall resources. The show also features a tremendous selection of accessories—shoes, hats, purses, jewelry, belts, scarves and more. More than 1,500 lines of top-name brands and emerging leaders. Custom-tailored for today's independent retailer, WWIN also offers a host of buyer amenities, including complimentary breakfast, lunch, and afternoon refreshments each day, deeply discounted hotel rates, educational programs, and more. www.wwinshow.com

February 21

Accessories The Show
Las Vegas
Through February 23

Children's Club
Las Vegas
Through February 23

CURVELASVEGAS
Las Vegas
Through February 23

FN PLATFORM
Las Vegas
Through February 23

Lineapelle
Milan, Italy
Through February 23

MRket/VG
Las Vegas
Through February 23

Playtime
Tokyo
Through February 23

Pooltradeshov
Las Vegas
Through February 23

Project
Las Vegas
Through February 23

Project Womens
Las Vegas
Through February 23

Stitch
Las Vegas
Through February 23

The Collective
Las Vegas
Through February 23

The Tents
Las Vegas
Through February 23



MAGIC is the global pillar of fashion trade shows. Twice annually, 60,000-plus industry insiders meet in Las Vegas to shop 11 can't-miss markets, each tailored to a unique look or trend. Our comprehensive marketplace covers the top men's, women's, juniors' and children's apparel, footwear, accessories, and resources. With 85 years of experience and attendance from over 120 countries, MAGIC moves fashion forward globally. From the fabric to the finished product, the hottest brands to the top designers, and the tastemakers to the power buyers, if it's fashion, you'll find it at MAGIC. www.magiconline.com

WSA@MAGIC
Las Vegas
Through February 23

WWDMAGIC
Las Vegas
Through February 23

IFIAG
Las Vegas
Through February 24



Launched by Z Supply, LLC in April, 2016, the **OC.Mix Show** is a curated trade show representing the best of the Southern California fashion industry. The show's purpose is to create a space for buyers and brands to come together and work in an easy, relaxed environment. The intimate show gives buyers the opportunity to preview a specially selected mix of quality contemporary apparel and accessory brands in a location that makes doing business seamless. For more information, please visit our website at OCMIXSHOW.COM or contact [Hello@ocmixshow.com](mailto>Hello@ocmixshow.com).

February 22

Rocky Mountain Gift Show
Denver
Through February 27

February 24

Capsule
New York
Through February 26

Denver Apparel & Accessories Market
Denver
Through February 27

February 25

Designers at the JW Marriott Essex House
New York
Through February 27

Mido
Milan, Italy
Through February 27

White
Milan, Italy
Through February 27

February 26

ABC Salon
Munich, Germany
Through February 27

Michigan Shoe Market
Livonia, Mich.
Through February 27

Atelier Designers



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 upcoming shows are in San Francisco (Nov. 20–21) and New York (Jan. 18–19, 2017). Visit our website for details and to register. www.dgexpo.net

New York
Through February 28

Designers and Agents
New York
Through February 28

Toronto Shoe Show
Toronto
Through February 28

Alberta Gift Fair
Alberta, Canada
Through March 1

New England Apparel Club
Marlboro, Mass.
Through March 1

February 27

WWSRA
Denver
Through February 28

Accessories The Show
New York
Through March 1

Coterie/Sole Commerce/TMRW
New York
Through March 1

CURVENEWYORK
New York
Through March 1

Edit
New York
Through March 1

Factory Direct
Los Angeles
Through March 1

Fame
New York
Through March 1

Great Ideas Summit
San Juan, Puerto Rico
Through March 1

LA Textile
Los Angeles
Through March 1

Moda
New York
Through March 1

Poznan Fashion Fair, BTS, Fast Fashion, Next Season
Poznan, Poland

Through March 1
Sourcing at LA Textile
Los Angeles
Through March 1

Stitch
New York
Through March 1

February 28

Spinexpo
Shanghai
Through March 2

WWSRA
Reno, Nev.
Through March 2

Ready to Wear
Paris
Through March 8

February TBA

Axis at Capsule (TBA)
New York

Connections (TBA)
TBA

Factory Direct Trade Show (TBA)
Los Angeles

ISAM (TBA)
Las Vegas

Macorruea (TBA)
Bogotá

Michigan Women's Wear Market (TBA)
Livonia, Mich.

PGA Expo (TBA)
Las Vegas

Premium Order (TBA)
Munich, Germany

March 1

Asia's Fashion, Jewellery and Accessories Fair
Hong Kong
Through March 4

March 2



Established in 1994, **Hana Financial** is a specialized nonbank financial institution that offers factoring, asset-based lending, SBA lending, home mortgage banking, investment banking, wealth management, and insurance services. Hana Financial evolved from a local startup serving a niche market of Southern California to a top 10 factor in the U.S. and a member of Factors Chain International, with offices in Los Angeles and New York. kevin.yoon@hanafinancial.com

Capsule

Paris
Through March 5

Première Classe
Paris
Through March 5

Hong Kong International Jewellery Show
Hong Kong
Through March 6

March 3

Northwest Shoe Travelers Market
Shakopee, Minn.
Through March 5

Tranoi
Paris
Through March 6



Gerber Technology provides a complete suite of integrated technology solutions including pattern design and product lifecycle management software, as well as sophisticated automation manufacturing systems for some of the biggest names in the global apparel and sewn goods industries. Over 100 Fortune 500 companies in over 130 countries depend upon Gerber to help create and develop their products, communicate and collaborate with their global partners, and manage their data more efficiently throughout the entire process. From the industry-leading AccuMark® pattern design, grading and marker-making software to textiles spreading systems, single- and multi-ply GERBERcutters®, and the YuniquePLM™ product lifecycle management software, the Gerber product portfolio will help its customers decrease time-to-market. Gerber's knowledge and experience in the apparel industry and its worldwide service organization allow it to offer some of the world's leading brands fully integrated solutions. www.gerbertechnology.com

➡ Trade Shows page 24





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SUN STATE

TRADE SHOWS

ARIZONA APPAREL SHOW

NEXT SHOW:

January 8-10, 2017

El Zaribah Shrine Auditorium

Phoenix, AZ

Future Show :

April 2017 TBA

Location : Be Announced

Phoenix, AZ

SAN DIEGO APPAREL SHOW

NEXT SHOW:

To Be Announced

Town & Country Resort Hotel

San Diego, CA

www.arizonaapparelshow.com

info@arizonaapparelshow.com

www.sandiegoapparelshow.com

chinds@sandiegoapparelshow.com

Apparel

Accessories

Shoes

Gifts

TRADE SHOWS

Continued from page 23

March 4

I.L.M. International Leather Goods Fair
Offenbach, Germany
Through March 6

March 5

Travelers Show
Philadelphia
Through March 6

Boston Collective
Boxborough, Mass.
Through March 7

SMOTA
Miami
Through March 7

Profile Show
Toronto
Through March 8

Trends The Apparel Show
Edmonton, Canada
Through March 8

March 7

Interfilière
Hong Kong
Through March 8

March 8

Atlanta Spring Gift, Home Furnishings & Holiday Market
Atlanta
Through March 10

Preview in Daegu
Daegu, South Korea
Through March 10

Style Lab
Montreal
Through March 10

March 9

Colombo International Yarn & Fabric Show
Colombo, Sri Lanka
Through March 11

Dye + Chem Sri Lanka
Colombo, Sri Lanka
Through March 11

Textech International Expo
Colombo, Sri Lanka
Through March 11

March 10

Momad Shoes
Madrid
Through March 12

March 11

Taste
Florence, Italy
Through March 13

March 12

JA New York
New York
Through March 14

MJSA Expo
New York
Through March 14

March 13

Capsule
Los Angeles
Through March 14

Source British
Los Angeles
Through March 14

Designers and Agents
Los Angeles
Through March 15

Select, Emerge, ALT, Transit, Contemporary Curves, Transit + Kids
Los Angeles
Through March 15

LA Fashion Market
Los Angeles
Through March 16

LA Kids Market
Los Angeles
Through March 16

March 14

Kansas City Apparel & Accessory Market
North Kansas City, Mo.
Through March 15

New England Apparel Club
Portland, Maine

Through March 15

Fimec
Novo Hamburgo, Brazil
Through March 16

MosShoes
Moscow
Through March 17

SAPICA
León, Mexico
Through March 17

Lexus Charleston Fashion Week
Charleston, S.C.
Through March 18

March 15

Connections
Paris
Through March 16

Osaka International Gift Show
Osaka, Japan
Through March 16

Travelers Show
Ocean City, Md.
Through March 16

The Metropolitan New York Shoe, Footwear & Accessories Market
Edison, N.J.
Through March 17

Yarn Expo
Shanghai
Through March 17

March 16

The NBM Show
Fort Lauderdale, Fla.
Through March 18

March 17

Chic
Beijing
Through March 19

GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through March 19

March 18

Fashion Week El Paseo
Palm Desert, Calif.
Through March 25

Goodman Factors

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

March 19

Syracuse Super Show
Syracuse, N.Y.
Through March 20

Interstoff Asia
Hong Kong
Through March 21

National Bridal Market
Chicago
Through March 21

Northstar Fashion Exhibitors
St. Paul, Minn.
Through March 21

ASDMARKETWeek
Las Vegas
Through March 22

Boulevard Prêt-A-Sale
New York
Through March 23

Dallas Apparel & Accessories Market + Total Home & Gift Market
Dallas
Through March 25

March 21

JiTAC European Textile Fair
Tokyo
Through March 23

March 22

FIG
Dallas
Through March 24

Première Vision Istanbul
Istanbul
Through March 24

March 23

Coast
Nashville, Tenn.
Through March 24

Imprinted Sportswear Show
Atlantic City, N.J.
Through March 25

Baselworld
Basel, Switzerland
Through March 30



Finance One, Inc. is a commercial finance company specializing in creating unique financial solutions for small- to mid-size businesses. We offer full-service factoring and receivable management services at the most competitive rates, all while maintaining premium quality. By offering a wide array of services, our experienced staff assures our clients' assets are secure. We are undaunted by any challenge, and with an 18-year track record of success, there's no doubt as to why our motto is "Win/Win Factoring." tae.chung@finone.com

March 25

GTS Florida Expo
Orlando, Fla.
Through March 27

Trendz
Palm Beach, Fla.
Through March 27

The One
Dallas
Through March 28

March 26

Travelers Show
Pittsburgh
Through March 27

NW Trend Show
Seattle
Through March 28

Quebec Gift Fair
Montreal
Through March 29

March 28

CALA
San Francisco
Through March 29

GlobalShop
Las Vegas
Through March 30

March 29

Made in France Première Vision
Paris
Through March 30

APLF
Hong Kong
Through March 31

Expo Producción
Mexico City
Through March 31

Fashion Access
Hong Kong
Through March 31

March 30

Coast
Miami
Through March 31

March TBA

Arizona Apparel, Accessories, Shoes & Gift Show (TBA)
Art Hearts Fashion (TBA)
Los Angeles

Brand Assembly (TBA)
Los Angeles

Children's Club (TBA)
New York

Coeur (TBA)
Los Angeles

DG Expo Fabric & Trim Show (TBA)
Europe Jewelry & Gem Fair (TBA)
Messe Freiburg, Germany

India International Leather Fair (TBA)
Kolkata, India

Indianapolis Children's Show (TBA)
Indianapolis

Indiana Women's Apparel Club (TBA)
Plainfield, Ind.

Kingpins (TBA)
Lakme Fashion Week (TBA)
Mumbai, India

LA Men's Market (TBA)
Los Angeles

Mercedes-Benz Fashion Week Istanbul (TBA)
Istanbul



Milberg Factors offers a competitive menu of factoring, financing, and receivables-management products for entrepreneurial and middle-market companies with more personalized attention than larger institutional firms. A partner of our firm manages every client relationship. Our 80-year track record in the factoring industry assures our clients that they will enjoy a stable relationship supported by a mature and experienced staff. www.milbergfactors.com

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TRADE SHOWS

Continued from page 24

Mifur (TBA)
Milan
Norton's Apparel, Jewelry & Gift Market (TBA)
Gatlinburg, Tenn.
Offprice (TBA)
London
Première Vision Shanghai (TBA)
Shanghai
Prime Source Forum (TBA)
Hong Kong
San Diego Apparel Accessories, Shoe & Gift Show (TBA)
San Diego
Style Fashion Week (TBA)
Los Angeles
Texworld Istanbul (TBA)
Istanbul

April 1
Stylemax
Chicago
Through April 4
April 2
Market (LA Mart)
Los Angeles
Through April 4
New England Apparel Club
Marlboro, Mass.
Through April 5

April 3
CALA
Denver
Through April 4
LA Majors Market
Los Angeles
Through April 5
Las Vegas International Lingerie Show
Las Vegas
Through April 5
Surplus at Majors
Los Angeles
Through April 5

April 4
VOW
Atlanta
Through April 6

April 5
Atlanta Apparel
Atlanta
Through April 9

April 6
Dye + Chem Myanmar
Yangon, Myanmar
Through April 8
International Yarn & Fabric Show
Yangon, Myanmar
Through April 8

April 7
Denver Apparel & Accessories Market
Denver
Through April 10

April 12
Luxe Pack
Shanghai
Through April 13

April 18
New England Apparel Club
Hyannis, Mass.
Through April 19
Première Vision Designs
New York
Through April 19

April 19
China International Gold, Jewellery & Gem Fair
Shenzhen, China
Through April 22

April 20
Hong Kong International Home Textiles and Furnishings Fair
Hong Kong
Through April 23

Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through April 23

April 21
Billings Market Association
Billings, Montana
Through April 23

Hawaii Market Merchandise Expo
Honolulu

April 21
Billings Market Association
Billings, Montana
Through April 23

Hawaii Market Merchandise Expo
Honolulu

April 21
Billings Market Association
Billings, Montana
Through April 23

Hawaii Market Merchandise Expo
Honolulu

April 21
Billings Market Association
Billings, Montana
Through April 23

Hawaii Market Merchandise Expo
Honolulu

April 21
Billings Market Association
Billings, Montana
Through April 23

Hawaii Market Merchandise Expo
Honolulu

Through April 23
Manila F.A.M.E. International
Pasay City, Philippines
Through April 23

April 22
New York International Bridal Week
New York
Through April 27

April 23
The Deerfield Show
Deerfield, Ill.
Through April 24
Fashion Market Northern California
San Mateo, Calif.
Through April 25

April 25
New England Apparel Club
Portland, Maine
Through April 26

April 26
Denim Première Vision
Paris
Through April 27

April 28
Mid-South Jewelry and Accessories Fair
Memphis
Through April 30

April 30
IFJAG
New York
Through May 3

April TBA
Boston Gift Show (TBA)
Boston
China Sourcing Fair (TBA)
Hong Kong

Couture (TBA)
New York
Debut 2017 (TBA)
Santa Monica, Calif.

Gather (TBA)
San Francisco
Hong Kong Gifts & Premium Fair (TBA)
Hong Kong



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International Textiles Expo (TBA)
Las Vegas

JFW International Fashion Fair (TBA)
Tokyo

Luggage, Leathergoods, Handbags & Accessories Show (TBA)
Toronto

Memphis Gift and Jewelry Show (TBA)
Memphis

Mercedes-Benz Fashion Week Sydney (TBA)
Sydney

Michigan Women's Wear Market (TBA)
Livonia, Mich.

Moda 360 (TBA)
Los Angeles

Motexha (TBA)
Dubai

Peru Moda (TBA)
Lima, Peru

Portland Gift & Accessories Show (TBA)
Portland, Ore.

Printsource New York (TBA)
New York

Style Fashion Week (TBA)
New York

May 2
Trendz West
Palmetto, Fla.
Through May 4

May 9
Atlanta Spring Immediate Delivery Show
Atlanta
Through May 11

May 10
Luxe Pack
New York
Through May 11

May 12
Fit Expo
Poznan, Poland
Through May 14



Established in 1988, **Capital Business Credit LLC** is a commercial finance company specializing in providing creative supply-chain financing solutions. The company's service offerings include full-service factoring, immediate cash for receivables, single debtor credit coverage, letters of credit, accounts receivable management services, inventory lending, and international financing. CBC Trade Finance, a division of CBC, provides trade finance solutions for U.S.-based importers working with Asia-based suppliers (exporters). Capital Business Credit is based in New York, with offices in Hong Kong, Shanghai; Los Angeles; Charlotte, N.C.; and Fort Lauderdale, Fla. www.capitalbusinesscredit.com

May 18
Imprinted Sportswear Show
Nashville, Tenn.
Through May 20

May 19
GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through May 22

Si'Sposaitalia Collezioni
Milan, Italy
Through May 22

May 21
Surtex
New York
Through May 23

May 22
Sprees Reconn
Las Vegas
Through May 24

May 23
Apparel Sourcing Show
Guatemala City
Through May 25

May 24
Kingpins
Hong Kong
Through May 25

May TBA
Accessorie Circuit (TBA)
New York

Accessories The Show (TBA)
New York

Atelier Designers (TBA)
New York

CALA (TBA)
TBA

Chicago Apparel and Accessories Market (TBA)
Chicago

Coast (TBA)
Designers and Agents (TBA)
New York

DG Expo Fabric & Trim Show (TBA)
Fame (TBA)
New York

Intermezzo (TBA)
New York

International Jewelry and Merchandise Show (TBA)
New Orleans

Kingpins (TBA)
New York

Moda (TBA)
New York

Modama (TBA)
Guadalajara, Mexico

Modaprima (TBA)
Florence, Italy

Offprice (TBA)
New York

Premium Textile Japan (TBA)
Tokyo

Première Vision Sao Paulo (TBA)
São Paulo

The ASI Show (TBA)



Alexis Monsanto collection on the runway at the Fashion Business Inc. All Aboard Runway Show. Photo by John Eckmier

All show dates are verified prior to publication but are subject to change. Highlights are provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the International Trade Show Calendar.

MAGIC

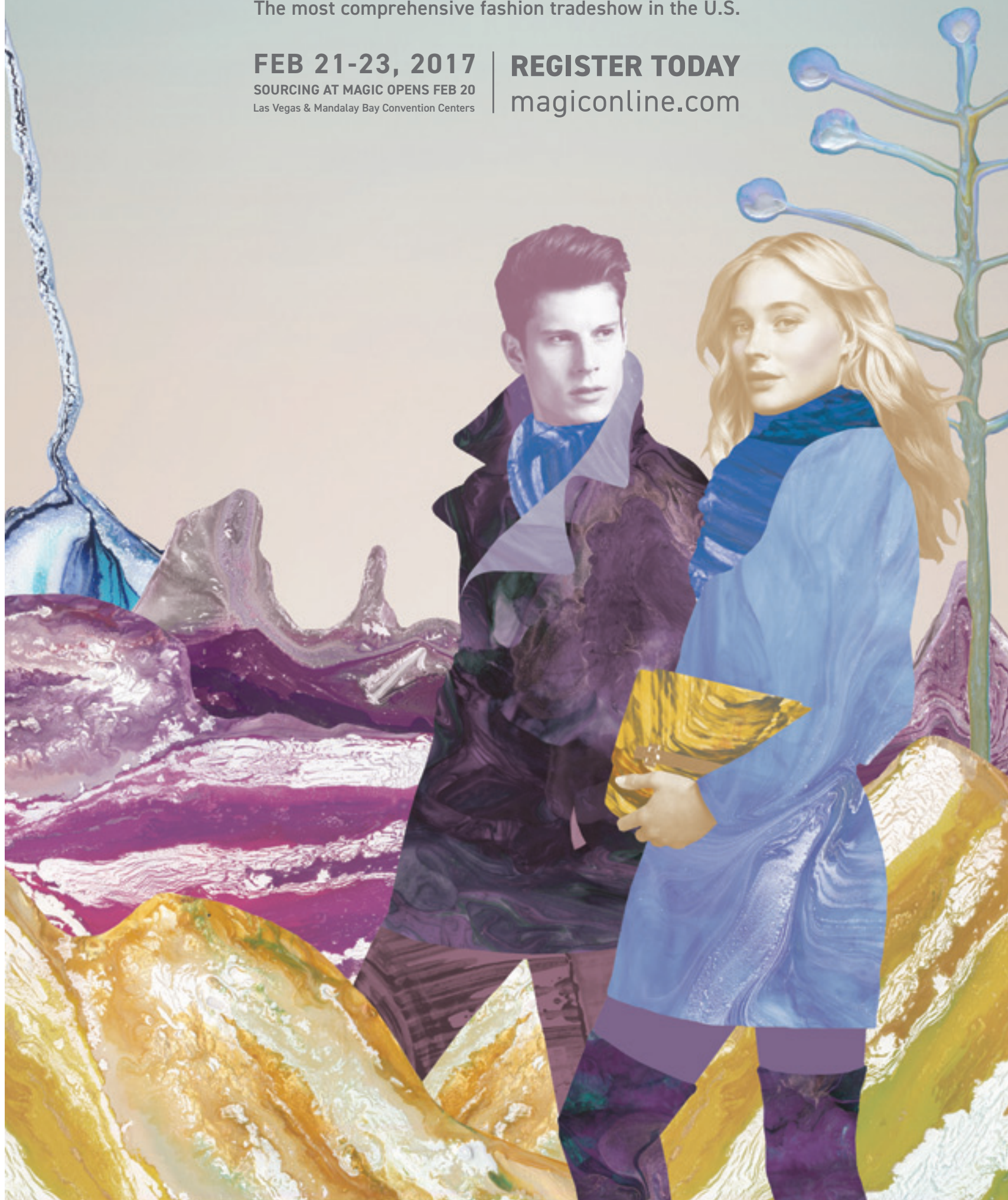
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Ragne Kikas

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Première Vision

Satu Maaranen
Kenta Matsushige
Annelie Schubert
Wataru Tominaga



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