

CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 71 YEARS

\$2.99 VOLUME 72, NUMBER 52 DECEMBER 9-15, 2016



Nasty Gal



American Apparel shipping



Hanjin terminal at the Port of Los Angeles



Bloomingdale's at Century City



Fashion Business Inc.'s Frances Harder, Rob Greenspan and Trish Concannon



California Fashion Association's Ilsa Metchek



Rosemary Brantley

THE PEOPLE, COMPANIES AND IDEAS THAT MADE NEWS IN 2016

From high-profile bankruptcies in manufacturing, shipping and e-commerce to million-dollar development projects across the Southland, 2016 was a year of stark contrasts for the apparel industry. This year saw several mergers within the trade-show sector, including the acquisition of Business Journals Inc. by UBM and Swim Collective by Emerald Expositions as well as the acquisition of several well-known contemporary

brands by an Israel-based powerhouse. The year marked the demise of the Trans-Pacific Partnership in the weeks following the presidential election and, in an end of an era, Otis College of Art and Design's Fashion Department moved out of the LA Fashion District just as its founding chair stepped down after 36 years with the university. Our look at the people, companies and ideas that made news this year begins on page 4.



Lido Marina



Stitch Las Vegas



Capsule Los Angeles



Swim Collective



7 For All Mankind, Ella Moss, Splendid



Trans-Pacific Partnership

UCLA Anderson Forecast Predicts the Fallout From 'Trumponomics'

By Deborah Belgum Senior Editor

UCLA Anderson economists got caught by surprise when Donald Trump was elected to be the 45th president of the United States.

They believed that Hillary Clinton would be in the White House when they put their forecast together in September.

For their end-of-the-year forecast, the economists at the **UCLA Anderson School of Management** went back to their crystal balls and sketched a different economic scenario for 2017 and 2018. That economic outlook, the UCLA Anderson Forecast, was released on Dec. 6, highlighting the economic differences between Trump and Clinton.

"Clinton was going to raise taxes, essentially, and spend more. Trump is going to cut taxes and spend more," said David Shulman, senior economist with the UCLA Anderson Forecast, noting the differences between the two politicians.

➔ Forecast page 3

FIBER & FABRIC

Sustainable the Second Time Around

Levi's and Target are among the early adopters of Evrnu regenerated cotton fiber, which uses 95 percent less water than virgin cotton.

By John McCurry Contributing Writer

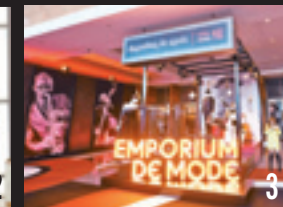
Textile and apparel industry veteran Stacy Flynn was traveling in China in 2010 when the inspiration hit to create an environmentally friendly apparel operation. Working at that time for a Seattle startup called **Rethink Fabrics**, she traveled into areas where textile and apparel operations had wreaked havoc on the environment. She was not only shocked by what she saw during that four-week trip but also felt some responsibility for contributing to the problem through her previous work in the industry.

"The air quality was so poor, the water quality was so poor, and I began adding up the millions of yards of fabric I had personally created to that point," she said. "I decided

➔ Evrnu page 2

INSIDE

Where fashion gets down to businessSM



New deadline for American Apparel workers ... p. 2

Changes in store for HKFW ... p. 3

Salute to Suppliers & Services ... p. 9

American Apparel Workers Get a Slight Reprieve

American Apparel workers might have a few more days to work at the huge factory in downtown Los Angeles and two other facilities.

In November, they were warned that their jobs might end on Jan. 7. But executives of the clothing company now say that an auction of American Apparel's assets won't be held until Jan. 9 and Jan. 12, giving the workforce a few more days of guaranteed employment.

In a letter sent to employees on Tuesday, Dec. 6, Human Resources Director Craig Simmons said that the anticipated auction and hearing for the manufacturing, wholesale and re-

tail business will take place on those two days. "We will keep operating the business as usual until then, including having employees continue to come to work every day. We do not anticipate that there will be any employment terminations taking place on Jan. 7," Simmons wrote. "After this date, we will have more clarity on the go-forward plan, depending on which buyer or buyers succeed and how they wish to move forward."

American Apparel filed for Chapter 11 bankruptcy protection in mid-November, for the second time in 13 months, and received a \$66 million bid from **Gildan Activewear** for the

company's intellectual-property rights and some wholesale inventory. It did not bid for the more than 100 U.S. American Apparel stores and did not indicate how much U.S. manufacturing of the label it would keep, if any.

With Gildan's stalking-horse bid, other companies can come in and outbid the Canadian basics manufacturer or opt to take other parts of American Apparel.

In early November, American Apparel told the state Employment Development Department that there were possible plans to lay off nearly 3,500 workers by Jan. 6.

—Deborah Belgum

FIBER & FABRIC

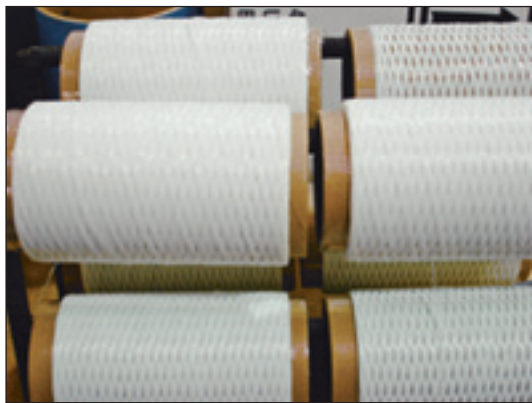
Evrnu *Continued from page 1*

I wanted to spend the rest of my career finding solutions powerful enough to correct this problem."

Fast-forward a few years, during which time she earned an MBA in sustainability, and we come to 2014, when Flynn and her business partner, Christopher Stanev, founded **Evrnu**, using technology to purify cotton-garment waste.

Flynn had learned that creating the two major fibers used in apparel, PET and cotton, both require a tremendous amount of natural resources.

Evrnu's new technology breaks old garments down to the molecular level so that the end product can be extruded into a new fiber. Put simply, Evrnu takes cotton from a solid, converts it to a liquid and then converts it back to a solid. The objective is to create new fabrics and garments with the re-



generated cotton fiber. Developing apparel out of this new fiber uses up to 95 percent less water than products made with virgin cotton.

Evrnu drew attention last spring when it announced a partnership with **Levi Strauss & Co.** to create the world's first jean using discarded cotton. The partners are now



working out the details on how they will move forward. Another partner is **Target**, which announced in a web post on Nov. 14 that it had become an early adopter of Evrnu's technology. "Through the partnership, we're funding research that will revolutionize how we can create great products with less environmental impact," said Kelly Caruso, president, Target Sourcing Services.

Flynn says it's uncertain at this point exactly when products using the fruits of Evrnu's technology will be commercially available. It depends on the brands, but Evrnu is planning on having its fiber ready for commercial testing by 2018.

Flynn says 2016 was a great year, with Evrnu hitting its annual objectives around mid-year. She believes 2017 will be more of the same.

"We really had a good year this year, and we continue to push our ability to not only bring our technology into reality but also to get the early adopters signed on to test the technology," Flynn said. "In 2017, we will be working with our partners to build products that they want to sell. The biggest

obstacle as a startup is that you don't know what you don't know. At every stage, there are a lot of details that have to be overcome. We have to do that as we scale."

Evrnu has scaled its technology seven times now. Flynn says the first prototype was literally made with a syringe and now the company is producing 10 pounds of fiber per week. A complete revamping of the formulation of Evrnu's technology is required as it scales to higher production levels.

Something that won't be a challenge is finding sufficient feedstock. Consumers dispose of 80 percent of their textiles in landfills. **Goodwill**, the **Salvation Army** and



Spirit Lace Enterprise

Your best fabric resource for Bridal Gowns and Haute Couture

Featured at the Oscar and Emmy Awards red carpet events, celebrity weddings and performances

- Lace
- Embroidery
- Appliqué and more

Innovative designs
In-house customization

Visit our showroom at:
110 E. 9th St.
#A761-A763
Los Angeles, CA 90079
(213) 689-1999
www.spiritlace.com

View our latest collection at
DG Expo NYC
Jan. 18-19, 2017
Booth #218



Evrnu founders Christopher Stanev and Stacy Flynn

The regenerated cotton fiber can be of blended with other fibers. Flynn said Evrnu has the technology for the same process with polyester but for now is only commercializing the cellulosic part. She notes that the new fiber "loves" dye and offers more available dye sites on the outside of the fabric. It accepts deep, rich dyes quickly.

Flynn started her career in the industry working at a luxury-home-furnishings company while attending the **Fashion Institute of Technology**. She later worked for **DuPont** as its fabric sourcing and testing manager for North America. She moved on to **Target** as a fabric specialist and then to **Eddie Bauer** as development manager. She then became involved with Rethink Fabrics, which makes T-shirts from recycled PET bottles.

other charities collect a massive amount of apparel that is never used. Flynn said Evrnu can work with any of them to obtain feedstock.

So what other garments could be made other than jeans? Flynn says the Evrnu technology offers a lot of design capability. She says it can simulate an array of different fibers other than cotton, including rayon and polyester.

"It's really exciting to figure out exactly what we want to build and start working through those details," Flynn said. "At this point, we are still very much in the R&D phase. We know there are home-furnishings-industry applications as well as industrial end-use applications. We are farther along with apparel, and there is a lot to vet out in other markets." ●

Forecast *Continued from page 1*

Shulman believes that Trump will implement a personal tax cut for higher-wage earners that will total \$300 billion a year, impose a \$200 billion a year corporate tax cut, push for a \$20 billion-a-year infrastructure program going into effect by the end of 2017, seek a \$20 billion-a-year cut in Medicaid and the Affordable Care Act, and make modest changes to trade policy that will lead to net reductions in food and aircraft exports.

"With \$500 billion in tax cuts arriving in the third quarter of 2017, we expect economic growth to accelerate from the recent 2 percent growth path to 3 percent for about four quarters," Shulman wrote. "Thereafter, growth will slip back to 2 percent."

GDP will eventually slow down because the economy will need a productivity miracle to continue to stimulate growth. "Whether that will come, as the Trump partisans expect, from the supposed supply-side effects of the tax cuts and the proposed regulatory reforms remains to be seen," Shulman noted.

Shulman predicted that Trump's take on the economy will lead to the federal deficit doubling to more than \$1 trillion by 2018, which in the long run will pose a problem when the government needs more funds to pay for Social Security and Medicare.

With an exploding federal deficit and a higher inflation rate, the long-quiet Federal Reserve will become more aggressive and raise the federal fund rate to more than 2 percent by the end of 2017 and to 3 percent by the end of 2018.

Trump will have a bigger influence over the Federal Reserve after he takes office because there are two vacancies to fill on the seven-member Federal Reserve board, and Janet Yellen, the Fed's chair, will see her term expire in January 2018. "Trust me, we will have a much different Fed under President Trump," Shulman noted.

With that in mind, the yield on 10-year U.S. Treasury bonds is forecast to exceed 3 percent by the end of 2017 and 4 percent by the end of 2018.

But mortgage rates are also going up, which means fewer houses will be built. Shulman predicts that instead of the previously forecast 1.4 million housing starts per year for 2017 and 2018, that should be reduced to 1.2 million to 1.25 million housing starts.

With a better economic outlook, the nation's unemployment rate is expected to dip from its current 4.6 percent to 4.5 percent by the end of 2017 and remain there through 2018.

Because of a tightening labor market, wages will grow about 4 percent or more starting from the middle of 2017.

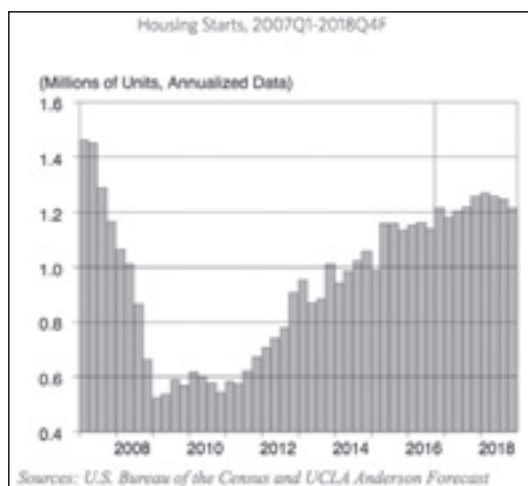
With Trump expected to increase the United States' presence in the Middle East and elsewhere, the government's defense spending should start rising after declining for six years in a row. The expected spending uptick in 2017 is 0.8 percent and 3.2 percent in 2018. That bodes well for California, which has several aerospace companies and aircraft manufacturing in Los Angeles and San Diego.

"The increase in defense spending will be disproportionately directed to California, as sophisticated airplanes, weaponry, missiles and ships require the technology that is produced here," wrote UCLA economist Jerry Nickelsburg. "Regionally, we expect

a positive impact in the Bay Area and in coastal Southern California."

The forecast for total employment growth in California is 1.8 percent in 2017 and 1.3 percent in 2018. Payrolls are expected to grow at about the same rate. Despite its 5.5 percent unemployment rate, the state is just about at full employment. "Where the state will find people to fill new jobs remains to be seen as the new administration is expected to oppose an expansion of the skilled-worker visa program," Nickelsburg wrote. He noted that rising wages for skilled workers would probably induce employees from outside the state to move to California.

Nickelsburg said employers in the Cen-



tral Valley region of California's agricultural sector should worry about Trump's threat to deport undocumented workers. "It's estimated that as many as half of California's farm workers are undocumented," he said. "If these workers are deported, California's farmers will have trouble harvesting their crops while paying much higher wages to their documented farm workers."

In a silver-lining-in-every-dark-cloud kind of philosophy, Nickelsburg noted that about 22 percent to 26 percent of undocumented workers live in California, which means with some immigrants being deported, there will be less of a housing shortage.

He noted that home building will continue in California at a rate of about 120,000 units per year. ●

Two New Sections Planned for Upcoming Hong Kong Fashion Week

The upcoming **Hong Kong Fashion Week** for Fall/Winter, to be held Jan. 16-19, 2017, at the **Hong Kong Exhibition & Convention Centre**, will be introducing two new apparel zones: fashionable sportswear and casualwear.

The introduction of these two new categories reflects the popularity of activewear and sportswear as fitness takes on a more important role in people's lives and the fact that people are following a more California lifestyle of dressing less formally.

This is the 48th edition of Hong Kong Fashion Week, which doubles as a fashion mecca for runway shows and as a place to do business with 1,500 apparel, accessories and fabric exhibitors from around the world expected to attend. The bulk of the exhibitors are Chinese.

The four-day fair is divided into 20 the-



matic zones for various clothing categories. Those include knitwear, denim, eveningwear, thermal clothing, men in style for the latest in men's fashion, fabrics and yarn, and the international fashion designers showcase.

There will also be dozens of fashion shows and parades, including the "Fashionally Collection," which showcases new local design talent.

Also on hand will be international forecasting agencies revealing the latest in fashion trends and panel discussions on updated market information.

Hong Kong Fashion Week is a biannual event held in January and July. Last January, it saw about 530 exhibitors from China and another 400 from Hong Kong while India had a pavilion with 52 exhibitors. New to the show were companies from Myanmar, Vietnam, the Philippines, Romania, Uzbekistan and New Zealand.

Last January, the fair, organized by the **Hong Kong Trade Development Council**, attracted nearly 18,000 buyers from 93 countries and regions. The council organized 90 buying missions from 43 countries.

—Deborah Belgum



Not Just a Label to Live-Stream First Event Since Moving to LA

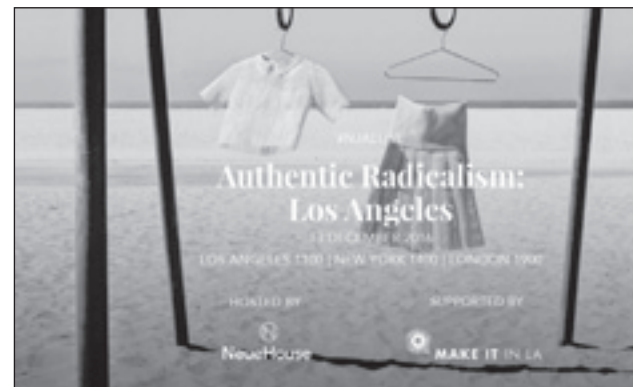
Not Just a Label (NJAL), the international platform for emerging contemporary designers, recently expanded from London to Los Angeles and will host its first LA event since the move.

Titled, "Authentic Radicalism: Redefining LA's Place on the Fashion Axis," the event will feature a panel discussion between "LA's vanguards, radical thinkers and system-shakers."

The Dec. 13 event will be streamed live at www.notjustalabel.com starting at 11 a.m. (Pacific Standard Time). The 360-degree live stream is expected to draw an audience of more than 20,000 across the world, according to NJAL. Viewers will be given a chance to ask questions live via **Twitter** using the **#NJALive** hashtag.

Hosted by the **NeueHouse** in Hollywood and supported by **Make It In LA**, the regional initiative spearheaded by Los Angeles Mayor

Eric Garcetti, the Dec. 13 event focuses on the fashion industry's creative approaches to shape its future. The event is the first in a series of actions planned by NJAL, which NJAL intends to partner with local brands and organizations



on other events such as pop-up shops, concept spaces, lectures and workshops, all in NJAL's effort to "promote Los Angeles as a hub for sustainable manufacturing to its global community of over 24,000 designers."

—Alison A. Nieder

Mall Development Returns

Two years ago, retail was buzzing with talk that the mall was dead. At the **National Retail Federation's Big Show**, Rick J. Caruso, founder of **The Grove** retail center in Los Angeles, said that the mall was doomed. "I've come to the conclusion that within 10 to 15 years the typical U.S. mall, unless completely reinvented, will be seen as a historical anachronism that no longer meets the needs of the public, retailers or communities," he said at the event's keynote address.

Plenty of mall developers must have listened to Caruso's speech. Malls have changed. In 2016, the **Runyon Group** opened and leased retail centers in places that looked to be alternatives to the traditional shopping center. In Culver City, Calif., the

developers opened **Platform**, a small retail center across the street from a **Metro** light-rail stop. Platform is the address of boutique fashion tenants such as **Poketo**, **Curve** and **Magasin**. At the edge of downtown Los Angeles, the same developer started leasing for **Row DTLA**, which will offer cafés, fashion boutiques and offices at the gritty compound, which includes **American Apparel's** factory buildings.

Another one of 2016's mall stories was the introduction of the **Lido Marina Village** in Newport Beach, Calif. **DJM Capital Partners** renovated a once-frumpy waterside retail district and introduced a luxe shopping experience with tenants such as the first **Elyse Walker** shop outside of Los Angeles.

Major malls have signed on for multi-million-dollar renovations. **Westfield Century City** in Los Angeles' Century City district introduced an extensive renovation of its **Bloomingdale's** in November as part of its \$955 million remodel of the major mall. Along with a new **Nordstrom** and a remodeled **Macy's**, the place will include anchors such as a high-end **Equinox** fitness center and an **Eataly** Italian restaurant and market.

The **Beverly Center**, a Taubman mall three miles away from Century City, also announced a \$500 million remodel. A centerpiece for the remodel will be a gourmet food hall developed by Michael Mina, a star chef.

For the near future, the focus on mall development will be on renovation and unique

locations, said Larry Kosmont, president and chief executive officer of **Kosmont Companies**, specializing in economic development, real estate and public finance.

"The best opportunities are more about repurposing urban areas like downtown Los Angeles' Arts District," Kosmont said. New developments won't be so reliant on cars. The recently passed Measure M in Los Angeles County will fund millions of dollars toward increasing mass transit. The popularity of the **Uber** ride service also will allow people to leave their cars at home. Without having to worry about building massive parking lots, more developers will build in spaces once considered a no-go, Kosmont said.

—Andrew Asch

FBI Helps Businesses Start—and Grow

When Frances Harder left a university-level teaching position in the late 1990s, she believed that there was something missing from instruction in fashion education. There was a lack of educators addressing the latest in technology and business practices. In 1999, she founded **Fashion Business Inc.** as an educational nonprofit for new entrepreneurs. Its mission would be to bring the latest techniques to those looking for a foothold in the business.

Fast-forward a decade and a half and Harder has put FBI on radar screens for the established fashion industry and those getting serious about starting apparel businesses. From FBI headquarters in the **California Market Center**, Harder and her team—which includes Trish Concannon, executive director;

Rob Greenspan, executive chair; and Tony Zhang, director of Chinese business affairs—have put together a slate of educational events and networking opportunities that address all points along the apparel-industry supply chain. FBI's annual **All Aboard Runway Show & Fund-Raiser** was produced in November at **Union Station** in downtown Los Angeles. At the show, FBI presented its **Moss Adams Fashion Innovator (MAFI)** award to Jeff Abrams, founder of the **Rails** brand.

In 2016, FBI increased choices for its curriculum. There are online classes such as "EDI for Newbies," which teaches electronic data interchange, crucial for dealing with mass retailers. Other online classes include topics such as sample making and how to start a brand. It has worked with technology

company **AIMS** to put together certification programs in short-term training in fashion tech. It also worked with the **Ben B. and Joyce E. Eisenberg Foundation** for a program to retrain displaced workers.

In 2016, FBI conducted seminars internationally. Concannon put together classes at the **Apparel Textile Sourcing Canada**

trade show in Toronto. It September she led a delegation to a Hong Kong trade show. FBI also plans to produce informal seminars that passersby can attend at the biannual **MAGIC** trade show in Las Vegas. For years, FBI has also produced formal seminars at the **Sourcing at MAGIC** show. "There's a need for current information," Harder said.—A.A.

Emerald Expositions Buys Swim Collective

Emerald Expositions LLC, the San Juan Capistrano, Calif.-based owner of **Surf Expo** and **Outdoor Retailer**, expanded its foothold in the swim and active businesses with the August acquisition of **Swim Collective** and its sister trade show, **Active Collective**, the Santa Barbara, Calif.-based trade shows founded by Shannon Leggett.

Founded in 2010, Swim Collective showcases swim collections from companies such as **L*Space**, **Manhattan Beachwear**, **SGS Sports**, **Mara Hoffman** and **Indah** at a biannual trade show in Huntington Beach, Calif. In 2014, Leggett launched Active Collective with a focus on activewear and athleisure brands such as **Beyond Yoga**, **ALO Yoga**, **Breath by Body Glove**, **Colosseum**, **Gaiam**, **Koral**, **MPG**, **Lucy** and **Prana**, also showing

biannually in Huntington Beach. Active Collective will also host its first East Coast show in New York in January. A new show for upscale, contemporary swim and resort brands called **Beach Collective** is slated to debut alongside Swim Collective in July 2017 in Huntington Beach, and a third edition of Swim Collective is planned for November 2017.

The acquisition news came as Surf Expo celebrated its 40th anniversary. The show, held biannually in Orlando, Fla., was acquired by Emerald Expositions in 2013.

Surf Expo, Outdoor Retailer, and now Swim Collective and Active Collective are part of Emerald's stable of more than 80 trade shows, including **GlobalShop** and the **Imprinted Sportswear Shows (ISS)**.

—Alison A. Nieder



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

**Get Yours Today
and
Save 75%!
call toll-free
(866) 207-1448**

Calendar

Dec. 14

69th Annual Christmas Event for Children, presented by the **California Fashion Foundation**
Cooper Design Space, Penthouse
Los Angeles

Jan. 5

Agenda
Long Beach Convention Center
Long Beach, Calif.
Through Jan. 6

Jan. 8

Accessories The Show
Accessorie Circuit

Intermezzo Collections

Moda Fame
Children's Club
Javits Center
New York
Through Jan. 10

Jan. 10

Outdoor Retailer
Salt Palace Convention Center
Salt Lake City
Through Jan. 12

Jan. 13

Swim Collective
Active Collective
Hyatt Regency
Huntington Beach, Calif.
Through Jan. 14

There's more
on ApparelNews.net.

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

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

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: **California Apparel News**, **Market Week Magazine**, **New Resources**, **Waterwear**, **New York Apparel News**, **Dallas Apparel News**, **Apparel News South**, **Chicago Apparel News**, **The Apparel News (National)**, **Bridal Apparel News**, **Southwest Images**, **Stylist** and **MAN (Men's Apparel News)**. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2016 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.

Have you done your good deed?



Do you have any overruns, discontinued or off-season items that you would like to give to people in need in our community?



Shelter Partnership, Inc.
Working in partnership to end homelessness
www.shelterpartnership.org

Shelter Partnership, a nonprofit agency, can help you accomplish both. For over 25 years, Shelter Partnership has been distributing new donated goods such as clothing, socks and shoes to over 200 shelters in Los Angeles County. Donations are never sold or traded. Donations are provided at no cost to participating agencies. We make it easy and cost-effective to get your surplus inventory to those who need it the most.

Contact Jennifer at 213-943-4577 or by email at jmarquez@shelterpartnership.org to arrange a pickup of your donation and a receipt for tax purposes.

www.shelterpartnership.org



Shelter Partnership has worked closely with hundreds of major companies, studios and government agencies. When you donate to Shelter Partnership you are guaranteed that your items will never be sold. Donations are distributed to vetted agencies that

serve veterans, homeless families, foster youth, individuals living in poverty and victims of domestic violence. We operate a full-service 108,000-square-foot warehouse in Bell, Calif., and can accept any size donation.

Newsletters *Continued from page 4*

It's Taps for the TPP Free-Trade Agreement

It took years to negotiate and one presidential election to terminate.

The Trans-Pacific Partnership, a free-trade accord between the United States and 11 other Pacific Rim countries, was poised to be approved this year by the U.S. Congress.

But election-year politics put an official end to that as both presidential candidates Hillary Clinton and Donald Trump made it known they would not back the trade pact.

Now that Trump is headed for the White House, he has made it clear he will abandon the agreement, which took some seven years to negotiate in its current form. He feels it threatens U.S. manufacturers and businesses.

Retailers and clothing importers were eager to see a deal passed because it would have lowered tariffs on thousands of items coming in from member countries such as Vietnam, which is a major clothing manufacturer. It would have also installed uniform intellectual-property stipulations and enforced uniform labor and environmental laws among the member countries.

The Trans-Pacific Partnership was the largest free-trade pact ever negotiated by the United States and would have lowered tariffs on everything from cars to farm products. It represented 40 percent of the world's gross domestic product but blatantly shunned China as a member.

Besides the United States, the other signatory countries were Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam.

Now that the trade pact is dead in the water, some of the signatory countries are thinking about joining trade agreements put forth by China.

Beijing sees this as an opportunity to advance its proposed Free Trade Area of the Asia-Pacific (FTAAP) and the Regional Comprehensive Economic Partnership (RCEP), which includes an even larger group than the TPP club. The 10 members in the Association of Southeast Asian Nations would be joined by China, Japan, South Korea, India, Australia and New Zealand to form the RCEP Group.—*Deborah Belgium*

MAGIC Owner UBM Buys Parent Company of MRket, Stitch, ATS

Just when people thought **MAGIC** couldn't get any larger, **UBM**—the trade show giant that owns **MAGIC**, **Project**, **FN Platform** and **Pooltradeshows**—purchased **Business Journals Inc.**, which produces the **MRket**, **Stitch**, **Accessories The Show** and **Fame** trade shows.

The deal expanded UBM's ownership stake in apparel trade shows in Las Vegas, where **MAGIC** is held, as well as in New York, where UBM operates the **Project** men's show as well as the **Coterie** and **Intermezzo** women's shows. With **BJI** under the umbrella, the portfolio also included menswear show **MRket**; accessories show **Accessories The Show**; and three womenswear shows, **Moda**, **Edit** and **Fame** in New York.

The acquisition also affected UBM's footprint in Las Vegas. UBM's existing portfolio had already included **WWD-MAGIC**, **Project**, **Collective**, **Pooltradeshows**, **Sourcing at MAGIC**, **FN Platform**, **WSA** and **Curve@Project** (run

through a joint venture with **Eurovet**) and has now grown to include **BJI** shows **MRket**, **Stitch** and **Accessories The Show**.

The news, which broke in April, follows a decade of consolidation within the apparel-trade-show sector. **Advanstar**, which had been operating **MAGIC** and its sister shows since 1998, was purchased by UBM for \$972 million in 2014. Two years before, Advanstar acquired **ENK International**, organizer of the **Coterie**, **Intermezzo** and **Collective** shows. In 2005, the company acquired the **Project** and **Pool** shows.

By the August edition of UBM's Las Vegas trade shows, the format had already shuffled with all three **BJI** shows moving from the **Sands Expo & Convention Center** to the **Mandalay Bay Convention Center**, where **MRket** was held alongside **Project** on the main floor, and **Stitch** and **ATS** were held upstairs across from the **Pooltradeshows**.

—*Alison A. Nieder*

American Apparel Could Be Sold Off in Pieces

For the second time in a little more than one year, **American Apparel** headed to bankruptcy court while it searched for a buyer.

The largest clothing factory in the United States has had a bumpy ride since the middle of 2014 when its founder, **Dov Charney**, was sidelined and then months later let go from the company.

Coming in to right the ship at the beginning of 2015 was **Paula Schneider**, the veteran LA apparel executive called in to take over from **Charney**.

But no easy fix was found, and the garment maker headed to U.S. Bankruptcy Court for the first time, in October 2015, where it filed for Chapter 11 protection in Delaware.

The bankruptcy followed years of **American Apparel** losing money and increasingly borrowing more. For five years before filing for bankruptcy, the clothing company's losses topped \$340 million. In 2015, it was costing the company \$40 million a year in interest payments.

With the bankruptcy filing, the company shed a boatload of

crippling debt and emerged early this year as a private company under the control of several bondholders that swapped debt for shares in the company. **American Apparel** executives made predictions that **American Apparel** would be profitable by 2018.

But that never happened. In November, the company again filed for bankruptcy after CEO **Schneider** left for a new job. Court documents show that **Gildan Activewear**, a Canadian manufacturer of fashion basics, has agreed to pay \$66 million for the intellectual-property rights to the **American Apparel** name as well as some of the company's wholesale inventory. But other bids can still be made to the court by January. **Gildan** does not want to buy the company's more than 100 U.S. stores, but those locations are also up for sale in a separate deal.

At this point, it is uncertain whether a new buyer will keep the 3,500 workers who are employed by **American Apparel** in the Los Angeles area. **American Apparel** said it notified workers that they could be laid off as soon as Jan. 6, but that could change if the new owners decide to continue manufacturing in Los Angeles.—*D.B.*



PROGRESSIVE LABEL INC.

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

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040

Get To Know

Trimmco

LOCAL SAMPLE STOCK

- 200+ Venise Laces
- 200+ Cluny Laces
- 70+ Eyelash Laces

And Much Much More!

Check Us Out At

www.trimmco.com

The Best Trim Website

323-582-5820

info@trimmco.com

DROP SHIP ANYWHERE FROM L.A. OR CHINA

Hanjin Bankruptcy Sinks a Lot of Importers' Revenue Goals

Los Angeles clothing importers were hit hard this year when **Hanjin Shipping Co.** filed for bankruptcy in South Korea on Aug. 31.

The bankruptcy left several Hanjin vessels drifting at sea while the shipping line came up with funds to dock at global ports and terminals.

Off the coast of Southern California and Mexico, there were three Hanjin cargo-container vessels in early September with 10,000 cargo containers waiting to be unloaded at the ports of Long Beach and Los Angeles.

Meanwhile, thousands of cargo containers dotted around the world had to be rerouted to other carrier lines.

The result is that many companies did not receive their merchandise until mid-November and incurred thousands of

dollars in late fees and extra costs to find other shipping lines to transport the cargo containers to their destinations.

But that wasn't the end of the problem. Once Hanjin containers were unloaded in Los Angeles, there was no place to return the empty containers because the bankrupt company wasn't accepting them. Trucking companies and distribution centers had to warehouse the empty boxes, which also tied up thousands of chassis—those wheeled frames used to transport containers on the roads.

It wasn't until mid-November that the *Express Athens*, a cargo-container ship owned by **Emirates Shipping**, arrived at the **Port of Long Beach's Total Terminals International** terminal to collect some 4,300 empty cargo containers that were leased by Hanjin and parked in various spots around

Southern California and the ports.

Before its demise, Hanjin Shipping was South Korea's largest container line and the seventh largest in the world. Its biggest shareholder was **Korean Air Lines Co.**

Hanjin's financial struggles were a result of a worldwide cargo shipping glut caused by several global shipping lines incorporating mega-ships into their fleets. The large vessels came online at a time when U.S. retail inventories were shrinking and retail sales showed only modest gains.

Shipping rates on the Asia–West Coast route dropped to \$750 per 40-foot container when they typically had been \$1,800 to \$2,000. At the time of its bankruptcy, Hanjin had accrued \$6 billion in debt.—*Deborah Belgium*

Rosemarie Brantley Leaves Otis as Fashion Department Exits DTLA

After 36 years as the founding fashion chair of the **Otis College of Art and Design**, Rosemary Brantley stepped down from the fashion program she founded in 1980. Brantley will remain the principal designer and business partner in her own women's clothing label, **Staples**, which launched the same year she took over the fashion design department. This is a big year for Otis' fashion department, which moved to the art school's main campus in Westchester, near **Los Angeles International Airport**, on LA's Westside, from its longtime home at the **California Market Center**.

The move will join the fashion design department with the rest of Otis' students in a new four-story building. With the move, the fashion design students will also now be able to live in a dorm on campus. The move to Westchester is the third move for Otis' fashion department. When Brantley launched the program, the school—then called **Otis Art Institute of Parsons School of Design**—was located near MacArthur Park, a few miles away from downtown Los Angeles. At the time, the school was operating as a partnership between the **Parsons School of Design** in New York, where Brantley studied design, and the **Otis Art Institute**, which was founded in

1918 by *Los Angeles Times* publisher Harrison Otis. By 1997, the growing art school had moved to Westchester, but Brantley and the fashion department moved to the California Market Center, then called the **California Mart**, into a second-floor space renovated to house the department.

For nearly 20 years, the space housed 24 classrooms, a library and a fitting studio where students honed their craft under the mentorship of an international coterie of designers—including Bob Mackie, Isabel Toledo and Todd Oldham—as well as designers from major clothing companies such as **J Brand**, **Quiksilver**, **Lucky Brand**, **Perry Ellis**, **Joie** and **Lane Bryant**. The program's alumni include California womenswear designers Cynthia Vincent and Eduardo Lucero and swimwear designers Rod Beattie and Red Carter, and its graduates have gone on to work for prominent fashion brands such as **Michael Kors**, **John Varvatos**, **Banana Republic**, **Abercrombie & Fitch**, **Polo Ralph Lauren** and **DKNY**.

Jill Higashi Zeleznik, who previously served as the fashion department's assistant chair, has taken over as acting chair in Brantley's place. A global search for Brantley's re-

placement is underway.

Before founding the fashion program at Otis, Brantley had worked as a fashion designer for companies such as **Jaeger** and **Kasper for Joan Leslie**. The Texas native got her start as a model in Dallas, a job that took her from an early gig go-go dancing on a runway at the **Dallas Market Center** to walking in runway shows for high-end department stores such as **Neiman Marcus** and **Sanger-Harris**. Among the designers Brantley modeled for was Stan Herman, who went on to become president of the **Council of Fashion Designers of America** and one of the founders of **New York Fashion Week** in Bryant Park. Herman encouraged Brantley to follow her dreams of designing fashion, helping to get her into the **Parsons School of Design**, where he also taught.

After relocating to Los Angeles with her husband, Peter Christian, Brantley was approached by a former Parsons mentor, Ann Keagy, who encouraged Brantley to found a fashion design program at the newly merged Otis Parsons.

—*Alison A. Nieder*

➔ **Newsletters** page 8

apparelsourcing
USA

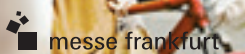
THE #1 TRADE SHOW IN NORTH AMERICA FOR INTERNATIONAL APPAREL SOURCING

100+ EXHIBITORS • 9+ COUNTRIES

JANUARY 23–25, 2017
NEW YORK CITY

REGISTER TODAY

www.apparelsourcingshow.com



Continued from page 7

CFA: The Hub of California's Apparel Industry

For more than 20 years, the **California Fashion Association** has served as a central hub of the state's apparel and textile industry. CFA President Ilse Metchek has been with the organization since it launched in 1995 in the aftermath of the El Monte sweatshop incident, drawing on her experience—and vast network—as a designer and manufacturer in Los Angeles to provide business information to its members. As a spokesperson for the apparel community, Metchek provides insight into the inner workings of the garment industry for government leaders and the media.

This year CFA continued its mission of keeping its members apprised of new business developments on everything from protecting a brand in China to changes to the requirements for Made in USA labeling. CFA members were updated on the outcome of several copyright lawsuits as well as on contractor compliance and over-

sight news.

Metchek kept up a packed schedule leading business-to-business seminars across the country covering crucial industry issues such as global expansion, intellectual property, technological developments, and licensing and export opportunities. Metchek moderated panels at trade shows such as the **MAGIC Marketplace**, the **Los Angeles International Textile Show**, **Factory Direct** and **ReveLation Los Angeles**; educational events such as the **YMA Educators Roundtable** and **Loyola Law School's Fashion Law Project**; and industry groups such as the **West Coast Apparel & Footwear Credit Association**, the **Moss Adams annual apparel meeting**, the **CalAsia Chamber of Commerce** and the **LA Central Business Federation**.

Along the way, Metchek picked up awards from the **Los Angeles Chamber of Commerce** and **Santa Monica College**. Through the CFA's **Textile Association of Los**

Angeles division, Metchek and her team fielded sourcing inquiries and provided referrals for TALA members.

The **California Fashion Foundation**, the charitable arm of CFA, once again presented scholarship funds to students from the **Academy of Art University—San Francisco**, the **Art Institute of California**, **California State Polytechnic University—Pomona**, **California State University—Los Angeles**, **California State University—Northridge**, **El Camino College**, the **Fashion Institute of Design & Merchandising**, **Los Angeles Trade-Tech College**, **Long Beach City College**, **Mt. San Antonio College**, **Otis College of Art and Design**, **Pasadena City College**, **Santa Monica College** and **Washington State University** at the annual scholarship awards.

Coming up next, CFF and TALA host the 69th annual Christmas event for neighborhood children.

—Alison A. Nieder

Major Los Angeles Contemporary Labels Sold to Israeli Company

Three high-profile brands that epitomize the California lifestyle vibe were sold to **Delta Galil** this year, an Israeli clothing company known for making childrenswear, activewear and other garments for men and women.

The three labels—**7 For All Mankind**, **Ella Moss** and **Splendid**—had been owned by **VF Corp.** and were sold for \$120 million. The deal was considered a bargain. VF Corp. originally bought the labels for more than \$1 billion several years ago and saw revenues from the three drop several years in a row.

Delta Galil will be adding \$300 million a year in revenues to its bottom line next year.

The three contemporary sportswear brands are known for their luxury fabrics and trendy designs that help them command prices that go well over \$100 a garment.

A few months after acquiring the brands, Delta Galil laid off more than 100 employees and decided that it would eventually fold the 7 For All Mankind office in Vernon, Calif., into the downtown LA headquarters of Ella Moss and Splendid.

The cuts at the three contemporary labels went across several departments including marketing, merchandising, retail, design and operations, sources said.

In September, Delta Galil hired Paula Schneider to be the new chief executive of the three labels. Previously, she had been the CEO of **American Apparel**, whose offices are located right next door to Splendid and Ella Moss.

Delta Galil is a more than 40-year-old clothing company based in Tel Aviv. It owns several lingerie brands as well as **P.J. Sal-**

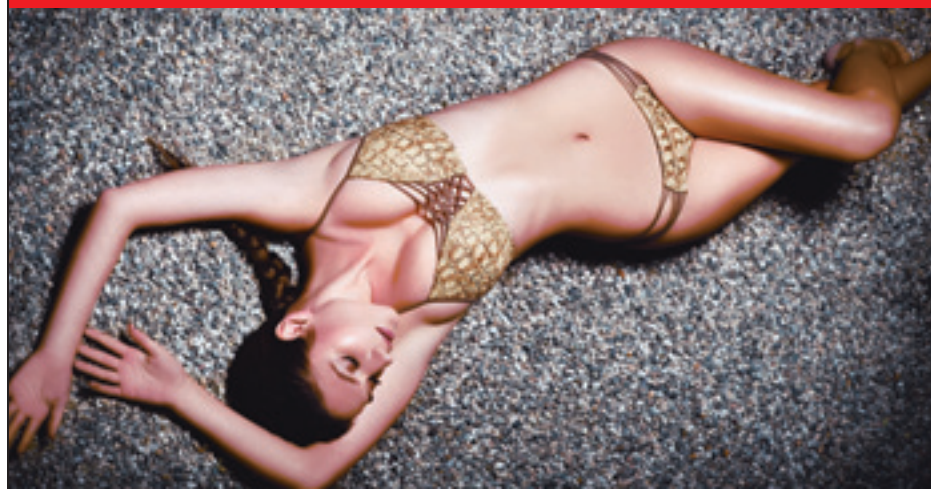
vage, a sleepwear and loungewear brand in Irvine, Calif., that it acquired last year. Its other labels include **Schiesser**, **KN Karen Neuberger**, **Nearly Nude**, **LittleMiss-Matched** and **FIX**.

7 For All Mankind was started in Los Angeles in 2000 by Peter Koral, Jerome Dahan and Michael Glasser during the height of the premium-denim boom.

Splendid and Ella Moss were created by Moise Emquies, a lawyer, with revenues reaching \$95 million for the two labels in 2008.—Deborah Belgum

California Apparel News

2017
WATERWEAR



January 2017 Waterwear has bonus distribution at:
Surf Expo • Swim Collective • WWDMAGIC •
Dallas Market • LA Market • Premiere Vision NY •
Sourcing@MAGIC • Curve LV • ALT •
OffPrice Show • LA Textile Show • LA Majors

Get into the Jan. issue of Waterwear

CALIFORNIA
ApparelNews

Call now for special rates Terry Martinez (213) 627-3737 x213



CALIFORNIA
LABEL PRODUCTS

13255 S. BROADWAY, LOS ANGELES, CA 90061



Product List

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

Brand Identity | Label Solutions

info@californialabel.com

310.523.5800

Continued from previous page

Nasty Gal Files Chapter 11, Amoruso Steps Down

Bankruptcies by apparel and retail ventures have been at the forefront of the news this year. **Nasty Gal**, the online clothing site based in downtown Los Angeles, was one of the latest to scamper to the courts looking for protection from creditors. The site, founded in 2006 by Sophia Amoruso, filed for Chapter 11 bankruptcy protection on Nov. 9 in Los Angeles. The result was that Amoruso resigned as executive chairwoman and **Index Ventures** partner Danny Rimer stepped down from the board of directors.

Amoruso, whose job as chief executive was taken over by Sheree Waterson last year, has been traveling around the world as a speaker and author. She told a group in Australia the day after the bankruptcy that the company explored many options but filing for Chapter 11 bankruptcy protection was the most responsible thing to do. Waterson noted in a statement that bankruptcy protection will allow the company, which had \$300 million in revenues last year, to restructure the balance sheet and correct structural issues, including reducing the company’s monthly rent at

its fancy downtown headquarters. The company is looking for a buyer. In court papers, Nasty Gal attorneys said the company owes **United Parcel Service** \$576,950; **Calahan Capital** \$289,332 for its lease on its downtown LA headquarters; **Google Marketing Services** \$232,786; **BNB Footwear** \$293,653; **Olivaeous**, a womenswear 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 sizable sums.—*Deborah Belgum*

Capsule and Axis Launch in Los Angeles

The **Capsule** trade show was deemed a success after 175 vendors exhibited at its inaugural Los Angeles show in October. Cofounder Deirdre Maloney confirmed that the 9-year-old, high-end contemporary show will be in Los Angeles to stay. Capsule will produce a biannual show in Los Angeles. For its next run, it is scheduled to bring its contemporary vendors for womenswear and more to downtown Los Angeles’ **California Market Center’s** Penthouse March 13–14. The next one will be scheduled in October. However, no firm dates have been set. Capsule runs shows in Paris, New York and Las Vegas. On a crowded trade-show calendar, the New York–headquartered Capsule felt that there was

space in the market for their women’s show in Los Angeles. For years, Maloney’s team fielded unsolicited requests to produce a Los Angeles show, she said in a past interview. Those requests spiked in the months before the Los Angeles show. She said that vendor feedback confirmed that the Capsule team made a right choice. “They saw stores that they have not seen in a decade ... or ever,” she said. The Los Angeles show focused on high-end boutiques such as **Ron Robinson**, **Ron Herman**, **Mohawk General Store**, **Curve**, **Need Supply Co.**, **Zebra Club** and **Elisa B**. Retailers found many emerging brands from California and from across the world such as **Toru & Naoko** from Chile, **Van Palma** from France

and **BanoeMee** of Canada. California brands such as **Tavik** exhibited at subshow **Axis**, which took space on Capsule’s show floor. (Capsule and Axis share the same parent company, **Reed Expositions**.) Capsule also hosted separate show sections dedicated to accessories and **The Beauty Lab**, which offered makeup, skin care, hair care, body sprays and candles. Capsule’s team is brainstorming on plans for the March show, Maloney said. She also hopes that people will have an easier time getting around the show, held in the CMC’s penthouse, and throughout the building in future shows. “There is a lot of communication with CMC to make it a smoother process,” she said.—*Andrew Asch*

NEWS

Iconix names EVP and CMO

Jamie Cygielman has joined New York–based **Iconix Brand Group Inc.** as executive vice president and chief marketing officer. Cygielman has more than 25 years of experience in marketing and business development in the fashion, toy, entertainment and cosmetics sector for companies such as **The Jones Group**, **Madame Alexander Doll Co.**, **Madison Square Garden**, **Hit Entertainment**, **Mattel** and **Revlon**. “Jamie has extensive experience in brand building, licensing, promotional partnerships, advertising, creative platform development, and digital and social media,” said Iconix Chief Executive Officer John Haugh in a company statement. “And as we discussed at our recent investor day, driving organic growth is a key component of our strategy and Jamie’s expertise across a broad range of consumer product categories will help us maximize the full

potential of our portfolio of brands.” Iconix owns, licenses and markets a large stable of brands, including **Candie’s**, **Bongo**, **Joe Boxer**, **Rampage**, **Mudd**, **Mossimo**, **London Fog**, **Ocean Pacific**, **Danskin**, **Rocawear**, **Zoo York**, **Lee Cooper**, **Ecko Unltd.**, **Marc Ecko** and **Artful Dodger**. The company also owns an interest in several brands, including **The Material Girl**, **Ed Hardy**, **Modern Amusement**, **Buffalo**, **Nick Graham** and **Pony**. “As I look across Iconix’s portfolio of brands, I see tremendous potential to develop leading edge marketing programs that will enable Iconix to deliver a differentiated value proposition to its retail and wholesale partners, create increased brand relevancy, and drive long-term brand equity,” Cygielman said in a statement.—*Alison A. Nieder*

Salute to Suppliers & Services Resources

Apparel Sourcing USA

www.apparelsourcingshow.com
www.texworldusa.com
Products and Services: Apparel Sourcing USA offers apparel brands, retailers, wholesalers, and independent design firms a dedicated sourcing marketplace for finding the best domestic and international apparel manufacturers. It is the only event on the East Coast to focus on sourcing finished apparel, contract manufacturing, and private label development. In addition to the products, services, and resources available on the exhibit hall floor, the International Apparel Sourcing Show offers valuable seminar programs led by leading industry professionals. Make plans now to join us Jan. 23–25 for three days of sourcing, seminars, and networking at the Javits Convention Center, located at 655 West 34th St.

California Label Products

13255 S. Broadway
Los Angeles, CA 90061
(310) 523-5800
Fax: (310) 523-5858
Contact: Tasha
www.californialabelproducts.com
info@californialabel.com
Products and Services: California Label Products has been servicing the apparel industry for 18 years. Our In-House Art Department can help develop your brand identity with an updated look or provide you

with a quote on your existing items. Our product list not only consists of woven labels, printed labels, heat transfers, size tabs, and custom hang tags, but we also have a service bureau with quick turn time and great pricing. We are dedicated to setting the highest standard of excellence in our industry. Above all, we value quality, consistency and creating solutions that work for you. Check our website for a full product list or call or email us.

Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com
Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. We successfully launched production of RFID price tickets last year. This demand is being greatly driven by the big retailers such as Macy’s and Target. Our growth and market dynamics have resulted in opening up a production center in Tijuana, Mexico. We have also added advanced die cutter technology in our Los Angeles production center

to streamline our production efforts and to strengthen our packaging capabilities. A very important part of our business is FLASHTRAK, our online ordering system for price tickets, custom products and care labels. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers.

Spirit Lace Enterprise

110 E. Ninth St., Suite A761-A763
Los Angeles, CA 90079
(213) 689-1999
info@spiritalace.com
Products and Services: Our fabrics and textiles are carefully chosen from around the world, mainly European and Oriental regions. We carry different types of laces and embroideries such as Chantilly lace, Alencon lace, Venice lace, all over embroideries with or without beads, embroidered fabric with 3-dimensional appliques, handmade appliques, tulles, trims, etc. We work with bridal designers and haute couture fashion brands across the country. Most of our articles are in stock at the California Market Center. In-stock items require no delivery turn time. We help customers to arrange either p/u or delivery; others might vary from three weeks to nine weeks (not including shipping time). Our collection is updated according to forecasting trends every season. More than 20 years of experience. View our latest collection at DG Expo NYC Jan. 18–19, 2017, Booth #218.

Trimmco

1901 S. Alameda St. #109
Los Angeles, CA 90058
(323) 582-5820
info@trimmco.com
www.trimmco.com
Products and Services: Trimmco is a three-generation family operation founded by its owner, Harvey Stevens, to supply the garment industry with a wide range of products including laces, fringes, collars/necklines, appliques, drawcords/tassles, etc. Our focus is on service and competitive pricing. The key ingredient to Trimmco’s success has been their comprehensive website. According to Stevens, “Not only do we have sample stock in our Los Angeles office for all products shown, we also drop ship from LA or China to anywhere in the world.” With no minimums required, Trimmco is able to service customers of all sizes. As Stevens says, “We get as much satisfaction helping start-up companies grow as we do servicing our larger customers.” For more information, visit Trimmco’s website.

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within Salute to Suppliers & Services Resources.

Apparel News Group



CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
ALISON A. NIEDER

SENIOR EDITOR
DEBORAH BELGUM

RETAIL EDITOR
ANDREW ASCH

EDITORIAL MANAGER
JOHN IRWIN

CONTRIBUTORS
ALYSON BENDER
VOLKER CORELL
RHEA CORTADO
JOHN ECKMIER
MATTHEW MITCHELL
ESTEVAN RAMOS
TIM REGAS
FELIX SALZMAN
N. JAYNE SEWARD
SARAH WOLFSON

WEB PRODUCTION
MORGAN WESSLER

CREATIVE MARKETING DIRECTOR
LOUISE DAMBERG

DIRECTOR OF SALES
AND MARKETING
TERRY MARTINEZ

SENIOR ACCOUNT EXECUTIVE
AMY VALENCIA

ACCOUNT EXECUTIVE
LYNNE KASCH

BUSINESS DEVELOPMENT
DANIELLA PLATT
MOLLY RHODES

SALES ASSISTANT/RECEPTIONIST
ASHLEY KOHUT

ADMINISTRATIVE ASSISTANT
RACHEL MARTINEZ

SALES ASSISTANT
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT EXECUTIVES
ZENNY R. KATIGBAK
JEFFERY YOUNGER

CLASSIFIED ACCOUNTING
MARILOU DELA CRUZ

SERVICE DIRECTORY ACCOUNT EXECUTIVE
JUNE ESPINO

PRODUCTION MANAGER
KENDALL IN

EDITORIAL DESIGNERS
JOHN FREEMAN FISH
DOT WILTZER

PHOTO EDITOR
JOHN URQUIZA

CREDIT MANAGER
RITA O’CONNOR

PUBLISHED BY
TLM PUBLISHING INC.
APPAREL NEWS GROUP
Publishers of:
California Apparel News
Waterwear
Decorated
EXECUTIVE OFFICE
California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777
(213) 627-3737
Fax (213) 623-5707
Classified Advertising Fax
(213) 623-1515
www.apparelnews.net
webmaster@apparelnews.net
PRINTED IN THE U.S.A.



FIT MODELS

FIT MODELS – ALL SIZES
Fit • Print • Runway • Showroom • Trade Shows

MAVRICK Models
323.931.5555
"Contact Ms. Penny to set up a Fitting or Casting."
Penny.Middlemiss@mavrickartists.com
Tiffany.Stubbs@mavrickartists.com

GARMENT CONTACTOR

Body Basic Manufacturing, Inc.
Full Service CMT Factory
Located in Santa Ana, CA
With product development capabilities, consulting - sourcing services. Workable low minimum quantities, high quality workmanship, knits and woven. Startups Welcome. In business since 1989. Small runs of high quality single needle work available.
Call Valerie Cooper at (818) 676-9454 or email valeriebcooper@gmail.com

GARMENT RACKS

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

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

J.C. Rack Systems
5232 Alcoa Ave., Vernon, CA
1-323-588-0137 fax 1-323-588-5067
www.jcracksystems.com



**To advertise in the
DIRECTORY OF PROFESSIONAL
SERVICES & BUSINESS RESOURCES**

call June Espino
213-627-3737 x250 or E-mail: june@apparelnews.net

MODEL SERVICES

Rage MODELS
"Real Models for Real Clothes for Real People!"
FIT MODELS
MODELS OF ALL AGES & ALL SIZES
FIT, SHOWROOM, TRADE SHOWS, PRINT, COMMERCIAL, RUNWAY
818-225-0526
teamrage@ragemodels.com
www.ragemodels.com

CLASSIFIEDS

Visit www.apparelnews.net/classifieds
to place your ad in our self-serve system

www.apparelnews.net

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

Jobs Available

DENIM TECH DESIGNER

L.A. Contemporary Clothing Company seeking technical designer with 5 yrs min. exp. in denim pants, dresses & jackets. Responsibility to create specs, tech packs & BOM from development to final fit, release construction comments. Participate in all fit session with models. Computer skills in sketching is desired. Send resume to: mpaguio@velvetheart.com

QUALITY CONTROL NEEDED

- Performs daily audits of apparel to the company's quality standards of manufactured merchandise
- Deliver marker bundles
- Retrieve shrink blocks
- Reports all measurements for old and existing styles
- Visually inspects garments and fabrics for fabric defects, construction defects, color, shade, and washing deviations and packing errors. Email resume to pugcareers@gmail.com

RECEPTIONIST/CUST. SERVICE

Fast paced clothing Mnf seeks assistant. Duties include: data entry, answering phones, cust support, etc. Must have strong communication and multi-tasking skills, work well under pressure and detail orientated. Longer hrs may be req. EDI knowledge a plus. E-mail resume to: monica@bordx.com

CONTROLLER

Well established L.A. apparel mfr seeks indiv. w/ 5 yrs min exp. Domestic and overseas operations. Duties include monthly financials, account analysis, cash mgmt. and more. Fax: (323) 981-9095 Email: bem16hr@gmail.com

**MISSY AND PLUS MANUFACTURER IS
.....LOOKING FOR A.....
PRODUCTION PATTERNMAKER**

- 10 YRS Experience Required
- In Knit & Wovens
- E-mail: mikhaela@leebe.net

Jobs Available



COSTING TECH

Seeking detail oriented candidate for Design/Pre-Production Assistant. Ideal experience includes preparing tech packs, BOM's and working with Design team to coordinate costing and line preparation. 1 year experience a plus. Please email resumes to: hr@swatfame.com with current/desired pay.

CHARGEBACK ANALYST

Req: 3 yrs. exp in apparel mfg. with major stores, Factor exp, & basic Excel skills, intermediate level preferred. Responsibilities: Research & chargeback resolution & prepare daily reports. Fax: (323)981-9095 Email: bem16hr@gmail.com

**MERCHANDISE PRODUCTION
COORDINATOR**

- 3-5 years experience in garment production
- Key qualities preferred: organized, detail oriented, proficient in Microsoft, NGC and Vantage Point software
- Please email resumes to: Victor Balderas to: jperez@jayallc.com

SALES EXECUTIVE - MISSY APPAREL

Highly motivated seller to join our Missy Sales Team. Qualified candidates will have established relationships with national retailers-department, specialty & big box- for brand & private label accts. Candidates must have a proven track record unsuccessfully pioneering new business and accounts management. Minimum 5 years' experience within the Missy Market. Travel is a must. Excellent benefits. Email resumes to: missyinLANY@gmail.com

Jobs Available

**1ST THROUGH PRODUCTION
PATTERNMAKER**

Position: Part-time/freelance 1st through production pattern maker for Missy/Contemporary Ladies Sportswear specializing in jackets, tops, dresses, and bottoms.

Job Description: Must be present for fittings & sketch reviews w/Designer, however can work from home or in our office. Hours are flexible--we will work around your schedule. Must be reliable, have a good eye, attention to detail, clean patterns & must be exceptional at fittings. Traditional or computer patterns are ok. Experience: 10-15 years minimum
Email resumes to: barbra@komarovinc.com



ACCOUNTING MANAGER

5 yrs of accounting management Exp. in fashion industry w/BA degree. Excellent communication, customer service, problem solving, manage day to day operation, and organization skills. Prepare, examine, and analyze accounting records, financial statement, or other financial reports to assess accuracy, completeness and conformance with general accounting standards. Coordinate and work with company accountant for year end projections & year end closing. Must use Quick Books and Aims software
Email resumes to: gilberto@robinsjean.com

TECHNICAL DESIGNER

Minimum 3 yrs. exp. Knowledge Flat Pattern, Photoshop, Illustrator & Excel. Create tech packs for overseas and domestic vendors, specs garments. andrew@andrewchristian.com

Jobs Available

PRODUCT DEVELOPMENT COSTING MANAGER

Minimum 5 yrs Product Development experience. Strong knowledge of garment construction & understanding of costing required. Ability to discuss construction options with staff, customers & factories. Communicate with factory costing engineers to obtain labor costs for styles, including sending tech packs, pictures & pertinent information for accurate costing & recosting. Prepare style costs sheets for final review by management & provide accurate costing pkg info. Provide Pre Production team with yields, selling & labor prices. Great organizational skills, excellent written & verbal communication skills. Activewear exp. a plus. Please send resume and salary history/requirements to gantonio@aps-group.com.

GRAPHIC DESIGNER

Textile company seeks experienced computer designer for prints, design, repeat, color. Nedgraphic experience a must. Contact michaelm@matrixtextiles.com

Real Estate

FOR LEASE CREATIVE OFFICE SPACE LA FASHION DISTRICT 213-627-3754

SPACE FOR LEASE

• In newly renovated Anjac Fashion Buildings in the heart of Downtown Fashion District • Industrial, retail and office space also available throughout the San Fernando Valley. Retail and office space also available just south of Downtown. 213-626-5321 or email ino@anjac.net

Jobs Wanted

35 YRS EXP'D

1st/Prod. Patterns/Grading/Marking and Specs. 12 yrs on Pad System. In house/pt/free-lance/temporary in-house as well. Fast/Reliable. ALL AREAS Ph (626-792-4022)

FREELANCE PATTERNMAKER

25 Years Experience. 1st/Prod. Patterns/Fittings/Samples/Techpacks. Expert Draper. Tukadesign Patternmaking. In House or Out. mod@margaretondemand.com or 818-679-2007

Jobs Available

.....SANCTUARY CLOTHING..... TECHNICAL DESIGNER - WASHED BOTTOMS/SOFT WOVEN TOPS AND DRESSES

SUMMARY:

As Technical Designer, you will demonstrate your excellent garment construction expertise as you develop accurate tech packs, communicate with designers, product developers and vendors, to ensure proper fit standards are achieved. You will also be responsible for ensuring your styles are tracking towards timely fit approvals.

RESPONSIBILITIES- Including, but not limited to:

- Attend and active participation in fittings with Design team and other cross functional team members
- Collaborate with design to create accurate fit comments
- Create accurate tech packs from Production 1ST fit to PP approval
- Ensure fit consistency in manufacturing process
- Communicate with overseas and domestic vendors and factories

QUALIFICATIONS:

Ideal candidates should have 6+ year experience of actively conducting fit sessions and creation of detailed fit comments.
• Knowledge of pattern making, grading, spec revision, pattern correction skills, garment construction, sewing, measuring and fitting
• Excellent written, problem-solving, decision-making, and time-management skills
• Computer savvy with Photoshop, Illustrator, Outlook, Word and Excel
Background in Women's Contemporary apparel, in specific washed bottoms categories and soft woven tops/dresses. Highly organized with attention to detail.

Please submit your resume along with salary requirement for immediate consideration to: recruitment@sanctuaryclothing.com

Buy, Sell and Trade

WE BUY FABRIC!

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

•WE BUY ALL FABRICS AND GARMENTS*

WE BUY ALL FABRICS AND GARMENTS. No lot too small or large. Including sample room inventories Silks, Woolens, Denim, Knits, Prints, Solids Apparel and home furnishings fabrics. We also buy ladies', men's & children's garments. Contact Marvin or Michael STONE HARBOR (323) 277-2777

Jobs Available

ASSOCIATE DESIGNER

Major women's fashion company is looking for an Associate Designer. Our company designs monthly collections while simultaneously developing private label for major US retailers. We are known for exclusive, beautiful prints and diverse textiles.

We are looking for a candidate who can take ownership of this position as there is potential for growth within the company if the candidate exceeds expectations. The designer should be passionate and continuously strive for quality of work with a positive attitude. This is a hands-on role and will report to the design director.

Responsibilities and duties:

- Responsible for implementing design direction and completing all samples for the monthly collections.
- Work with assistant designers through delegation and direction to bring samples to fruition.
- Present design director with suggestions for silhouettes, fabric and prints that are on-brand, within cost and appropriate for the season and demographic.
- Prepare presentation material for line previews and internal meetings including concept, print, color and story boards.
- Prepare development packages to send out to local and overseas vendors- ie preparing layouts, patterns, sketches & call out of details and specs.
- Prepare and pass all relevant information for costing and production.
- Source fabrics and trims.
- Shop the market and keep up on trends.
- Track and follow up with suppliers and vendors.
- Meet independently with vendors when manager is absent.
- Responsible for tracking and approving lab dips, fabric samples, strike-offs and other development materials.
- Attend fittings when needed.

Requirements:

- Ability to work independently and as part of a team.
 - Must have a strong sense of color and high taste level.
 - Must have knowledge in fabrications, trims and embellishments.
 - Must have experience working with prints and novelty, woven and knits.
 - Pattern knowledge.
 - Must be detail oriented and have excellent organizational and time management skills.
 - Must be able to prioritize and meet deadlines.
 - Ability to work well in a teamwork-oriented environment through strong communication and interpersonal skills.
 - Comfortable in Adobe Photoshop and Illustrator to execute CAD flat sketches.
 - Understanding of garment construction, fit and finishes.
 - Experience in sample and production fittings.
 - Computer Proficiency in Microsoft Office Programs, Photoshop, Illustrator.
 - Graduate with Design or Art - related degree
- ***Please no out of state applicants and no Media/Advertisement graphic designers.
***Please send resume with portfolio PDF or the link to an online portfolio.
Please forward resume to: Hrfashion365@gmail.com

COMING SOON IN CALIFORNIA APPAREL NEWS



December 16

Cover: Fashion
2016 Retrospective and
Financial Industry Review
Retail Report

Activewear Special Section

Bonus Distribution

December 23

Cover: Year in Review
Technology

Technology Advertorial

Bonus Distribution

AccessoriesTheShow/FAME/Moda Manhattan
Agenda Long Beach 1/5-6

CALIFORNIA
ApparelNews

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

THERE'S MORE
on ApparelNews.net

Model Chloe Lattanzi

equestrian
designs

www.equestriandesigns.net

Made in USA

Northeast and Northwest

Analise Tanore Morales 805-686-4455

Southwest

Barbara Nogg 213-489-4684

Southeast

Kimberly Abell 310-936-8908

Midwest Great Lakes

Barbara Broadhurst 312-644-0971

Mid South

Sara Wood 214-683-1880