

# CALIFORNIA Apparel News

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ANDREW ASCH

FIRST 2017 SHOW: A meeting at The Hundreds booth at the Jan. 5-6 run of Agenda in Long Beach, Calif.

TRADE SHOW REPORT

## Agenda Busy, Vendors Say

By Andrew Asch Retail Editor

Tina Rani helped launch basics line **GCK** in August, and, because the brand was new, she did not expect much from its first trade-show outing at **Agenda**, which ran Jan. 5-6 at the **Long Beach Convention Center** in Long Beach, Calif.

"We thought that we were going to be sitting here and drinking coffee because we are a new brand—but we've been writing," she said.

Rani was one of many vendors at Agenda who said that the Fall '17-focused show enjoyed solid-to-busy traffic from retailers. Turnout ranged from major department stores and national specialty chains to e-commerce emporiums and independent boutiques.

Agenda is the first fashion trade show on the 2017 calen-

dar, and the buzzing traffic for the men's, streetwear, skatewear and lifestyle-focused show took place under a backdrop of a tough business climate.

**Macy's** and other major department stores announced sales declines during the crucial holiday retail season. Core surf and skate shops also had a tough 2016, according to **ActionWatch**, a market-research group that reports on the business of independent action-sports shops, which represent an important sector of Agenda's attendees.

For the January-through-November 2016 time period, overall sales on the ActionWatch panel were down 4.1 percent compared with the same time period the prior year. The soft performance followed another year of declining business

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## Herschel Supply Co. Acquires LA Showroom, Starts Fashion Line

By Andrew Asch Retail Editor

Named after a small town in rural Saskatchewan, Canada, **Herschel Supply Co.** shot to prominence from its headquarters in Vancouver, but recently it has taken a bigger bet on Los Angeles.

The accessories brand, founded by brothers Lyndon and Jamie Cormack, has grown in popularity across the globe. It is sold in 10,000 doors around the world and has garnered fashion headlines in London and Tokyo since its 2010 launch. It's a big deal here, too. The backpacks, which mix utilitarian and fashion influences, are sold at high-end department stores

and core skate shops. News of a recent sample sale for the Herschel brand in December drew giant lines at downtown Los Angeles' **California Market Center** showroom building. Recently, Herschel increased the size of its sales office in the City of Angels, where it also runs a big design office.

In a low key manner, it acquired **The Ntwrk Agency**, the Los Angeles showroom and sales group that has long handled Herschel's American sales. Terms of the deal were not disclosed by the privately held company. Kellen Roland, the founder of Ntwrk, will continue to run the office that will

➔ Herschel page 6

## Gildan Activewear Gets Final Approval to Acquire the American Apparel Name

By Deborah Belgum Senior Editor

A U.S. Bankruptcy Court judge on Jan. 12 gave **Gildan Activewear** the go-ahead to purchase the American Apparel name and some of the brand's equipment as well as its wholesale merchandise following the Los Angeles clothing manufacturer's bankruptcy filing in November.

American Apparel's retail store chain with about 100 outposts across the country will be shuttered by the end of April. However, bids were placed to take over the leases of

➔ American Apparel page 4

MADE IN AMERICA

## Raj Swim Expands With New Brand and Top Executives

By Deborah Belgum Senior Editor

**Raj Swim**, the largest swimwear manufacturer in Orange County, Calif., started out the new year with a bang.

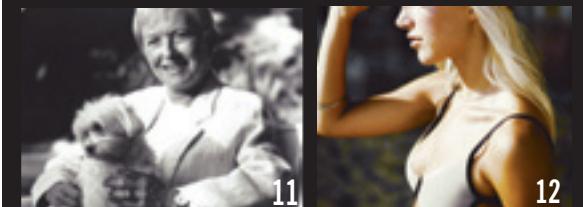
The 50-year-old bathing-suit manufacturer is launching a new swimwear line in March for the edgy millennial, has hired two new executives and is planning to open two new swimwear stores soon in Southern California.

The new president of Raj Swim is Brenda West, a swim-

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## INSIDE

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



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# Michael Stars Merges With Its Lerner et Cie Showroom

For years, the cofounder of the **Michael Stars** clothing company in Los Angeles owned a separate showroom business called **Lerner et Cie**, which represented the Michael Stars collection as well as other brands.

But after more than 30 years in the showroom business, Suzanne Lerner has decided to merge her showroom business with her Michael Stars business. The four Lerner et Cie showrooms dotted across the country will be changing their names to Michael Stars and representing only that line.

"Being a sales rep through the years has become more difficult," Lerner said, noting she has been representing her Michael Stars

line exclusively for the past year. "I have been focusing on Michael Stars, so I decided I might as well merge it."

In the past, Lerner et Cie represented other lines too such as **True Religion**, **Rich & Skinny**, **Koral** and **Laurie b.** at its showrooms in Los Angeles, Dallas, Atlanta and New York.

But operating two businesses basically under the same roof was taking up too much time and effort. "I no longer have to cut two checks, fill out two tax returns and two Affordable Care Act plans," Lerner said, noting she was operating two companies at the same time that basically had the same mission.

Lerner has been running Michael Stars for the past three years and became president of the apparel company in early 2015 after her husband, Michael Cohen, stepped down from that position and became the chairman of the board. The husband-and-wife team founded the company in 1986 basically as a T-shirt line with artsy graphics but grew it to become a lifestyle brand. About 75 percent of Michael Stars' merchandise is made in the United States.

Cohen passed away in March 2015. Since then, Lerner has been running the company and ramping up to expand to new doors and e-commerce sites. The brand has been on *Nordstrom.com* for the past 15 months and

now is in 10 **Nordstrom** doors as well as in **Anthropologie** stores.

Plans two years ago to open a new 2,000-square-foot store at 8547 Melrose Ave. in West Hollywood, Calif., were scrapped, and the very first Michael Stars store, which opened in Manhattan Beach, Calif., years ago was closed when the lease expired and the rent went up. Michael Stars now has a space within the **Third Gallery** store in Manhattan Beach.

"Retail is not easy right now," said Lerner, whose company now has eight Michael Stars stores in California, Arizona and Georgia.

—Deborah Belguem

# Ralph Lauren Issues New Sourcing Policy for Wood-based Fabrics

The **Ralph Lauren Corp.** has a new sustainable sourcing policy for its use of wood-based fabrics such as viscose and rayon.

The company will trace the raw-material sources for its cellulose fabrics to ensure its suppliers are not harming the rainforests or violating human rights.

"In 2017, Ralph Lauren intends to publish and implement our new sourcing guidelines on wood-based fabrics as part of a broader initiative to establish a traceability, risk-assessment and verification framework for the raw materials that we use," said Halide Alagoz, Ralph Lauren's senior vice president of global manufacturing and sourcing, in a statement. "We've already communicated our commitment to our vendors. We believe this initiative demonstrates Ralph Lauren's commitment to the environment with

responsible and traceable sourcing, which we believe will create a positive impact on ecosystems and global communities."

Ralph Lauren developed the new policy in cooperation with the **Rainforest Action Network**, the San Francisco-based nonprofit dedicated to preserving the "forests, their inhabitants and the natural systems that sustain life by transforming the global marketplace through education, grassroots organizing and nonviolent direct action." RAN's "Out of Fashion" campaign is focused on highlighting the risks that some "wood-based fabrics pose to endangered forests and human rights in Indonesia and elsewhere."

"Rainforests are more valuable left standing than being converted to pulp plantations for fabric," said Brihannala Morgan, RAN senior forest campaigner. "Indigenous communities

in North Sumatra and elsewhere have been suffering the direct impacts of land grabbing and other human-rights abuses from the production of forest fabrics and have been fighting back against expansion into their traditional lands for over 20 years. It's heartening to see brands beginning to take responsibility for their supply chains. Ralph Lauren's commitments and actions, along with those of more than 60 other

brands who have developed policies, can have a real positive impact for forests and the people that depend on them."

In addition to Ralph Lauren, **H&M**, **Zara**, **Stella McCartney**, **ASOS**, **Levi Strauss & Co.** and other apparel brands have adopted new sourcing and purchasing policies regarding wood-based fibers such as rayon, Modal and viscose.—Alison A. Nieder

## Calendar

### Jan. 13

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

### Jan. 15

**Retail's Big Show**  
Javits Center  
New York  
Through Jan. 17

### Jan. 16

**LA Fashion Market**  
California Market Center  
Cooper Design Space  
The New Mart  
Gerry Building  
824 Building  
Lady Liberty Building  
Primrose Design Building  
Academy Award Building  
Los Angeles  
Through Jan. 19

**Brand Assembly**  
Cooper Design Space  
Los Angeles  
Through Jan. 18

**Designers and Agents**  
The New Mart  
Los Angeles  
Through Jan. 18

**ALT Emerge Select Transit**  
California Market Center  
Los Angeles  
Through Jan. 18

### LA Kids' Market

California Market Center  
Los Angeles  
Through Jan. 19

### Hong Kong Fashion Week

Hong Kong Exhibition Center  
Hong Kong  
Through Jan. 19

### Jan. 17

**Première Vision**  
Pier 94  
New York  
Through Jan. 18

### Jan. 18

**DG Expo Fabric & Trim Show**  
Hotel Pennsylvania  
New York  
Through Jan. 19

### Jan. 20

**Imprinted Sportswear Show**  
Long Beach Convention and Entertainment Center  
Long Beach, Calif.  
Through Jan. 22

### Jan. 22

**Stylemax**  
Merchandise Mart  
Chicago  
Through Jan. 24

### Jan. 23

**Project MRket The Tents Project Sole Vanguards Gallery**

Javits Center  
New York  
Through Jan. 25

**Texworld USA**  
Javits Center  
New York  
Through Jan. 25

### International Apparel Sourcing Show

Javits Center  
New York  
Through Jan. 25

### Jan. 24

**Agenda**  
Javits Center  
New York  
Through Jan. 25

**Capsule**  
Javits Center  
New York  
Through Jan. 25

**ColombiaTex**  
Medellin, Colombia  
Through Jan. 26

**Liberty Fairs**  
Pier 94  
New York  
Through Jan. 26

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

For calendar details and contact information, visit [ApparelNews.net/calendar](http://ApparelNews.net/calendar).

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

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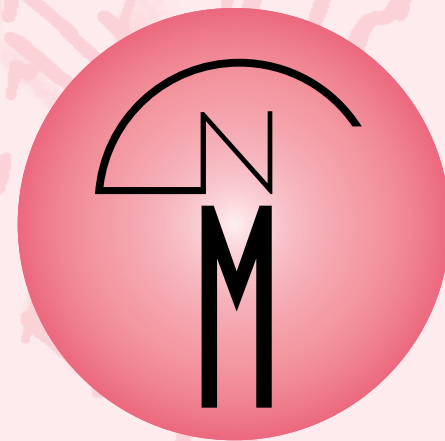
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## American Apparel Continued from page 1

two store locations—one in Chicago at 39 S. State St. and the other in Nashville, Tenn., at 320 Broadway.

In the bankruptcy court, it was revealed that American Apparel has lined up a potential buyer for its knitting and dyeing facility in Garden Grove, Calif., where about 330 people have been employed.

The potential buyer, **Bronc's Inc.**, which does business as **Wescoast Textile** in Compton, Calif., is offering between \$200,000 and \$250,000.

Gildan's \$88 million acquisition of just the American Apparel name and some merchandise means that T-shirt and clothing production at the humongous American Apparel factory near downtown Los Angeles and another facility in South Gate is shutting down.

Gildan Activewear—which makes T-shirts, fleece clothing, sportswear and socks—has purchased some of American Apparel's sewing machines, textile equipment, knitting machines as well as some dyeing and finishing machines but has not determined where it will be doing its manufacturing with the equipment or when production will start. "We are not sure where we will be doing production. We are evaluating that," said Garry Bell, vice president of corporate marketing and communications for Gildan Activewear, based in Montreal.

He said production could be done in Los Angeles, California or somewhere else in the United States. "As we develop our go-forward plans, we are looking at a lot of things, such

as labor costs and energy costs," Bell said.

The same day that the bankruptcy court in Wilmington, Del., approved Gildan's purchase, American Apparel's 3,500 workers had not been told when their last day would be.

Several days before the announcement, employees said

American Apparel invited several employment agencies to come in and have workers fill out forms to help the agencies find them jobs.

The shuttering of American Apparel operations is a blow to the local apparel manufacturing industry, which by the end of 2016 employed 38,900 people in Los Angeles County.

It was particularly bitter for Dov Charney, who founded American Apparel in Los Angeles in the 1990s and prided himself on being able to produce clothing in

the United States by paying his workers a living wage.

But he was fired by the board of directors in late 2014 and his job as chief executive officer was turned over to Paula Schneider.

"To see it go is a heart breaker," Charney said. "I think this was a great company. We had 25 years of straight sales growth. We had \$634 million in sales in 2013. After I left, sales halved. ... I believe American Apparel could have survived 50 more years."

Charney said he created an entire community of apparel workers who had their own medical center, received minimum wage and developed friendships and romances. "We counted 100 children who came from employee relationships," he said.

Charney has started a new apparel venture that is doing some production of T-shirts and sweatshirts in south Los Angeles. Charney said he wanted to hire as many former American Apparel workers as he can, with the goal of 1,000 employees in the next 2½ years.

### Second bankruptcy

Gildan was the first company to bid for certain American Apparel assets the first day American Apparel filed for bankruptcy protection on Nov. 14, 2016. This was American Apparel's second bankruptcy filing in a little more than one year.

Gildan's initial offer was \$66 million, which made it the stalking-horse bidder. That opened up an auction for other companies to come in and make bids. Reports had **Amazon.com**, **Forever 21**, **Authentic Brands** and **Next Level Apparel** taking a look at the company. But Gildan got busy and upped its ultimate bid by 33 percent.

"We are excited to be moving forward with this acquisition. The American Apparel brand will be a strong complementary addition to our growing brand portfolio. We see strong potential to grow American Apparel sales by leveraging our extensive print-wear distribution networks in North America and internationally to drive further market share penetration in the fashion basics segment of these markets," said Glenn Chamandy, president and chief executive of Gildan, whose other brands include **Alstyle Apparel**, **Anvil**, **Golden Toe** and **Peds**.

Gildan sells a large quantity of its products to **Target**, **Wal-mart**, **JC Penney** and **Kohl's**.

Most of its cut-and-sew operations are done in Honduras, Nicaragua, the Dominican Republic and Mexico. The Canadian company employs 25,000 people in Honduras, which make up more than half of the 48,000 Gildan employees.

Gildan also has four yarn-spinning facilities in North Carolina and a fifth yarn-spinning facility in Georgia. "We are the largest consumer of U.S. cotton," Bell said, noting that the vertically integrated company makes about 90 percent of its products in its own facilities.

"There is a natural fit here for American Apparel with Gildan," Bell said. "We sell to 52 countries around the world, and we can take American Apparel to many more markets." ●



The American Apparel store in Little Tokyo has been discounting merchandise for the past few weeks as almost all of the American Apparel stores will be closing by the end of April.



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Agenda *Continued from page 1*

for core surf and skate shops. Sales for the January-through-November 2015 period declined 1.7 percent in a year-over-year comparison.

But Agenda vendors did not let bad news get them down, said Patricia Thornton, executive vice president of sales for the **Maui & Sons** brand. "2016 was a hard season, but retailers are still here and they are buying," she said.

Reported shopping the show were buyers for retailers **Nordstrom**, **Pacific Sunwear**, **The Buckle**, **Amazon.com**, **Zappos**, **Nasty Gal**, **Tilly's**, **Diane's Beachwear**, **REI**, **Urban Outfitters**, **Sun Diego**, **Jack's Surfboards**, **Ron Robinson**, **Planet Blue**, **Karmaloop** and **Kitross**.

Buyer attendance and booth real estate were even with the January 2015 show, said Aaron Levant, founder of Agenda, which is observing its 14th year of business in 2017. "To me, flat is the new up," Levant said of doing business in a tough climate. Agenda is owned by **Reed Exhibitions**. Agenda also produces biannual shows in Las Vegas and New York.

Big surf brands **Quiksilver** and **Billabong** bowed out of the Long Beach show this season. The major brands did not respond to emails asking why they did not produce booths at the show after serving as Agenda vendors for more than several seasons.

However, major action-sports and streetwear brands produced big booths at the recent show. **Obey**; **RVCA**, which



**AGENDA SCENES:** Clockwise from top left: Vans booth; Jess Adams modeling the Sugar brand and David Long, a designer; and Tina Rani of GCK

is owned by **Billabong**; **DC Shoes**, a division of **Quiksilver**; **The Hundreds**; and **Vans** all produced major booths. Vans showed its Fall '17 collection at a 4,200-square-foot booth.

Agenda also continued to be a place to make debuts. **Etnies** introduced a new look for its "Marana OG" sneaker, which uses **Michelin**-brand rubber in its soles. **DC Shoes** introduced collaboration collections with the **Sk8 Mafia** brand and Indonesian graffiti artist **Darbotz**. The **Tavik** brand showed its new "Port" collection. **Herschel Supply Co.**, a luggage and accessories brand popular with streetwear and action-sports enthusiasts, introduced its first apparel line. Herschel's

two lines of outerwear were intended to be packed up easily for people on the go.

New brands also used the show to make debuts. **Sugar**, a Fort Lauderdale, Fla.-headquartered women's fashion basics line, took a bow at Agenda. The show also was a first for **GCK**, which is headquartered in Irvine, Calif. **Tsubo**, a footwear line, also debuted a new collection after going on a brief hiatus and relocating to Portland, Ore., from the San Francisco Bay Area.

The show branched into homewares and accessories. A Los Angeles brand called **Night Shift** introduced bedding for the action-sports set at Agenda. It is the first bedding brand in memory to exhibit at Agenda. Water-bottle brands also took bows, including **Yeti** and the Orlando, Fla.-headquartered **Corkcicle**.

Prominent styles at the show included coach's jackets, T-shirts with long hems and chino pants. Looks inspired by

1990s fashions also were making a splash.

**Kitross**'s Fraser Ross said that he picked up five brands for his shop on Los Angeles' Robertson Boulevard. Vendors needed to show more immediates in a show focused on Fall '17 styles, he said. "People are showing too far out. Spring is really what we need to chase," he said.

Jessica Alvarez, a **Kitross** assistant, said that there needed to be more variety at the show. "Everybody is doing the same thing. It's all military," she said of the olive green-inspired jackets and shirts at the show.

For David Yoo of the **Belmont** boutique in Chicago, the tough economy and pitched competition with major retailers and e-emporiums have been pushing boutiques to find new revenue streams. "I see a lot of retailers doing private label. It offers a good margin and there is less competition," he said.

After the Long Beach show, Agenda announced that it will debut a marketing division. The division will organize a range of productions from large events as well as pop-up shops at galleries located at 346 N. Fairfax Ave. and 441 N. Fairfax Ave. in Los Angeles, according to an Agenda statement released Jan. 9. Fairfax has developed a reputation as being a center for streetwear fashion over the past years.

In a separate interview, Levant noted that retail and modes of doing business have changed greatly over the past decade. Trade shows need to change too. "We need to become a launchpad for brands we represent. It is the next step in our evolution," he said.

A couple of days before the Long Beach show, Levant issued a letter on why the trade show format is still crucial in a world of social media. It was the first time he sent a "Why we do trade shows" letter. It was released on the Agenda website and was sent to thousands of contacts.

"In this never-ending sea of social media and digital communication, sometimes, I believe, we lose our focus on what's really impactful and meaningful. ... I strongly believe in building authentic face-to-face partnerships," he wrote. "I want to remind everyone, no matter what part you play in our industry, whether you are a retailer, distributor, brand, showroom or press, we value what you are. It's incredibly important to show up and continue building relationships."

The letter was a topic of discussion at the Long Beach show. "It wasn't a sales ploy," Levant said. "It was a statement on what are company does; we help build relationships that are meaningful." ●

Herschel *Continued from page 1*

focus solely on Herschel products. His title will be director of sales, USA, for Herschel.

"It was a once-in-a-lifetime opportunity to be part of a brand that makes the best product," Roland said. "We're telling a story and continuously innovating. We're always trying to make better product."

As a separate venture, Roland founded the biannual **LA Men's Market** trade show in Los Angeles. More than 100 fashion and streetwear brands exhibit at the trade show. Its next show is scheduled for March 28-29. Whether he will return to direct the show is yet to be determined, Roland said.

The deal to bring Ntwrk in-house was wrapped up in early January. Before the deal, Herschel employed three designers in Los Angeles. Starting in January, it will employ 15 people and will be hiring more Los Angeles design staff as the company grows, according to a Herschel statement. The sales offices will be located on the fourth floor of the CMC. The design office is located on the sixth floor. Both are located in the "B" wing of the CMC. As part of the deal, Herschel also acquired Ntwrk's New York City showroom.

Lyndon Cormack, Herschel's cofounder and managing director, also noted that it was crucial to bring sales in-house to increase focus on the brand. "It is so much better to have everyone on the same team," he said in a telephone interview from his Vancouver headquarters. "It has never been more collaborative. It has never been more helpful for decision making going forward as a brand."

Cormack is a frequent visitor to the Los Angeles area. He often stays in Malibu and West Hollywood when he flies into Los Angeles more than six times a year. However, as the Cormack brothers solidify their company's position as a global brand, they wanted to add a Los Angeles perspective to the brand, which has been noted for its old-school appeal and mixing the feel of urban travels and nature treks.

"We have a strong Pacific Northwest point-of-view," Lyn-

don Cormack said. "One thing we are trying to accomplish is to have a complementary design aspect from a Los Angeles point-of-view."

The brand's design has Southern California roots. Its design director is Jon Warren, who formerly worked as a design director for **Vans** footwear and apparel label. Vans is headquartered in Orange County, a center of the surf and skatewear scene. When he joined Herschel in 2014, Warren worked out of Herschel's Los Angeles office. He moved to Vancouver 18 months ago, Cormack said.

Outside of design, Los Angeles is a key point of interest to the Cormacks. A real estate venture they are involved with, **CormackHill LLP**, acquired the former **Fred Segal** compound at 8100 Melrose Ave. in Los Angeles in March, reportedly for \$43 million. The brand runs a handful of

branded boutiques. This year, it will open one in Vancouver, and reportedly a Los Angeles shop will be rolled out in the future.

Herschel made a splash with backpacks. The brothers Cormack, formerly employed as sales reps for brands such as **Vans** and **K2**, saw an opening in the accessories market. They saw it as sports oriented. But youth who were more focused on fashion and lifestyle often carried backpacks. Why not design backpacks closer to their aesthetic?

They introduced their lifestyle backpacks at the **Agenda** trade show in New York City in 2010. In a case of great tim-



ing, the general popularity of the backpack category skyrocketed and has been seen on celebrities such as Taylor Swift and Rihanna in addition to handbags. Herschel has been placed at major retailers such as **Nordstrom**, **Bloomingdale's** and **Urban Outfitters** as well as e-commerce emporiums such as **Revolve** and independent boutiques such as **Bowls Los Angeles** in the Little Tokyo section of Downtown Los Angeles.

The brand has expanded from backpacks to accessories such as wallets, tote bags and even caps. At Agenda, which ran Jan. 5-6 in Long Beach, Calif., the brand introduced its first apparel collection. It debuted two lines of outer-

wear: "Voyage," which is a line of packable windbreakers, and "Forecast," which is rainwear.

Silhouettes include coach's jackets, windbreakers, parkas and ponchos—a look that will be offered to women. Each silhouette is offered in 15 colorways—which range from blacks, grays and navy blues to pinks—as well as color-block designs and camouflages. The first deliveries for the outerwear will be in June, and retail price points will range from \$69 to \$100.

Herschel bided its time before it tried its hand at apparel. "We wanted to be famous for something before we were known for everything," Cormack said. Eventually, Herschel plans on being a lifestyle brand. But he said that the company will take its time. "We'll be more focused of how, when and why we'll get into certain categories," he said. ●



ANDREW ASCH

Lyndon Cormack of Herschel Supply Co., right, with Kellen Roland

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Starlight Sunglasses

#### NEW SHOWROOMS

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Judy P Tops *Updated*  
Krazy Larry Pants *Updated*  
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Kate Spade Sleepwear *Intimate apparel*

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B587  
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A603  
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BUTTERSCOTCH KIDZ

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*Children's*  
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A656  
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Tartine et Chocolate *Children's*

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A677  
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A679  
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A681  
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A682  
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BOW & ARROW SHOWROOM

A683  
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Fluf Organic Bags *Children's*  
Hoonana *Children's*

Huxbaby *Children's*  
Kash Were *Children's*  
Kate Quinn Organics *Children's*  
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Baby/Magnetic Me Orange Heat  
*Children's*  
Paisley Magic *Children's*  
Sweet Bamboo *Children's*  
Tiny Twig Organics *Children's*  
Twirly Girl *Children's*



## Atlanta Apparel

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**February Atlanta Apparel**

SHOWROOMS: Wednesday, February 1–Sunday, February 5, 2017

TEMPORARIES: Wednesday, February 1–Saturday, February 4, 2017

**VOW | New World of Bridal**

Tuesday, April 4–Thursday, April 6, 2017

**April Atlanta Apparel**

SHOWROOMS: Wednesday, April 5–Sunday, April 9, 2017

TEMPORARIES: Wednesday, April 5–Saturday, April 8, 2017

**June Atlanta Apparel**

SHOWROOMS & TEMPORARIES:

Wednesday, June 7–Saturday, June 10, 2017

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##### ML FASHION GROUP

###### Suite 401

Dilascia  
Flex Watches  
Inkkas

##### JANELLE MOORE SALES

###### Suite 807

Jane Basch  
Jessica Elliot  
Jewels by Caryn  
Marcia Moran  
Virgins Angels and Saints

##### STRUT L.A.

###### Suite 807

Accessorizit  
Amy Louise  
Karine Sultan  
Konplott  
Nakamol Chicago  
Sweet Romance

##### CIRANA/LAPIS

###### Suite 809

Cirana  
Lapis

##### FASHIONLINK

###### Suite 1011

Ana Alcazar  
Avantgar Denim  
Aventures Des Toiles  
Beate Heymann  
Cristina Gavioli  
European Cuture  
Indies  
Pepito's

#### NEW LINES

##### SALT & PEPPER SALES

###### Suite 505

Beau Jours  
Happy Rainy Days  
Ozka Cashmere House  
Veronique Miljkovitch

##### KARMA SHOWROOM

###### Suite 600

Annabelle  
Delicia  
Karat Jewelry

##### JOKESTYLE

###### Suite 607

Blue Coat & Town  
JG Knitwear  
Just Bones  
Kalliopi Eleni  
Krista Koeppel  
Mena Lombard  
Red Letter

##### HASSON COSTA

###### Suite 700

Bishop + Young  
d.RA  
Father's Daughter  
George Loves

##### COHEN SHOWROOM

###### Suite 703

MM Vintage

##### KATHY WALKER SALES

###### Suite 711

Believe or Leave  
K. Walker  
Saythesun  
Unveil

##### CORINA COLLECTIONS

###### Suite 807

Lancaster Paris  
Mimsy Borogrove Designs

##### BERNADETTE MOPERA & CO.

###### Suite 813

Traffic People

##### SUE GOODMAN SHOWROOM

###### Suite 909

Project Social T

##### THE RESIDENCY

###### Suite 921

Ringly  
Weslin + Grant

##### THE LANDA SHOWROOM, INC.

###### Suite 1001

Dear John Tops  
Temple Flower

##### REPRESENTING SHOWROOM

###### Suite 1002

Ibeliv  
Riviera Shoes  
Silis  
Sugar Bean Jewelry  
Yael Meyers Accessories

##### THE H.E.M. SHOWROOM

###### Suite 1003

Issue NYC

##### JACKIE B SHOWROOM

###### Suite 1004

Blush Noir  
Mary & Mo

##### WBC SHOWROOM

###### Suite 1101

Breakdown Clothing

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860 S. Los Angeles St.

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###### Suite 410

2Nostalgik  
Juicy

##### FINDINGS

###### Suite 608

Loyd/Ford  
Sprung

##### BOND SHOWROOM

###### Suite 635

LAVEER  
Line Cashmere

##### HATCH

###### Suite 800

Kylie  
Majestic Filatures

### Gerry Building

910 S. Los Angeles St.

#### TEMPORARY SHOWROOM

##### JULIYN TAYLOR SHOWROOM

###### Suite 808

Arcadia Movement *A stylish, sophisticated, fun brand out of Australia*  
Barrel USA *Contemporary, urban lifestyle activewear*  
Funky Diva *Fun, fashionable fitness wear*  
Lilybod *Sassy, sleek and seriously stylish leggings*  
Rese Activewear *A stylish line of activewear*  
Sukifushu *High-end active brand from London*

### Academy Award Building

843 S Los Angeles St.

#### NEW SHOWROOMS

##### BROTHERHOOD

###### Suite 2F

##### GLOBAL REBELS INC.

###### Suites 3A and B

##### SUGARPUSS & MUHEEKAH COLLECTION

###### Suite 3C

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# OC Mix Retains Intimate Feeling, Draws More Retailers

By Alison A. Nieder *Executive Editor*

The Jan. 10–11 run of the **OC Mix** trade show drew a mix of returning exhibitors and newcomers to the small, regional trade show held in the Irvine, Calif., headquarters of **Z Supply**.

The show featured a tightly edited mix of brands including **Z Supply** and its sister brands **Rag Poets**, **White Crow** and **Black Swan** as well as **Free People**, **Chaser**, **Johnny Was**, **L\*Space**, **Level 99**, **Chan Luu**, **Havaianas**, **Lavender Brown**, **Project Social T** and **Olive & Oak**.

This was the fourth edition of the show, which first launched last April, and exhibitors reported seeing focused buyers from Southern California and farther afield.

“We see more traffic each time,” said Debby Martin, national sales manager at Irvine, Calif.–based **L\*Space**, which has exhibited at **OC Mix** since the launch.

“It’s a great show,” Martin said, describing the show as a “tried-and-true working show.”

Tali Levy, designer representative with the **Sue Goodman** showroom in **The New Mart** in Los Angeles, was at the show for the first time with three collections: **Project Social T**, **Lavender Brown** and **Olive & Oak**.

“Orange County is a great territory for us. We have a lot of stores in the area,” Levy said. “For a small show to bring so many stores, it’s amazing. I’m very impressed. I opened three new accounts in the first half of the first day.”

**Johnny Was** also has a strong business in Orange County and San Diego, said Bree Stanley, account executive for the Los Angeles–based line. Stanley said the Irvine venue proved to be a good meeting point for those accounts as well

as several new ones. On the morning of the first day a store from Portland, Ore., stopped by as did a San Diego–based buyer for a Canadian retailer.

“We’re always looking for new stores,” Stanley said. “We didn’t know what to expect [at the show], but it’s a beautiful venue. It has the comfy, cozy, quality feel to it that a lot of the buyers like.”

drawing out-of-state retailers from Arizona and Oregon, the show is a good place to meet with Southern California stores.

“It gets local people that would be hard to see on the road,” she said. “And it’s more personal. It’s small, so they’re not feeling rushed.”

It was a similar story for **L\*Space**’s Martin, who described the show as a place to meet with existing stores, as well as a “platform to seek out new accounts” from Southern California, Northern California and Arizona.

This was the second time at **OC Mix** for Los Angeles–based accessories collection **Chan Luu**.

“We have good business in Orange County,” said Account Manager **Lanae Mackey**. “And there’s so many people to see at **LA [Fashion] Market**.”

Mackey said she opened a few new stores at the last **OC Mix** show in September and was meeting with both existing accounts and potential new ones at the recent show.

This was also the second time at the show for retailer **Patricia Illing**, owner of the **Beverly Hills Bikini Shop**.

“I like the vibe,” she said. “It’s smaller, more intimate; you can get things done.”

The Beverly Hills, Calif., store carries a mix of swimwear and contemporary lines. Illing said she was meeting with some of her existing brands, such as **Z Supply** and **L\*Space**, as well as writing orders for new lines, such as **Chaser**.

In all, 45 retailers shopped the show, including **Sunny Days**, **Prism Boutique**, **LF Stores**, **The Fort & The Clubhouse**, **Eva’s Trunk & Denim Bar**, **Inspyre**, **Nordstrom** and **Tillys**.

The next **OC Mix** show is scheduled for April 11–12, followed by shows in June and October. ●



**CONTEMPORARY MIX:** Among the contemporary brands showing at **OC Mix** were (pictured clockwise from top left) **Z Supply** and its sister brands **Rag Poets**, **White Crow** and **Black Swan**; **L\*Space**; **Johnny Was**; and **Free People**.

Plus, the lines showing at **OC Mix** complement each other, Stanley said.

“We all hang well in here,” she said. “That’s what makes it nice for buyers. Going to a big show you don’t always see new lines. Here, you can stop and see someone new.”

**Sandy Ramirez**, account executive with the **WBC Showroom** in **The New Mart**, returned to the show for the fourth time with denim brand **Level 99**. Ramirez said, in addition to

Feb. 10

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# Swimwear Maker Anne Cole, 90

By Deborah Belgum Senior Editor

Anne Cole, the iconic Los Angeles swimwear maker who introduced the tankini to the American swim scene, died on Jan. 10 in Beverly Hills, Calif., after a short illness. She was 90.

Cole, whose famous father, Fred Cole, founded **Cole of California**, was for decades a well-known fixture in the Los Angeles swimwear industry—first working for her father and then branching out in 1982 to establish her own self-named label. She guided and worked with many young swimwear designers who went on to start their own brands.

Anne Cole was a fourth-generation Californian who was born into a family that manufactured apparel, including drop-seat underwear.

In 1925, her father, a silent-film star, founded Cole of California, which started out as a swimwear division of the family's **West Coast Manchester Knitting Mills**, which made men's long knit underwear.

Anne did not immediately go into the family business. After graduating from college, she dabbled in theater, working with actor Gregory Peck during the start of the **La Jolla Playhouse**.

But her father lured her back in the 1950s to Los Angeles, where she learned the swimwear business from top to bottom. Around that same time, the company hired Esther Williams, the competitive swimmer-turned-actress famous for her swimming pool scenes, to wear the label's suits and be a spokesperson for the brand. It was not unusual for Anne to show up at the backdoor of a studio lot to deliver bathing suits to the movie actress.

Cole eventually became the company's top salesperson, handling key accounts such as **Saks Fifth Avenue**, **Marshall Field's**, **Bloomingdale's** and **Macy's**.

Cole of California was sold in 1960 to **Kayser-Roth** and then went through a number of owners until it was acquired by **Authentic Fitness Corp.** in 1990, when Cole of Califor-

nia was merged with **Catalina** to form **Catalina Cole**.

All this time, Anne stuck with the label and in 1982 decided to form the **Anne Cole Collection**, which in 2008 was sold to the **In Mocean Group** for \$26 million. From the beginning, she became the division's designer and quadrupled volume within its first five years.

In 1998, Cole introduced the tankini suit to her collection after seeing all these young women in Los Angeles wearing spaghetti-strap T-shirts with their shorts. The tankini is still a popular silhouette and is a common fixture in the collection of many swimwear labels.

Lynne Koplin, who worked with Cole for 14 years at Cole of California and later at the Anne Cole Collection, said the swimwear maven was very much on the cutting edge of the swimwear industry. "She stood for paired-down, simple, sophisticated suits," said Koplin, who recently became chief executive of **Reyn Spooner**, a company in Hawaii that makes vintage-style Hawaiian shirts. "She believed the woman should wear the suit and not the other way around."

Cole was a big believer in astrology, Koplin said, so the pair worked well together with Cole being a Virgo and Koplin a Taurus. "We were like the Smothers Brothers," Koplin recalled. "I was the serious, factual, follow-up technical person, and she was the showman. She really taught me how to sell and how to romance the sale."

Cole may have had a privileged upbringing, but she had a colorful past. Koplin remembered that the swimwear designer had gone to **Beverly Hills High School** with Elizabeth Taylor but got kicked out of school and sent to a Catholic school in Northern California. "The nuns were the only ones that could handle her. She was just a rebel," Koplin said.

Swimwear designer Rod Beattie, who has his own swimwear label, **Bleu/Rod Beattie**, which he designs out of his studio in South Pasadena, Calif., worked with Cole for five years in the late 1990s at Authentic Fitness. They remained friends after he left to work for **Apparel Ventures**. "It is the

end of an era," he said. "She grew up in the business. It was her life and she had a passion for it. She created something different and was doing what no one else wanted to do."

He remembered her for her dry sense of humor, which kept everyone laughing. He recalls they once did a whole collection of mesh suits and she wanted to call it "Women in a Mesh," but the company's executives nixed that idea.

"She loved color," Beattie said. "We would spend hours putting the palette together." She was bold enough to endorse lime green when it was still a daring color.

But she was also known for her subtle hues and chic silhouettes. "Anne was the poster child for sophisticated swimwear," said Rosemary Brantley, founding chair of the fashion design department at the **Otis College of Art and Design**, where Cole was a mentor for many years to students studying swimwear design. "I remember the first year we worked with her, she wanted all of the suits to be in brown, which was a color nobody made in swimwear. That was about 17 years ago."

The students were always in awe of this famous swimwear designer, Brantley said, but Cole immediately put them at ease with her wise-cracking ways and youthful spirit.

The fitting theater at the design department's former headquarters at the **California Market Center** had huge photos of Anne Cole's swimsuits on either end of the walls. Around the corner was an enormous picture of an Anne Cole ad campaign. "She gave us all her stuff," Brantley said.

Cole loved to surround herself with young people who inspired her and kept her up to date on trends. "She was the most famous swimwear designer ever in California," Brantley said.

Cole was twice presented with the college's Otis Creative Vision Award for her contributions to fashion design.

Cole is survived by her brothers, Jeffrey Cole and Maj. Gen. Thomas Cole; her sister, Penny Cole; and her godson, Frederick Flora. She was preceded in death by her longtime companion and business partner, Susan Flora.

In lieu of flowers, memorial donations can be made to the **Otis College Fashion Design Scholarship Fund**, c/o Otis College of Art and Design in Los Angeles. ●



Anne Cole

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**Raj** *Continued from page 1*

wear veteran who was a founding partner at **Manhattan Beachwear**, where she worked for more than 25 years, most recently as president.

Also hired was Steven Brink, who comes on board as the new chief financial officer and chief operating officer. Most recently, he spent eight years at **Not Your Daughter's Jeans**, where he held similar titles. Prior to NYDJ, Brink was the CFO at **Quiksilver Inc.**

The two started work on Jan. 3. "They are both great additions," said Alex Bhathal, who runs the company with his sister, Lisa Bhathal Vogel.

"We've respected Brenda's achievements for many years as a competitor and couldn't be happier that she has joined team Raj," Lisa said.

Previously, Alex and Lisa shared the president's title. They vacated that position to hire West. They are now co-chief executive officers. "Lisa and I have been running the day-to-day operation for over 10 years, and we wanted to focus on the strategic opportunities to move the needle of

to the gym or do yoga.

Pieces include sports bras, halter tops, bikini bottoms, swim shorts, pants and rash guards. "We are expanding Next with a younger capsule product as well as with a product that is true activewear," Alex said.

On the retail front, Raj Swim plans to add two new swimwear retail locations in the upcoming months to its six-store swimwear store chain called **SwimSpot**, which got off the ground in 2009.

Leases are being negotiated for outposts in Southern California, where most of the stores are located in cities such as Newport Beach, Glendale, Irvine and Thousand Oaks.

Raj Swim has also trimmed its swimwear licenses. Currently, the company is manufacturing swimwear for **Nautica**, **Ella Moss**, **Splendid** and **Reef**. It no longer makes swimwear for **Oakley**, **Hurley** or **Juicy Couture**. "We are focusing on brands that have the largest-profitable growth opportunity for us and the retailer," Alex said.

The company's in-house brands are **Luxe** by **Lisa Vogel**, **Athena**



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Looks from the new Vyb swimwear line

the company," Alex said.

Already, expansion plans are in the works. In March, Raj Swim will test-market a new swimwear line called **Vyb** (pronounced "vibe"), designed for the "edgy millennial" looking to connect with a swimwear label that hits all the trends. "The concept of Vyb is for the girl who constantly changes her mind," Alex said.

There will be several different looks to the label. There will be the rebel Vyb, the bohemian Vyb and the surf Vyb. The collection has one-pieces and two-pieces with retail pricing going from high to low. There will be tops that will sell for \$70 to \$90, but they can be paired with a \$30 bikini bottom. "They can get a set for \$90 to \$120," Alex noted.

Different colorways go with each Vyb concept.

Along with a new brand, Raj Swim is expanding its **Next** label, the company's largest in-house brand, which encompasses activewear and swim segments at the same time. It is ideal for the woman who likes to do stand-up paddling, dive into the water, go

and **Basta Surf Swimwear**, a New York-based contemporary label acquired in 2014.

Raj Swim, which changed its name more than one year ago from **Raj Manufacturing**, was founded in 1967 by Raj and Marta Bhathal, parents to Lisa and Alex. They started a company that used to manufacture most of its swimwear out of its Tustin headquarters.

These days, 50 percent of Raj Swim's production is done in its two factories in Tustin and Santa Fe Springs, which employ 200 people, while the rest is made with California contractors as well as in factories in Mexico and Asia.

It was more than 10 years ago that Raj and Marta Bhathal turned over operation of the company to their children. The second generation is now getting ready to take it to another level. "Lisa and I have been working on a transformation and modernization plan for the last year and a half," Alex said. "We are focusing on accelerating the necessary changes to evolving the retail landscape of today and tomorrow, focusing on being digital and being more consumer-centric." ●

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# Resource Guide

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Glendale, CA 91203  
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[www.milbergfactors.com](http://www.milbergfactors.com)  
[dreza@milfac.com](mailto:dreza@milfac.com)

Contact: David M. Reza, SVP Western Region  
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## FASHION RESOURCES

### Atlanta Apparel

[www.AmericasMart.com/apparel](http://www.AmericasMart.com/apparel)

**Products and Services:** 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 Premiere (women's premium high-end/contemporary apparel, denim, and accessories), Premiere LUXE (high-quality luxury apparel and accessories) and Emerging Designers (new-to-market designers). Atlanta Apparel presents five apparel markets and three specialty markets: WORLD OF PROM (prom, pageant, quinceañera, social occasion) each year and VOW | New World of Bridal twice each year.

### Cooper Design Space

860 S. Los Angeles St.  
Los Angeles, CA 90014  
(213) 627-3754  
[info@cooperdesignspace.com](mailto:info@cooperdesignspace.com)  
[www.cooperdesignspace.com](http://www.cooperdesignspace.com)

**Products and Services:** The Cooper Design Space, at the corner of Ninth and Los Angeles streets in the heart of L.A.'s Fashion District, hosts a space that embraces cross-pollination among L.A. lifestyle businesses in fashion, media arts, and publishing. The building is 11 stories tall and, having been built in 1927, represents the city's history of creative commerce. It's a space that encourages fluidity across functions by offering an event venue, offices, and showrooms in a single location.

### Fashion Market Northern California

3701 Sacramento St., Suite 204  
San Francisco, CA 94118  
(415) 328-1221

[fashionmarketnorcal@gmail.com](mailto:fashionmarketnorcal@gmail.com)  
[www.fashionmarketnorcal.com](http://www.fashionmarketnorcal.com)

Contact: Suzanne De Groot  
**Products and Services:** The trend driven and easy-to-shop Fashion Market Northern California is the largest open-booth show on the West Coast, with over 2,000 apparel and accessories lines. Our exhibitors showcase 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 throughout 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.

### Gerry Building

910 S. Los Angeles St.  
Los Angeles CA 90015  
(213) 228-1988

Contact: Michael Cruz  
[info@gerrybuilding.com](mailto:info@gerrybuilding.com)  
[www.GerryBuilding.com](http://www.GerryBuilding.com)

**Products and Services:** The Historic Gerry Building is located at the intersection of Ninth and Los Angeles streets in the heart of the Los Angeles Fashion District. This historic building has been completely renovated and reborn, marrying retro-elegance with modern details. Inside and out, the Gerry Building has been updated with in-suite amenities, a magnificent rooftop available for tenant events, technology, and finishes to create a collection of contemporary showrooms and design suites that blend the new and old like nowhere else in the Fashion District.

### SoCal Blanks

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Gardena, CA 90248  
(310) 965-9776

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

**Products and Services:** We at SoCal Blanks are committed to the highest standards in every aspect of our business. From manufacturing to customer service and shipping, every individual is dedicated to delivering our premium blanks with the highest level of quality and service. We offer you a wide variety of high-quality, off-the-shelf apparel as well as custom-dyed garments in both men's and women's styles. In a hurry? We carry deep inventories of the most popular styles and colors in 100% ringspun cotton, poly-cotton blend, and tri-blend fabrics. We produce our own yarn, create our own fabrics, and cut and sew in our own facilities. Quality is always consistent and turn times are usually a matter of hours, not days. Looking for something different? Our garment-dye options give you unlimited colors and choices. We can custom dye any of our premium garment-dye blanks to any color or colors you desire.

### The New Mart

127 E. Ninth St.  
Los Angeles, CA 90015  
(213) 627-0671

Fax: (213) 627-1187

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

**Products and Services:** In the heart of Los Angeles' Fashion District is the landmark New Mart Building. The showrooms of The New Mart represent the most exclusive and coveted contemporary lines from an international array of designers and manufacturers. The New Mart is unique in both architecture and style. The intimate setting creates a user-friendly experience for visitors. Each of its glass-fronted, uniquely designed showrooms provides a buying adventure that cannot be experienced at any other showroom destination. The New Mart is open year-round to the wholesale trade only and has 95 showrooms featuring hundreds of contemporary women's and men's apparel and accessory resources.

### WWIN

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

**Products and Services:** 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.

## MADE IN AMERICA RESOURCE

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Los Angeles, CA 90011  
(310) 884-9083

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

**Products and Services:** Since 1999, Azteca Dye and Laundry has been committed to providing quality dye and wash services to the garment industry. We have a history of working, developing, and creating some of the biggest names in the garment industry. We have two locations in the Los Angeles area with a total of 96,000 square feet of space. At Azteca, we work 24 hours a day, seven days a week in order to provide you with the fastest turnaround time in our industry.

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

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Gardena-based Company has an FT opening for Technical Designer. Duties included Tech Pack review & Creation; Work with Proto, PPS and TOP with customers; work with QC and Production Team. Must be a team player and speak Spanish. Min of 5 yr working exp. Please send resume to [rogueresume2014@gmail.com](mailto:rogueresume2014@gmail.com)

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Currently Looking for a CAD/Graphic Artist to join a fast paced fashion team. Fluency in Illustrator and Photoshop are key as well as strength in Flat computer illustration. Exp. is a bonus however entry level will be considered. Pls send res. to: [melissa.k@secretcharm.com](mailto:melissa.k@secretcharm.com)

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Fortune Swimwear LLC, is seeking a full-time senior 1st through production patternmaker for our private label Missy and Plus swimwear lines. Candidates must have a strong knowledge of garment construction and troubleshoot potential production issues before samples are made, for both aesthetic & cost purposes. Needs to be a team player that works well in a fast paced environment and be able to prioritize work. Minimum of 5 years' experience required. Knowledge of Gerber and Excel a must. Qualified applicants, please email your resume to: [dchang@fortuneswimwear.com](mailto:dchang@fortuneswimwear.com)

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Gardena-Based Company has a FT opening for Production Manager. Duties: Cutting Tickets, Schedule & Arrange with all vendors in US and Mex; QC overview and shipping. Must speak Spanish, a team player & Min of 6 yr of working exp. Please send resume to: [rogueresume2014@gmail.com](mailto:rogueresume2014@gmail.com)

### PRODUCTION ASSISTANT

Min 1-3 yrs experience working in production. Exp. with maintaining WIP. Good communication skills. Must be comfortable communicating with contractors, suppliers and customers. Must be organized and works well in a team setting. Good computer skills. Pls email resume to: [nicole@nicolette-la.com](mailto:nicole@nicolette-la.com)

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### ASSISTANT TO PRODUCTION

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### PATTERN MAKER

Gardena based Company has FT opening for Pattern Maker. Duties are Dev & Production Pattern Creation and Grading for Women, Jr Men and Child Styles. Must be a team player and know how to create by Tukatech System. Must have Min of 5 yr working exp. Please send resume to [rogueresume2014@gmail.com](mailto:rogueresume2014@gmail.com)

### PRODUCTION COORDINATOR

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Please email resumes to: Joanne Perez to: [jperez@jayallc.com](mailto:jperez@jayallc.com)

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### February 3

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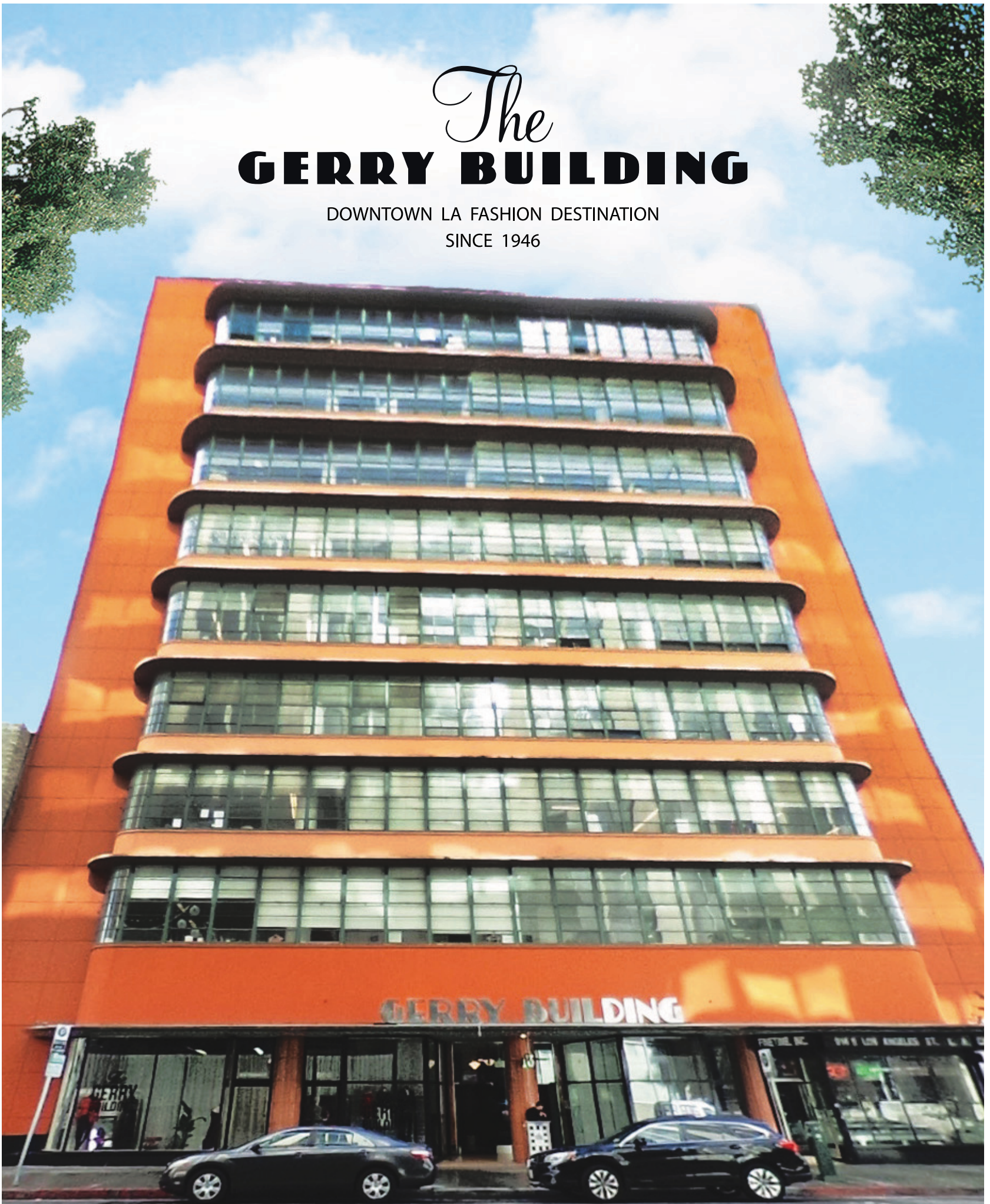
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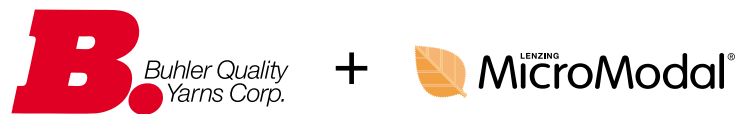
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## Lenzing Opens New Tencel Facility in the U.S.

Lenzing is expanding its U.S. operations for production of **Tencel** fibers in Mobile, Ala. The new facility will have a capacity of 90,000 tons of fiber and represents an investment of nearly \$300 million.

Lenzing will build the new plant on the site of its existing facility in Mobile. Once completed, the new facility will be the largest Tencel fiber plant in the world. The facility is scheduled to start production in 2019.

Lenzing's current global Tencel capacity is 222,000 tons per year. The new plant in Mobile will increase total Tencel fiber capacity by more than 50 percent by 2019, according to the company, which said the infrastructure at the current Mobile site and "attractive energy costs" in Alabama led to the decision to build the new facility.



Lenzing CEO Stefan Doboczky

"This investment represents another major milestone in the implementation of our corporate strategy sCore TEN. It will bring us a big step further to reach our target of 50 percent revenue from specialty fibers by 2020," said Lenzing Chief Executive Officer Stefan Doboczky in a company statement. "This expansion also underscores our commitment to all our Tencel fiber customers, who continue to make their products even more sustainable using Tencel fiber."

To help drive the company's growth plans, Lenzing named Heiko Arnold the chief technology officer, a new position for the company that combines technical, operational and engineering responsibilities. Arnold was previously with **BASF**, working in operations as well as research and development.

"We are pleased to welcome Heiko Arnold, a further expert with broad international experience, to Lenzing's Management Board team," said Hanno Bästlein, chairman of the Lenzing Supervisory Board. "Lenzing is on a successful, dynamic growth course with the development and implementation of the new sCore TEN corporate strategy, and that makes an increase in the management board to four persons a reasonable step. His 15 years of experience in Asia, in the realization of major investment projects and in operational excellence, make Arnold a perfect match for the challenges faced by Lenzing."

Headquartered in Austria, Lenzing produces premium sustainable cellulosic fibers including Tencel, **Lenzing Viscose** and **Lenzing Modal** in production sites around the world, including the United States, Europe and Asia. The company produces 965,000 tons of fiber for the global textile and nonwovens markets.—*Alison A. Nieder*

## Unifi Expands Repreve Production to Vietnam, Distribution in Asia

Vietnam is the next stop for **Repreve**, according to Greensboro, N.C.-based **Unifi Inc.**, which produces the fiber made from recycled materials including plastic bottles.

Unifi has struck a deal with Vietnam-based **Century Synthetic Fiber Corp.**, which is now a licensed manufacturer of Repreve. The mill will manufacture, sell and distribute Repreve filament yarn within Vietnam. **Unifi Textiles (Suzhou) Co. Ltd.**, a China-based subsidiary of Unifi, will manage sales and distribution of Repreve yarn exported from Vietnam.

Unifi's agreement with the two companies will open new channels for Repreve and shorten lead times for companies producing in Asia.

Ho Chi Minh City-based Century Synthetic Fiber Corp. has been producing polyester yarn for more than 15 years.

"Vietnam has been a region of focus for brands and retailers over the past few years," said Tom Caudle, president of Unifi Inc., in a statement. "The growth in the region cannot be ignored, with exports of approximately \$27 billion of apparel and textiles in 2015 and expectations to grow to \$30 billion in

2016. Within the past 18 months, we've grown distribution of Repreve to include Turkey, Taiwan, Sri Lanka and, now, Vietnam."

Jay Hertwig, Unifi's vice president of global brand sales, marketing and product development, said establishing a production and distribution base in the region is important for Repreve and for the company's overall global supply chain.

"This is a strategic position in growing the global supply chain for Repreve and will allow us to expand into other premium value-added products in the near future," Hertwig said. "A presence in Vietnam will enable Unifi to meet sourcing requests and increasing demand from our customers wherever they choose to do business."

Unifi produces textured and other processed yarns as well as "premier value-added yarns with enhanced performance characteristics." In addition to recycled Repreve fiber and yarns, the company produces **Sorbtek**, **Reflexx**, **Aio**, **Satura**, **Augusta**, **A.M.Y.**, **Mynx UV** and **Microvista** products for the apparel, hosiery, automotive, home furnishings and industrial markets.—*A.A.N.*

## Hyosung Strikes Deal With Best Pacific Textiles

South Korea-based Hyosung, maker of **Creora** spandex, has partnered with knit mill **Best Pacific Textiles** to create a series of smart fabrics with moisture management, UV protection, comfort, fit, insulation and freshness characteristics using Hyosung's **MIPAN Aqua x**, **Creora Fresh**, **Aerowarm** and **Creora Powerfit**.

"Consumers want versatility in their garments and want to be able to work out, stop at the grocery store or run an errand all with comfort and confidence," said Ria

Stern, Hyosung's global marketing director, in a statement. "We worked with Best Pacific to develop this collection of fabrics in various weights to go from performance underwear, sports bras, base layer applications."

Based in Seoul, Hyosung has a global network of more than 36 subsidiaries and international offices around the world.

Based in Guangdong, China, Best Pacific offers fine-gauge circular knits, warp knits and narrow-width fabrics.—*A.A.N.*



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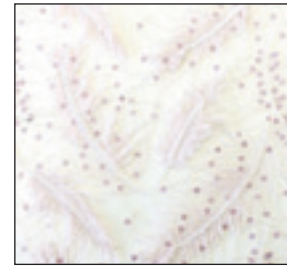
Fabric Selection Inc. #SE60417



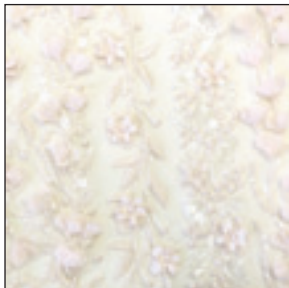
Texollini #6322D1



D&N Textiles Inc. #6123



D&N Textiles Inc. #6098



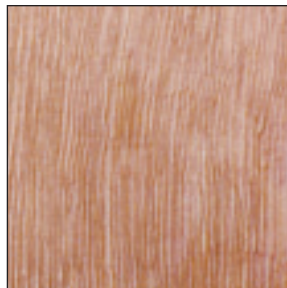
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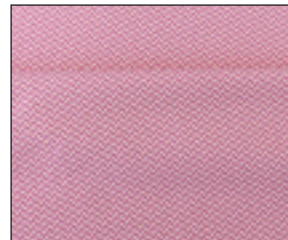
Spirit Lace Enterprise #16037CO



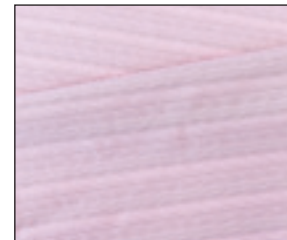
Spirit Lace Enterprise #16036CO-Pink



Fabric Selection Inc. #POP3744



Texollini #3631D2



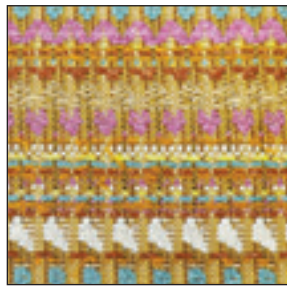
Texollini #8030SD5



NK Textile #NKS1960



Asher Fabric Concepts #VXR158-PK Viscose/Spandex Stripe Rib



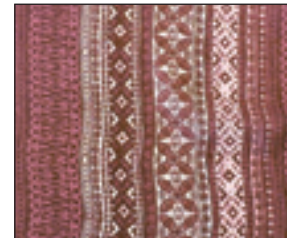
Malhia Kent #D95135 "Noulie"



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**TEXTILE TRENDS**

**In the Net**

Textile designers are caught in the net, offering grid-like patterns, embellished designs on net and lace patterns with a weblike ground.



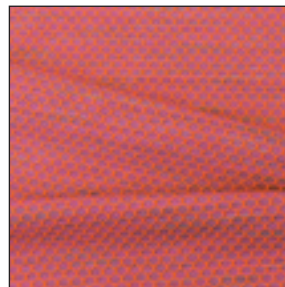
NK Textile #SW18919



Cinergy Textiles Inc. #LACE-198 Woven Lace



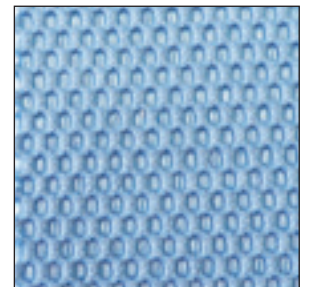
Eclat Textile Co. Ltd. #RT1510076 Single P.K. Moss



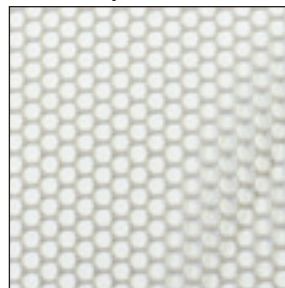
Eclat Textile Co. Ltd. #RT1409196 Single Jacquard French Terry Moss



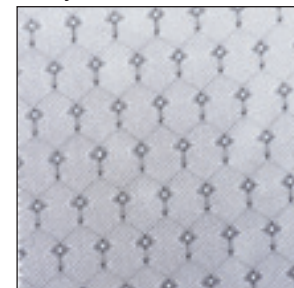
Cinergy Textiles Inc. #BONHONY018996 Bonded Honeycomb



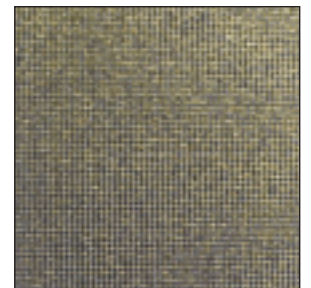
Cinergy Textiles Inc. #Mesh-277 Polka-Dot Knit Mesh



Swisstulle #2.53212



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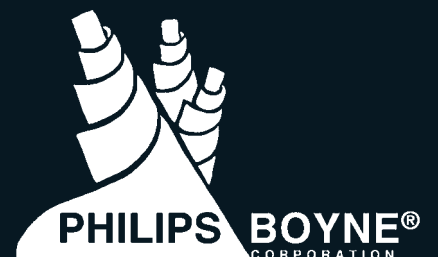


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# swisstulle: The Gold Standard for Over a Century

**Y**ou have to go back to early 18th-century France to find the origins of the delicate honeycomb fabric known as tulle. The ethereal stuff of ballerina skirts and wedding gowns has its roots in lacemaking and would seem to be the most fragile of fabrics.

Not the case at all. With the right fiber, tulle's hexagonal hole structure yields a fabric strong and stable enough to use for such military functions as parachutes and radar reflections, police protective vests, and soundproofing. In the film and theater worlds, it serves as the perfect invisible, secure base for wigs and facial hairpieces, as well as light diffusers and transparent curtains. "Technical" tulle is used in cars, home furnishings, medical textiles, building, and geotextiles.

Its most elegant use, however, is in fashion, from haute couture to ready-to-wear, ball gowns to lingerie, providing dimensional stability for embroidery and embellishment, or a simple beauty on its own.

Behind all these various goods is the 103-year-old manufacturing

company swisstulle. With factories in Switzerland and England, family-owned swisstulle is one of the last, and largest, producers of old-style fine bobbinet woven tulle as well as its modern descendant, warp knitted tulle.

The fashion end is the responsibility of Martina Callegari, sales director for swisstulle. Her territory covers Europe, the United States, and Asia, and clients range from those who use the most expensive bobbinet tulle, often fashioned from 100 percent silk or cotton—Dior, Vera Wang, and Monique Lhuillier bridal among them—to warp knitted tulle in new fibers for ready-to-wear and lingerie.

swisstulle's great range of product encompasses tulle for embroidery, for lingerie, and for women's outerwear, with a variety of fibers including silk and cotton, polyamide, polyester, Lurex, and Lycra. swisstulle, which does its own integrated dyeing and finishing, also produces custom fabrics at a client's request.

"One thing for sure," Callegari says, "we have a lot of unique products. I have 200 different designs. Many designers see that the selection is very big, not what you see everywhere. For fashion customers, this is the very important part."

There is some education necessary to understand the difference between the bobbinet tulle and the warp knitted tulle. Bobbinet tulle is woven, with its hexagonal, honeycomb-shaped holes the strongest and most stable structure. Warp tulle is knitted, with more-rounded holes. Both types of tulle are often embroidered, but the beauty of the bobbinet tulle, especially when done in 100 percent silk or cotton, is so exquisite on its own it often needs no embellishment.

The production machines themselves "are very different," Callegari explains. The bobbinet machines, of which

swisstulle owns 20, are over 100 years old. Not only are the machines no longer made, there are no spare parts to be found. Those must be made to order. "It's very complicated," Callegari notes. "Most of the old people who made them are dead."

The bobbinet machines, which are located in swisstulle's English factory, produce a good deal of technical tulle for the British military but also the finest, most expensive fashion tulle. "Production is very slow," she adds—it takes an hour for one machine to produce 20 centimeters of bobbinet tulle and several days to weave a piece 6 meters wide by 40 meters in length. But the quality is undeniable and unduplicatable.

The ultra-efficient, modern warp machines, located in swisstulle's Swiss factory, are virtual greyhounds in comparison. The machines take their cues from computers and whip out fabric at a rate of 200 to 300 meters in the time it takes for the bobbinet machines to produce 40. The

warp tulle is faster, and less expensive, to produce. The warp machines can accommodate all sorts of materials and yarns, while the bobbinets cannot produce any elastic tulle. Not surprisingly, the versatile warp tulle is the choice of many designers—Marc Jacobs, Prada, Coach, Stella McCartney, Hugo Boss among them—as well as premium lingerie brand La Perla and the heavily regulated and particular Japanese lingerie industry.

After 103 years in business, swisstulle is looking to reach more fashion brands in the United States, including more bridal designers. "They don't know our company, and they use tulle from cheaper countries," Callegari says. "If they are looking for something special, many of the companies don't know we have such a big selection of fancy tulle. Customers are very surprised. They are searching for new suppliers, and we have to get to them."

Cheap tulle can be problematic, she continues. "After a few times of washing, it stretches out, the quality is not the same. And they dye with chemicals that are not good for your skin." swisstulle, conversely, has a longstanding commitment to environmentally friendly practices.

With 103 years of experience, swisstulle remains "very open-minded," Callegari says. "We always try to get into new business and develop new things. Our team is very young, and we try to develop ourselves as well. We try to find new ways to exist."

swisstulle 

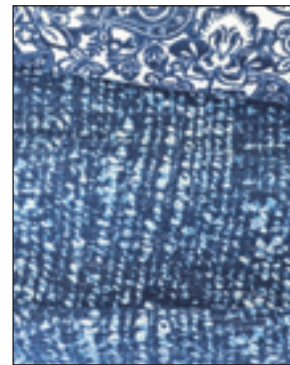
Martina Callegari  
m.callegari@swisstulle.ch  
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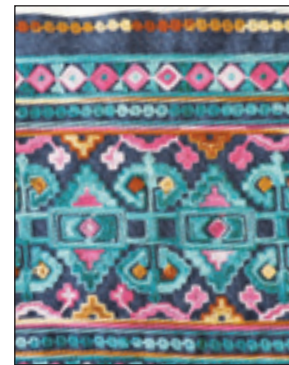
## TEXTILE TRENDS

### Go Indigo

Indigo shades of denim, chambray and navy toe the line between laid-back cool and classic sophistication for challis prints, premium denim, contemporary stripes, conversational prints and lush lace.



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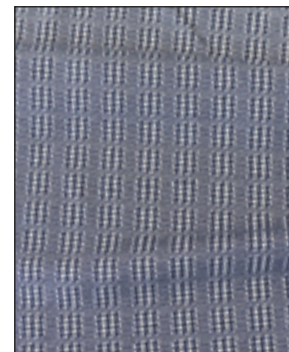
NK Textile #ZZ162430C



Cinergy Textiles Inc. #HMC-2008-324 Printed Chiffon



Fabric Selection Inc.  
#SE50426 Poly Wool Dobby



Texollini #3677D2



Fabric Selection Inc.  
#DU1385 Poly/Spandex Brushed DTY



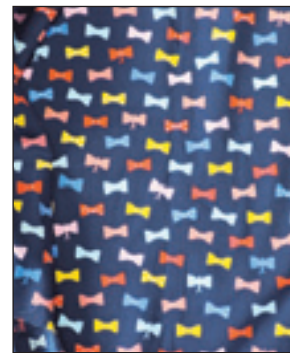
Cinergy Textiles Inc. #Challis-MX5309 Printed Rayon Challis



Cinergy Textiles Inc. #Challis-MX5307 Printed Rayon Challis



Cinergy Textiles Inc. #Challis-MX6434 Printed Rayon Challis



Robert Kaufman Fabrics  
#SRF-16887-9 "London Calling"



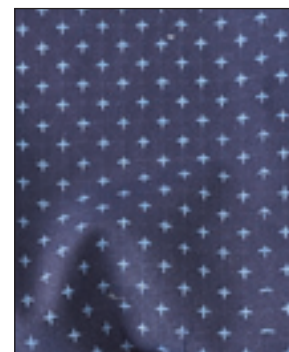
Robert Kaufman Fabrics  
#SRK-16717-67 "Indikon"



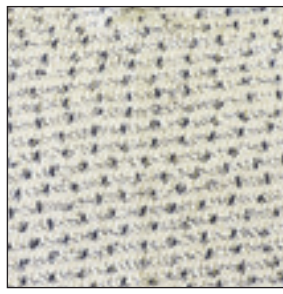
Spirit Lace Enterprise #15018J



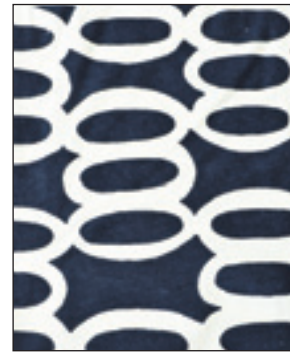
Asher Fabric Concepts #CS166 Cotton/Rayon Sweater



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#SRK-16719-65 "Indikon"



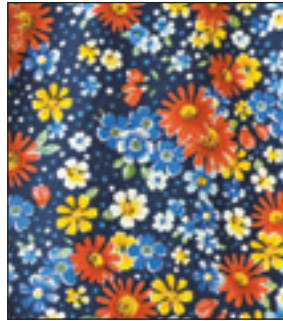
Asher Fabric Concepts #CS14-NV Cotton Hand-knit Slub Sweater



Josi Severson "Belong" Organic Cotton Jersey



Texollini #7971SYD2



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#SRK-16883-9 "London Calling"

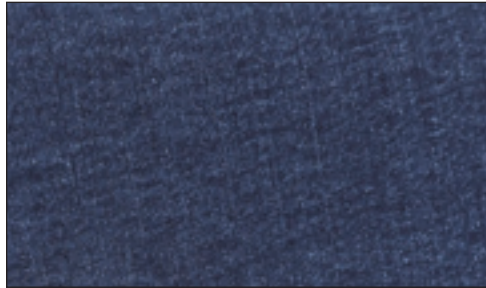


## TEXTILE TRENDS

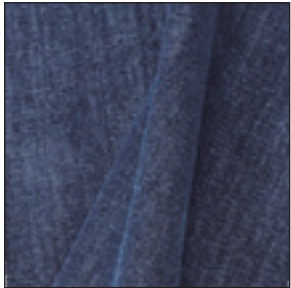
### Go Indigo *Continued from previous page*



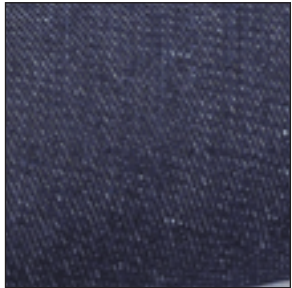
Fabric Selection Inc. #LW25032PD



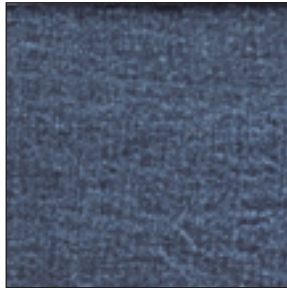
Denim North America #92677 "Gramercy" Cotton/Polyester/Spandex 9+ oz. 3x1 Right-hand Twill



Denim North America #PF6075 "FR-Stretch" Cotton/Modacrylic/Elastane 12 oz. 3x1 Right-hand Twill



Denim North America #62709 "Chattahoochee" 9+ oz. Cotton/Polyester 3x1 Left-hand Twill



167/168 Denim North America #94657 "Jeanius" 11 oz. Cotton/Spandex 3x1 Right-hand Twill

### Mad About Melon

Yummy shades of melon, papaya and persimmon add a sweet twist to stripes, graphic patterns and solids.



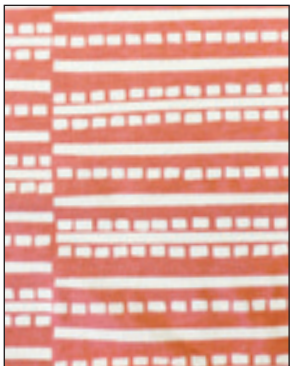
Cinergy Textiles Inc. #SK-F7600



Triple Textile Inc. #N-212-W



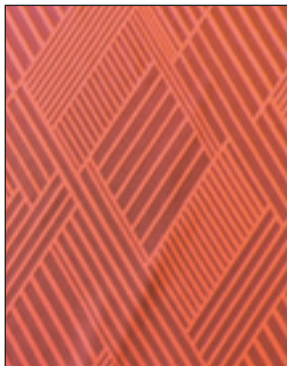
Fabric Selection Inc. #KNT3745



Josi Severson "Highway" Organic Cotton Jersey



Tianhai Lace #BNM5011



Eclat Textile Co. Ltd. #RT1510206 Single Jacquard

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Malhia Kent, (323) 376-0625, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)

NK Textile/Nipkow & Kobelt Inc., (949) 680-4743, [www.nipkowkobelt.com](http://www.nipkowkobelt.com)

Robert Kaufman Fabrics, (800) 877-2066, [www.robertkaufman.com](http://www.robertkaufman.com)

Spirit Lace Enterprise, (213) 689-1999, [www.spiritlace.com](http://www.spiritlace.com)

Sportek International, (213) 239-6700, [www.sportek.com](http://www.sportek.com)

Swisstulle, +41 (0)71 969 32 32, [www.swisstulle.ch](http://www.swisstulle.ch)

Texollini, (310) 537-3400, [www.texollini.com](http://www.texollini.com)

Tianhai Lace, 86-020-62813396, [sales18@gztianhai.com](mailto:sales18@gztianhai.com)

Tissage Des Chaumes, (213) 688-9797, [www.tissagedeschaumes.fr](http://www.tissagedeschaumes.fr)

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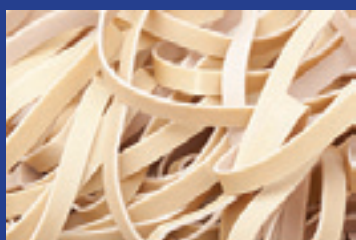
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# Textile, Findings & Trimmings Resource Guide

## 3A Products of America

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

[www.us3a.com](http://www.us3a.com)

Contact: Wayne Jung

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

## Asher Fabric Concepts

950 S. Boyle Ave.  
Los Angeles, CA 90023  
(323) 268-1218

Fax: (323) 268-2737

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

[sales@asherconcepts.com](mailto:sales@asherconcepts.com)

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

## Buhler Quality Yarns Corp.

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

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

[sales@buhleryarns.com](mailto:sales@buhleryarns.com)

Contact: David Sasso

**Products and Services:** Buhler Quality Yarns Corp.—We make MicroModal® work. The exceptional attributes and luxury of MicroModal are now more attainable. Supply chain optimizations and industry relationships allow manufacturers to benefit from our experience as the first successful MicroModal spinner in the US. Let us show you how affordable luxury can be. [www.buhleryarns.com](http://www.buhleryarns.com)

## The Button/ Accessory Connection, Inc.

152 West Pico Blvd.  
Los Angeles, CA 90015  
(213) 747-8442

(877) 747-8442 (Outside California)

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

**Products and Services:** The Button / Accessory Connection (tb/ac) has been a trim supplier to some of fashion's household names for over 30 years. But in 2016, tb/ac has taken action on a plan to not only offer even more valuable services to customers but also strengthen the local community with jobs by starting a garment program at their downtown LA facility. tb/ac offers full-service development, cut and sew and private-label manufacturing—for brands who need flexible order quantities at honest costs, with guaranteed quality. The factory is equipped with a wide range of sewing machines. Along with a dedicated finishing department with boilers, trim machines, heat press, packing space and distribution warehouse. tb/ac production and QC managers facilitate additional screen printing, embroidery, fabric dyeing, and all operations with necessary outside contractors. From development to delivery, plus trim supply, tb/ac is prepared to be the reliable supply chain resource for you brands garment production.

## California Label Products

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

Fax: (310) 523-5858

Contact: Tasha

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

[info@californialabel.com](mailto: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, RFID price tickets, and custom hangtags, but we also have a service bureau with quick turn time and great pricing. We are dedicated to setting the highest standard of excellence in our industry. Above all, we value quality, consistency and creating solutions that work for you. Check our website for a full product list or call or email us.

## California Market Center

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

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

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

## Design Knit Inc.

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

Fax: (213) 748-7110

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

[shalat@designknit.com](mailto:shalat@designknit.com)

Contact: Shala Tabassi

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

## DG Expo Fabric & Trim Show

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

**Products and Services:** DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In addition to the two-day show, there is a three-day seminar program. Upcoming shows are in New York (Jan. 18–19), Miami (March 29–30), and Dallas (April 26–27). Visit our website for details and to register.

## Fabric Selection Inc.

800 E. 14th St.  
Los Angeles, CA 90021  
Ph: (213) 747-6297

Fax: (213) 747-7006

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

[mailto:rosie@fabricselection.com](mailto:mailto:rosie@fabricselection.com)

**Products and Services:** Fabric Selection Inc. is a premier wholesale retailer, supplying the best-quality fabrics and in-house designs to designers and manufacturers in the Los Angeles area and beyond. Whether you need the common fabrics that you rely on, such as wholesale polyester/spandex, rayon/spandex, novelty, solid, print, knit, woven or more unique fabrics to inspire your next great fashion creation, we can work with you to get a price that will fit with your bottom line. All of our print designs are copyrighted. Visit us at Booth #N-E14 at Texworld, New York, Jan. 23-25, 2017, at the Jacob Javits Center.

## Kagan Trim Center

3957 S. Hill St (2nd Floor)  
Los Angeles, CA 90037  
(323) 583-1400

Fax: 323-583-1600

[info@kagantrim.com](mailto:info@kagantrim.com)

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

**Products and Services:** Kagan Trim Center, in business for over 70 years, is proud to be your primary wholesale lace and trims supplier. We offer a complete selection of apparel trim, from the most current designs of the season to all the basics. We have over 75,000 trimming items in stock, including elastic, ribbons, laces, and embellishments of every description. We're able to drop-ship our products from China to anywhere in the world, saving you time and money. Additionally, our team is comprised of experienced professionals in every aspect of the trimming industry, able to provide you with the answers you need, quickly and accurately, thus allowing you to get your finished product to market without delay! Please visit our easy-to-navigate website to see our products. All inquiries welcome.



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## La Lame

(212) 921-9770  
www.lalame.com

**Products and Services:** "The Beat Goes On." After watching the music awards on TV, the theme is applied to La Lame. Going forward, we continuously bring new and fresh fabrics to our customers in dresses, sportswear, intimate apparel, and swimwear. There should be an Oscar award for our embroidered laces, coming from Thailand (with foil), and textured laces, sourced from France and Asia. Our connections in France are being sourced for their new and trendy fabrics. We have brought in jacquard denims that can be used in reversible garments. A completely new look to fill in our new developments. Also La Lame continues with the exclusive yarn that is knitted into our NEOPRENE fabric both is solids and DIGITAL Prints. The apparel manufacturers using this fabric rave about using our Neoprene for leggings, swimwear (wet suits), and assorted other apparel. To review these items please contact Glen Schneer, Joel Goldfarb, or Adrian Carstens to set up an appointment.

## Philips-Boyne Corp.

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

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

## Progressive Label

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@spiritlace.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, tulle, 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.

## swisstulle

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

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

## Texollini

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

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

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For over 25 years, we have manufactured our collection of more than 4,000 European-quality fabrics in our Los Angeles-based facility. We offer faster deliveries, superior quality control, and vertically-integrated services for all major fashion categories.

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



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