

# CALIFORNIA Apparel News

THE VOICE OF THE INDUSTRY FOR 72 YEARS

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## AUTUMN IN N.Y.

Designer Billy Reid drew inspiration from the Beat Generation for his Autumn/Winter 2017 collection, shown on the runway in New York. For more from the New York runways, see page 6.

FIRST VIEW/GETTY IMAGES

## Texollini's Latest \$2 Million Investment Includes New Knitting, Dyeing and Finishing Machines

By Alison A. Nieder *Executive Editor*

There are five reasons for a textile mill to invest in new technology, according to Amit Bracha, president and chief operating officer with the Long Beach, Calif.-based vertical textile mill **Texollini**.

"The first reason is the environment," Bracha said. Wheth-

er to meet stringent regulations or to save water, an investment in new technology will yield an environmental benefit, Bracha said.

"Once you save water, you've also saving energy and you're saving chemicals," he said.

Sometimes a company invests in new machinery simply

➔ **Texollini** page 10

## Dov Charney: From American Apparel to Los Angeles Apparel

By Deborah Belgum *Senior Editor*

If the business plan sounds the same, it is. Dov Charney is more determined than ever to make his second stab at apparel manufacturing more successful than the first.

Charney, who was fired at the end of 2014 from his **American Apparel** clothing company, is still stinging by the ouster and the loss of the company he founded. But he is determined to move forward and prove that you can manufacture clothing in Los Angeles, pay a fair wage and make money.

"We are going to take over and be an important force in the apparel industry," he said, speaking Feb. 2 at a creative services and artist-oriented event organized by **Le Book** at the **Pacific Design Center** in West Hollywood, Calif.

On an outdoor patio with a clear view of the three colorful buildings that make up the Pacific Design Center, a crowd of more than 100 people showed up to hear Char-

➔ **Dov Charney** page 6

### TRADE SHOW REPORT

## Surf Industry—and More—Turn Out for Surf Expo

By Alison A. Nieder *Executive Editor*

Exhibitors were "stoked" and buyers were busy at the Jan. 26-28 run of **Surf Expo** at the **Orange County Convention Center** in Orlando, Fla.

The surf-industry trade show drew a mix of core surf and swim stores from across the country, including California retailers **Jack's Surfboards**, **Surf Diva**, **Sun Diego** and **Hansen's**; East Coast retailers **Ron Jon**, **Curl**, **Cinnamon Rainbows**, **Warm Winds** and **Brave New World**; and Hawaiian retailers **Hi Tech** and **Déjà Vu**.

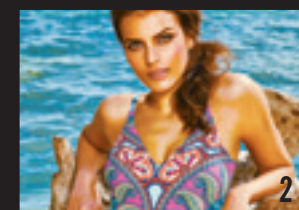
An international crowd turned out, according to exhibitors, who said they saw buyers from across the Caribbean and South America as well as a handful from Europe and Japan.

The show also drew resort and ready-to-wear buyers from **Caesars Entertainment**, **Harding Brothers Retail Ltd.**, the **Marshall Retail Group**, **The Paradies Shops**,

➔ **Surf Expo** page 12

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



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

# New CFO Named to Hudson Jeans Parent Company

**Differential Brands Group** has named Bob Ross its new chief financial officer, effective Jan. 30.

He replaces Hamish Sandhu, who in 2007 started with **Joe's Jeans**, which did a reverse merger in 2015 and became Differential Brands Group. The Los Angeles company's labels are premium-jeans brand **Hudson**, **Robert Graham** and **SWIMS**, a Scandinavian lifestyle brand known for its range of water-resistant footwear, apparel and accessories.

Ross has a long history with the retail and

apparel industries. Most recently, he was the chief financial officer of Los Angeles-based **Nasty Gal Inc.**, an online apparel site that filed for bankruptcy protection last November. Prior to that, he was chief financial officer of **Ideeli Inc.**, a members-only online shopping site.

For more than 12 years, Ross held several financial and operational executive roles at retail chain **Urban Outfitters**. He holds a bachelor's degree in accounting from **Drexel University** in Philadelphia.

"Bob has vast global experience and an

excellent track record growing lifestyle brands and retail concepts through multiple channels," said Michael Buckley, Differential Brands' chief executive officer.

Before becoming Differential Brands Group, the apparel venture operated as Joe's Jeans, which hit a financial hurdle in 2013 when it borrowed \$90 million to buy Hudson for \$97.6 million and then defaulted on its loans.

The company was close to declaring bankruptcy in 2015 but ended up selling its flagship brand, Joe's Jeans, to **Sequential**

**Brands Group** and **Global Brands Group Holding** for \$80 million. Funds from the sale were used to retire Joe's Jeans' debt.

The Hudson label remained behind and the company was merged with the high-end label Robert Graham and then combined under the Differential Brands Group corporate name, which is publicly traded on the NASDAQ.

For the first nine months of 2016, Differential Brands had a net loss of \$12.9 million on \$107.25 million in revenues.

—Deborah Belgium

# Online Sales Are Driving Retail Investment, Survey Says

Online sales were expected to capture 11.6 percent—or \$394 billion—of all U.S. retail sales in 2016, according to a projection by **Forrester** research firm, but instead "digital touchpoints" commanded an estimated 49 percent of U.S. sales.

That finding is at the heart of a report, titled "The State of Retailing Online 2017: Key Metrics, Business Objectives and Mobile," released by the **National Retail Federation's Shop.org** division and Forrester. The report found that retailers are focusing their efforts and investment on ways to "enhance customer experiences" online. More than half of the retailers surveyed—54 percent—listed mobile commerce among the top three initiatives in 2017. Other key initiatives for the year include marketing, site merchandising and omni-channel efforts, the report found.

"Smartphones are driving retail sales

more than ever, and retailers have found that even modest investments in mobile initiatives can result in huge returns," said Artemis Berry, NRF vice president for digital retail, in a statement. "This is no longer a new way to reach customers, but it has certainly become a highly effective method and one that boosts the level of customer engagement across the brand."

The retailers surveyed said m-commerce sales—or sales using a mobile device—increased 65 percent over last year. Nearly half (47 percent) of online traffic came from smartphones and 30 percent of online sales were made using a smartphone.

Rather than investing in emerging technologies such as virtual and augmented reality, retailers said they were looking to enhance customer experience. And for many—45 percent surveyed—m-commerce spending "transformed their overall digital

customer experience." Many said they were looking to invest in new customer service features such as live chat.

"Today's customers are empowered with information and technology," Forrester Vice President and Research Director Fiona Swerdlow said. "To grow, retailers know they have to operate with a customer-obsessed mindset to deliver the experiences that consumers now expect at every touch-

point. It's about having all aspects of the business—stores, mobile, merchandising, customer service, fulfillment and more—work together to deliver total value to your customers wherever they are, at any time."

The report surveyed 74 companies in October 2016. Companies included apparel and accessories, footwear, general merchandise, home furnishings, personal care, and sporting goods retailers.—Alison A. Nieder

## NEW RESOURCES

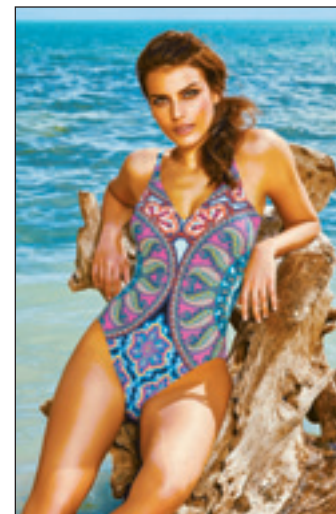
### Vera Bradley Dives Into Swim With Mainstream

**Vera Bradley**—the lifestyle brand known for its allover-print handbags, totes and luggage—will launch a swimwear collection with **Mainstream Swimwear Inc.**

"We are thrilled to bring this inspiring collection to market, fusing together Mainstream Swimwear Inc.'s expertise in all things swim with Vera Bradley's heritage of timeless patterns and prints," said Robert

brand development. "The results are fresh, modern styles balanced with feminine details. These refined styles are designed to be every woman's favorite look for the upcoming season."

The launch collection includes about 50 styles, including bikini and tankini separates, one-pieces and cover-ups in sizes ranging from XS to XL. Retail prices range from



Wallstrom, chief executive officer of the Roanoke, Ind.-based company. "We are confident that this collection will showcase a fresh, innovative and modern perspective on the beloved Vera Bradley brand."

The Spring collection is inspired by Havana and will blend Vera Bradley's signature look with new colors and details.

There are reversible suits and styles with removable details.

"We couldn't be more excited to collaborate with Vera Bradley to produce a swimwear line with the perfect combination of contemporary silhouettes and a playfully feminine color palette," said Alicia Green, Mainstream Swimsuits' vice president of



\$110 to 135. The collection will be sold in Vera Bradley stores, including the company's new SoHo flagship location in New York, on the company's e-commerce site ([www.verabradley.com](http://www.verabradley.com)), in department stores, resorts and swimwear boutiques.

Vera Bradley was founded in 1982 by Barbara Bradley Baekgaard and Patricia R. Miller. In

addition to the company's core collection, Vera Bradley offers college collections featuring Vera Bradley prints in the school colors of universities around the United States. A philanthropic arm, the **Vera Bradley Foundation for Breast Cancer** has raised more than \$27 million for breast cancer research.—A.A.N.



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## Fall 2017: Fresh Twists on the Classics

Everything old becomes new again for Fall 2017 when talented designers in multiple arenas bring renewed life and style to what has come before.

### AG

At AG, the theme for Fall 2017 is “’90s Young Hollywood”—think an edgy, defiant Leonardo DiCaprio and Winona Ryder—and the philosophy is “embracing authenticity.” Easy, thrown-together looks include repurposed denim; dark, clean rinses; worn-in, deconstructed knits; and soft and bleached plaids. Grays and blacks predominate, along with stripes, textured fabrics, and novel denim shirting punctuated by occasional embroidery. Key tops for women are the Nancy and Cassie oversized denim jackets; the long, chunky knit Sandrine cardigan; the Greta suede fringe jacket; and the boxy, high-low Eva dress. AG’s bestselling high-waist, straight-leg Phoebe pant, now in repurposed denim, is joined by denim overalls and knee-skimming denim skirts. For men, it’s utilitarian tops, including the James Field jacket and the new athletic fit group called the Ives.



definitely straight-leg style, while the fashion bottoms feature exposed-zipper, frayed-edge, and lace-up detailing. Men’s basic bottoms are all about a strong assortment of washes, from subtle stone to vintage-inspired repair techniques, while the trendsetting fashion line—expected to be bestsellers—sports a work-worn edge. Bombers and oversized French terry styles will also be key.

### Moon River

Moon River designs are ultra-feminine, but Fall 2017 finds the year-old brand incorporating something of a masculine vibe in its heavier wool outerwear and blazers. Key silhouettes include maxi and midi dresses with elaborate details such as frills, bows, ruching, and pleating that speak to the collection’s Victorian-era inspiration. “We predict that the more-Victorian feminine tops and dresses will do well,” the company says. Using a soft palette of cream, khaki, gray, and camel, the collection plays with vintage floral motifs and textured fabrics in addition to the embroidered and frayed styles that have become a collection signature. The cable-knit sweater selections and outerwear, which includes boxy coats and jackets, continue to be retail favorites for a client base directed to “a woman wandering off to faraway destinations with confidence and effortless style.”



### The Giving Keys

When singer/songwriter Caitlin Crosby saw the popularity of the hotel-room key she wore around her neck, she began collecting old keys, engraving them with inspirational words, and selling them at her concerts. But Crosby saw a bigger picture for her product—first, a way to “pay it forward” by requesting her clients to pass on a necklace to someone in need of a key’s particular message, and second, to offer employment to those transitioning out of homelessness—now some 70 workers. The Giving Keys’ newest collection features shiny gold and silver metallic, while vintage metals such as antique copper, antique gold, oxidized brass, and matte black remain strong in the core collection. Trendsetters include the Gold Love Girl Gang set of four mix-and-match earrings, the Threader earrings, and the Silver Y choker necklace.



### Hudson

Tapping into the “vintage athletic vibe that we feel is really relevant in today’s market,” Hudson is expanding its highly regarded denim line by launching knits and sportswear staples that have a distinctly worn-in feel: “We love the idea of our line looking like a rack in a vintage store, especially in our denim washes,” which will range from light to dark vintage indigo to stone blacks. For women’s basic bottoms, the look is



### NYTT

Sophisticated, modern minimalism is the watchword at Los Angeles-based NYTT. The company’s mission is to offer “uniquely raw and organic designs that will redefine closet staples.” Versatility is key, with pieces providing multiple ways to freshen up the day-to-day wardrobe. Fall 2017 will feature three Ds—deconstruction, distressings, and dramatic sleeves—along with oversized sweat dressings. In fact, according to NYTT, “oversized everything” is the key silhouette this fall, along with one-shoulder designs, sleeve details, and ruffle placement details. Colors include “Mother Nature earth tones that turn darker and deeper into later deliveries,” crafted from soft-touch fabrications such as cottons, Modals, French terry, and velvet. NYTT is excited about its addition of a new sweater category. Expected bestsellers: mix-and-match hoodie-and-pants/skirt sets that coordinate with multiple pieces.



See these and other innovative collections at the next Atlanta Apparel Market, April 5–9.

Atlanta Apparel  
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## January Retail Sales Soar for Some, Plummet for Others

First the good news. **Zumiez Inc.**, the Lynwood, Wash.–based action-sports apparel and equipment retailer, continued its winning streak with strong retail sales last month. Net sales rose 14.3 percent to \$49.4 million in January with same-store sales rising 9.4 percent. Because January was slightly better than expected, the company is anticipating higher fourth-quarter 2016 earnings, which will be reported in early March. Zumiez currently operates 685 stores in the U.S., Canada, Europe and Australia under the Zumiez, **Blue Tomato** and **Fast Times** nameplates.

In contrast, Kearney, Neb.–based chain **The Buckle Inc.** continued to struggle in January. The company reported a 17.2 percent decrease in net sales to \$43.9 million in January and a same-store-sales decrease of 17.6 percent.

For Columbus, Ohio–based **L Brands Inc.**—the operator of **Victoria’s Secret**,

**Pink**, **Bath & Body Works**, **La Senza** and **Henri Bendel** stores—January was close to flat. The company reported a 1 percent decrease in net sales to \$805.2 million in January with same-store sales declining 4 percent.

### January Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
<b>The Buckle</b>	\$53.0	-17.2%	-17.6%
<b>L Brands Inc.</b>	\$805.2	-1.0%	-4.0%
<b>Zumiez Inc.</b>	\$49.4	14.3%	9.4%

Source: Company reports

L Brands also announced a new \$250 million repurchase program (which includes \$62 million remaining from an earlier program). Last year, L Brands repurchased \$438 million of stock.

The Gap Inc. will report its January sales on Feb. 6.—*Alison A. Nieder*

## Calendar

### Feb. 6

**Texworld**  
Parc des Expositions  
Paris  
Through Feb. 9

**Apparel Sourcing**  
Parc des Expositions  
Paris  
Through Feb. 9

### Feb. 7

**Première Vision**  
Parc des Expositions  
Paris  
Through Feb. 9

### Feb. 11

**Westcoast Trend Show**  
Embassy Suites LAX North  
Los Angeles  
Through Feb. 13

### Feb. 15

**NE Materials Show**  
Aleppo Shriners Auditorium  
Wilmington, Mass.  
Through Feb. 16

### Feb. 16

**Tranoi**  
The Tunnel  
New York  
Through Feb. 18

### Feb. 17

**California Marketplace**  
LA Mart  
Los Angeles  
Through Feb. 19

**Kentia Collective**  
LA Convention Center  
Los Angeles  
Through Feb. 19

### Feb. 19

**OffPrice**  
Sands Expo and Convention Center  
Las Vegas  
Through Feb. 22

### Feb. 20

**Sourcing at MAGIC**  
Las Vegas Convention Center  
Las Vegas  
Through Feb. 23

### Agenda

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 22

### Capsule

Sands Expo and Convention Center  
Las Vegas  
Through Feb. 22

### Liberty Fairs

The Venetian  
Las Vegas  
Through Feb. 22

### WWIN

Rio All-Suite Hotel & Casino  
Las Vegas  
Through Feb. 22

### Feb. 21

**Project  
Project Women’s  
The Tents  
FN Platform  
WWD/MAGIC  
The Collective  
Stitch  
Pooltradeshaw  
CURVELASVEGAS  
WSA@MAGIC  
Children’s Club**  
Las Vegas Convention Center  
Mandalay Bay Convention Center  
Las Vegas  
Through Feb. 23

### IFJAG

Embassy Suites  
Las Vegas  
Through Feb. 24

**TPC’s MAGIC Networking Event**  
Skyfall Lounge, Delano Las Vegas  
Las Vegas

### Feb. 24

**Capsule**  
Skylight Clarkson Square  
New York  
Through Feb. 26

**Gerber Technology Roadshow**  
The Marker  
San Francisco

### Feb. 25

**Designers and Agents**  
Starrett-Lehigh  
Cedar Lake  
New York  
Through Feb. 27

**The Novus Forum**  
The London NYC  
New York  
Through Feb. 27

**Designers at the JW Marriott  
Essex House**  
JW Marriott Essex House  
New York  
Through Feb. 27

### Feb. 26

**Atelier Designers**  
Doubletree by Hilton, Times Square  
New York  
Through Feb. 28

There's more  
on 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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A black and white profile photograph of a woman with long, straight hair, wearing a dark, flat-topped hat. She is looking towards the left of the frame. The background is plain white.

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# Autumn in New York

Menswear brands got the **New York Fashion Week** party started with a series of runway shows and presentations held around the city.

**New York Men's Day** returned for a second season with presentations at **Dune Studios** on Jan. 30 featuring several

labels including **Private Policy**, **Max 'n Chester** and **David Hart**.

Alabama-based designer Billy Reid showed his Beat Generation-inspired collection on Jan. 30 at **The Cellar at The Beekman Hotel**, where the men's and women's fash-

ions were accompanied by a series of musical performances by Cedric Burnside, The Watson Twins and Karen Elson.

Costa Mesa, Calif., label **Matiere** returned to New York to show its Autumn/Winter collection on Feb. 1 at **Skylight Clarkson North**.

## Matiere



DRIELY S.

## Billy Reid



FIRST VIEW/GETTY IMAGES

## David Hart



DAVID CARLO

## Krammer Stoudt



MENELIK PUYEAR

## Max 'n Chester



HYUNA SHIN

## Private Policy



MAT + KAT

## Dov Charney *Continued from page 1*

ney talk about branding, creativity and Los Angeles. His rambling style and self-deprecating manner kept the group laughing as he talked about free trade and bringing in more immigrants into the United States to tossing resumes in the garbage can when hiring people.

In his new venture, called **Los Angeles Apparel**, Charney said he isn't doing anything differently than when he started American Apparel in Los Angeles in the late 1990s. "I am not planning to do anything differently. I am going to do what I have always done, which is run the show off the seat of my pants," he said with a laugh. "I go by inspiration. I am an artist. ... I know how to make it happen."

Since being pushed out of American Apparel more than two years ago, Charney unsuccessfully tried to get the company back by purchasing it for millions of dollars from the very same executives who showed him the door. But in the end, after two bankruptcies, the company, with hundreds of retail stores around the world and the largest clothing factory in the United States, has closed with nearly 3,400 workers losing their jobs.

**Gildan Activewear**, based in Charney's hometown of Montreal, is purchasing American Apparel's brand name and other goods for \$88 million. "I can't believe someone spent \$100 million for a brand that I shot out of my ass in a high school dorm room," Charney said. "But I will do it again with my own brand."

Charney said he has a 100,000-square-foot facility in South Central Los Angeles, where 75 to 100 sewing workers are making blank T-shirts that are wholesaling to other businesses under the Los Angeles Apparel name. His goal is eventually to hire as many as 1,000 workers to pick up



where he left off.

"I am selling mostly to screen printers and people in the industry," he explained. "We are making T-shirts for people who are doing T-shirts for Kylie Jenner. They are doing the screen printing and doing the air freighting."

Financing, he said, comes from asset-based loans secured by orders. If he has learned anything, it is to make sure you have more control over your company and not to do business in Brazil, which has tough apparel import regulations. "I am not going to open a store in Brazil," he joked. "That was torture. You can't even get the clothes into Brazil."

But he will continue to hire creative people who share his same vision and taste in a city he believes is very different from the rest of the United States. "The city of Los Angeles is so wild as opposed to the rest of the United States. Forget

California separatism and breaking away from the United States. We should separate Los Angeles," Charney said. "We have the secret sauce. We have artists and motivated workers and academics."

He also believes there is a certain independence about Los Angeles. "The government isn't even controlling the urban planning here. Go to Gardena or Compton, where people are building houses without permits," he observed. "This is a First World country and a Third World country at the same time."

The area's proximity to Asia, he noted, is a boon to those trying to do business there and that the city has one of the best trade hubs in the United States. He remembered when one of his stores in Asia was out of stock, he was able to put a load of merchandise on an airplane on a Saturday and have it in the store by Monday night.

Another one of Los Angeles' assets is its multiethnic community and the various languages spoken. He points to the ever-changing Korea town and areas such as Boyle Heights and East Los Angeles where creativity and art are still alive. "I think we should open up immigration even more and make it more crazy. Who wants to be in a country with people whose ancestors came over here five generations ago?"

Charney's broad-ranging talk was reminiscent of his favorite buzzword: chaos. "I think chaos is an amazing thing. I think people underestimate its strength. American Apparel was about starting from scratch," he said. "We were on 'Gilligan's Island.' ... We broke a lot of rules and it worked."

He will continue to break the rules, he said, hoping to incorporate machinery that will make his new factory more efficient and profitable. "I am here," he said, "to change the world one T-shirt at a time." ●

# Economic Uncertainty Rings Loud at 11th Annual Texworld USA

By Natalie Zfat Contributing Writer

NEW YORK—The uncertainty of the U.S. economy was a common theme at the 11th edition of the fabric sourcing trade show **Texworld USA** Jan. 23–25 at New York’s **Javits Center**, taking place just three days after the inauguration of President Donald Trump.

“Nobody knows what’s going to happen,” said Texworld USA Marketing Manager Teodora Nicolae. “People are asking questions and talking to each other. It’s important to us to provide that platform.”

And that platform is growing quickly. Texworld USA hosted 226 exhibitors from

ers and fabric buyers can quickly and efficiently source the market—and stay abreast of the key issues and new developments in the industry.

“It’s no secret that consumer buying patterns are changing quickly and that the customer is looking for more value than ever when purchasing apparel,” said Texworld USA Show Director of Fashion and Apparel Jennifer Bacon.

Texworld USA’s educational offering this year included 11 seminars and nine floor sessions where attendees could discuss industry needs and trends.

One trend that continues to be important for consumers is sustainability, said Alexis



54 countries this January—a 20 percent increase over last year—and the largest showing of exhibitors for any January edition.

One exhibitor participating in the conversation was Vernon, Calif.–based **Laguna Fabrics**.

“Trump has said a lot, and it’s hard to decipher what is true and what is talk,” said Laguna Fabrics sales manager Matin Roshan. “Trump might force a lot of business to [the United States]—but at the same time, we do have relationships with foreign yarn suppliers. “We’re hoping for the best and preparing for the worst.”

Los Angeles–based **Fabric Selection**, which does a large amount of business in Mexico, has already seen the tides turn.

“When [Trump] was first elected, some of our Mexican customers stopped all their orders,” said Fabric Selection General Manager Sean Zarini. “Over time, they came back and business started picking back up.”

Texworld USA organizers want the trade show to be a one-stop shop where design-

Stuart, showroom director for **World Texting Sourcing** (WTS), who this year partnered with **Lenzing** on a Tencel-based circular-knit collection, **Inca Indigo**, produced in Peru.

“Brands are caring about how a product is sourced and made,” Stuart said. “But [they still want] high-end. We’re not losing design for sustainability.”

**Buhler Quality Yarns Corp.** textile engineer Victor Almeida said interest in sustainable solutions remains high, but there’s a premium to be paid for it.

“A lot of people are asking for organic, but it’s a question of how much are they willing to pay for it,” said Almeida, who has been attending Texworld USA for 11 years.

“Apparel is one of the only industries that has had deflation,” Almeida observed. “You can buy something cheaper now than you could 20 years ago.”

The next edition of Texworld USA and **Apparel Sourcing USA** will take place July 17–19 at the Javits Center. ●



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Angela O’Brien:  
Creative Director &  
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# Fashion Market Northern California Buzzes With Activity

By Deborah Belgum *Senior Editor*

Buyers attending **Fashion Market Northern California** were lined up one hour before the doors opened at the **San Mateo County Event Center** on the first day of the show, exhibitors said.

Normally the busiest shows in the five-times-a-year event are in April and October. But business was brisk for the Jan. 29–31 event, which sold out its exhibition space, said Suzanne De Groot, the executive director of Fashion Market Northern California. “The show was well attended, especially on

want to be hopeful.”

Retailers were booking orders mostly for Spring and Summer even though some vendors brought part of their pre-Fall collections with them. “Buyers have been placing solid orders for Summer and going forward,” said Linda French, a clothing saleswoman from Redding, Calif., who represents the lines **Chalet, Click, Color Me Cotton, Effie’s Heart, Sleevey Wonders** and **Stop Staring!** She thought this January had been an amazing market with a lot of good energy.

Michael Farrell, a road rep who travels far and wide through Northern California and the Northwest, consistently shows his various lines at Fashion Market Northern California. “The show was good. I worked with 16 accounts on Sunday. I worked with 15 accounts on Monday, and on Tuesday, when I usually have zero accounts, I had seven.”

He estimates he placed between \$50,000 and \$60,000 in orders for his lines, which include **Island Tribe Knits, Necessitees, Linnea** and his own **Michael Farrell** collection. Styles selling well included peasant blouses, anything with plaid and summer dresses with crochet.

Don Reichman—whose **Reichman Associates** represents lines such as **Jane & John, Karissa & Me, Katherine Barclay** and **Lu Lu Love**—said retailers were strong on booking Summer but tentative about their budgets. “They were telling me they had more inventory than they should at this time of the



Sunday,” she said, noting that every inch of the 40,000-square-foot exhibition hall was taken up with open-booth space.

Fashion Market Northern California attracts vendors from all over the state, selling mostly women’s clothes, jewelry, shoes and other accessories to specialty stores, primarily in Northern California, whose owners find the San Mateo County Event Center a convenient location near a major freeway and just south of the **San Francisco International Airport**.

At the most recent show, there were retailers from as far away as Alaska and Virginia but also store owners from Colorado, Nevada, Oregon and Washington.

“One buyer said she didn’t want to go to Las Vegas [to the mammoth apparel trade shows there in February], and another buyer said she was incentivized to come down with a free hotel room,” said Shannon Norris, a Napa, Calif.–based saleswoman who represents the brands **Neon Buddha, Nomadic Traders, Lisette-L, Ryan Michael, Friday’s Project** and **Paula Carvalho** jewelry.

Store buyers were in a positive mood now that the presidential election was wrapped up. Many reported that November and December had not been as lucrative as they had anticipated. “I feel that buyers were cautiously optimistic coming out of an election year,” Norris said. “The consensus was that the last quarter, [business] was down 2 or 3 percent and now people feel like spending. This was an unusual election and the fallout seems to be quite prevalent. I think people



year,” he said, noting that retailers said their November and December sales had been slower than expected. “Therefore, they were shopping and looking for some newness to add to their mix rather than buying a major season.”

While orders were not as deep as he had hoped, at least people were putting pen to paper. His **Karissa & Me** line of knits that, on average, wholesales for \$28 was selling well because the \$79 suggested retail price was giving store owners a nice margin. ●





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**Texollini** *Continued from page 1*

to replace existing worn-out machinery. Or the company is looking to realize a boost in efficiency at the mill.

“Some machines last for 20 years with good maintenance,” Bracha said. But a 20-year-old machine is not capable of producing as quickly and efficiently as new machines.

Technological developments can also spur investment.

“You buy new machines you didn’t have before,” Bracha said.

And the fifth reason is to improve the quality of the fabric produced, he said.

“The new machines are more diversified,” he said. “Because of improvements in design, the machines are capable of producing a wide range of fabrics.”

Texollini has been in an ongoing investment phase that included spending \$2 million on new equipment over the last year. The 27-year-old vertical mill recently installed new circular knitting machines, new dyeing machines and new finishing machines in the company’s 250,000-square-foot factory in Long Beach. The knitting machines are installed in climate-controlled clean-room environments to ensure the fabric is free from foreign fly lint. Two years ago, Texollini purchased a winding machine that allows the mill to calculate the exact amount of yarn needed for each production run. By using just the amount needed, Texollini ensures that the remaining yarn is free from contaminants.

Research and investment are ongoing efforts for the mill. Lab dips are done using a robotic machine that determines the precise formula needed, which is sent to the dyeing machines. Dye and chemicals are automatically fed into the dyeing machines. The mill also has several small sample machines for small runs as well as a “super-dip machine” for prototypes or small orders for photo shoots.

Texollini is a vertical operation that knits, dyes, prints and finishes its textiles.

“Everything is completely made in the USA, completely under one roof,” Bracha said.

The mill supplies fabrics for the activewear, swim, ready-to-wear and lingerie markets. Texollini also produces technical fabrics for the military as well as medical, safety and other industrial applications. Yarns are sourced from all over the world—including the U.S., Europe and Asia—depending on the customer’s needs and requirements.

“We have total control over all the raw materials,” Bracha said.

In the Texollini warehouse, each box of yarn is given a unique barcode, which allows the company to track the yarn through the production process. If there’s a problem at any stage, Texollini can use the barcode to trace it back to the exact shipment.

When Daniel Kadisha, Texollini’s chief executive offi-



cer, opened the company in 1989, much of the mill’s fabrics were cotton and cotton blends. As the company grew into a vertical operation in 1993, its offerings diversified. Today, Texollini offers more than 5,000 fabrics and new styles are introduced monthly, according to Sherry Wood, the company’s director of merchandising.

“Sometimes designers will come in and they are overwhelmed with options,” she said.

To help designers and manufacturers develop fabrics, Texollini has created a menu of options that includes all the fibers offered—including **Tencel, DuPont Sorona, Repreve, Protura, Dri-Release, Coolmax, Emana** and

**Celliant**—as well as special finishes such as anti-static, anti-microbial, enzyme, silicone, brushing and sueding, nano-silver applications and UV protection.

“Whenever there’s a new fiber they come to us,” Wood said. “People are looking at us as a leader in this area.”

There is a menu detailing Texollini’s print capabilities as well, including pigment, resist, disperse, puff, glitter, metallic, and burn-out and block-out printing. The company also offers fluorescent and glow-in-the-dark printing.

Fabrics can be pigment printed in-house. Texollini customers can bring their own print or search through the mill’s print library. For digital and sublimation printing, the company sends the fabric to a third party. For companies looking to source and produce locally, Texollini provides referrals to factories in the area.

“It’s full service,” Bracha said. “We are happy to put customers in touch with contractors here in Southern California. You can call it one-stop shopping.”

In the quality-control department, technicians perform the standard industry tests for shrinkage, crocking, pilling, stretch and recovery. Fabrics can also be sent to a third-party lab for certified testing.

“We provide full testing results with every production lot whether it’s 100 yards or 50 yards,” Bracha said.

To keep customers—and potential customers—apprised on the latest developments at the mill, Texollini sends out a monthly newsletter outlining new qualities, added capacity, testing methods and trends.

Texollini shows at the **Los Angeles International Textile Show, Texworld USA** in New York and **Outdoor Retailer** in Salt Lake City.

Bracha said the company is getting “bombarded” with new customer inquiries from all over the United States—including from small and growing companies.

“People think we only deal with big accounts. This is not the situation anymore,” Bracha said. “As a company, we are very oriented to small accounts.”

If a new company shows potential, Bracha said, Texollini will work with the brand to develop a new fabric.

“It’s a new way of doing business,” Wood said. ●

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# Hauste & Harte's Trek for California Sophistication

Nathan Rostro spent a lifetime at the beach and once worked for surfwear brand **O'Neill**, but he wants to tell the world that stereotypes of California fashion should be tossed in a dustbin.

The medium of his message is better contemporary clothing line **Hauste & Harte**. Rostro, the line's creative director, hopes that the made-in-Los Angeles collection will tell the story of a more sophisticated state. "There's a lot to

the welt pockets found on chino pants. The trousers also bear other traditional men's tailoring details such as an extended waist tab, a suiting detail placed over a pants' zipper, and interior twill binding, which supports the look of a finished garment, Rostro said.

Geometric shapes and designs represent an important ingredient in the brand's Spring/Summer '17 line. One design was inspired by mosaics on murals in downtown Los



California," he said. "There is a cosmopolitan lifestyle. It's not something that you wear in the sand," he said of the new line, which is owned by the company **New Creation**.

Hauste & Harte made its debut in August and is gearing up to exhibit its Autumn/Winter '17 season at the **Project** trade show in Las Vegas.

One way Rostro stated his case for a sophisticated California style was through suiting details. A California sensibility is woven through the lightweight fabrics and casual styles in Hauste & Harte's Spring/Summer '17 line. But pockets on the line's trousers are reminiscent of suiting, not

Angeles. H&H looks such as the "Rossmore" shirt offers fashion-inspired details such as a vent in the woven shirt's waist area.

The line's "Passenger" capsule group features looks such as a lightweight peacoat and wrinkle-free clothing intended to be easily packed for a trip. Just in case the traveler feels the need to represent his residence, a sweater in the Spring Summer '17 line bears the slogan "Je Suis Californian," which translates from French as "I Am Californian."

Upcoming Autumn/Winter looks include a bomber jacket manufactured in a heavy-weight knit, quilted vests and

cropped, quilted trousers.

Rostro's knowledge of suiting doesn't come from a classroom. He's a self-taught designer. After graduating with a bachelor's degree in psychology from the **University of California, Santa Barbara**, he became a salesman for various clothing labels. One label did not have a budget for a designer. He volunteered and learned the craft through a baptism by fire.

Hauste & Harte's retail price points range from \$70 to \$650 for the line. For more information, contact [chris@flagship-agency.com](mailto:chris@flagship-agency.com).—Andrew Asch



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**Surf Expo** *Continued from page 1*

**Starboard Cruise Service, Target and Zappos**, said Roy Turner, Surf Expo's senior vice president and show director.

"The core surf market seems strong," Turner said. "We've seen a renaissance of new brands entering the surf marketplace—brands driven by a collaborative spirit, a sense of travel and adventure. Buyers at the show responded very well to these new brands. Also, new technology in hard goods and accessories are providing excitement at retail."

Bob Abdel, Jack's Surfboards co-owner and buyer, was at the show to buy everything from swimwear to surfboards.

"We do all of our buying for surf [at Surf Expo]," Abdel said. "We were busy the whole time."



In addition to placing orders with existing accounts, Abdel said he found several potential new resources as well.

This season, several of the larger surf brands, such as **Quiksilver** and **Billabong**, skipped Surf Expo. But that left more opportunities for buyers to shop for new brands, exhibitors said.

Patricia Thornton, executive vice president of sales at **Maui & Sons** in Pacific Palisades, Calif., said she picked up a handful of new accounts at Surf Expo.

"We made a lot of appointments before we went, which is something we generally do," Thornton said. "But we also had a lot of walk-ups and walk-ins. For us, Surf Expo is more about independent retailers on the East Coast. But we had a lot of international as well."

Buyers from Cuba, Puerto Rico and the Dominican Republic stopped by the Maui & Sons booth as did "a couple of Japanese buyers," Thornton said.

"It was an amazing show," she said. "We walked away from the show with P.O.s for Summer and Immediate deliveries. For us to come away from the show opening up new accounts, we were really excited."

Core surf shops attend Surf Expo because they know they can find all the core surf brands, Thornton said.

"If you're in the market, that's exactly where you want to be," she said.

But boutiques and "non-surf shops" also dropped by the booth, Thornton said.

"Surf Expo does a lot of resort business as well, but we



had higher-end boutiques coming in to look for surf brands that they could bring into their shops," she said.

For Irvine, Calif.-based **Tavik**, show traffic was consistently busy with an unexpected rush at the end of the last day of the show, said Jillian Leeman, vice president of sales.

This was Tavik's second time at the show after several seasons away. Leeman said she saw added interest in Tavik's men's collection as well as the company's women's apparel for Fall.

"Normally, women's is the forefront of the show for us," Leeman said, adding that this time about 40 percent of the buyers were looking at Tavik's menswear.

For Fall, Tavik was showing a small capsule swim collection for women as well as a larger apparel line.

"We're known for swim on the women's side, and Fall was the first time doing apparel," Leeman said. "It was really great because the [buyers] want to buy women's apparel on top of the swim."

Buyers were on the hunt for newness, Leeman said, adding that she saw stores from up and down the Eastern seaboard as well as international buyers from South America and across the Caribbean. In addition to existing accounts and scheduled appointments, retailers the company has been hoping to meet with stopped by as well, Leeman said.

"It took them a little time to understand Tavik and where we're coming from and to see our point of difference," she said.

Men's brand **Katin** has been exhibiting at Surf Expo for about a decade, said Katin President Mac Beu. "Over the



last three years the show has been really good for us," he said. "Surf Expo feels different from any other show. It's definitely a unique show."

This season, Beu said the company came to the show with a full schedule of appointments but also saw another 20 percent of traffic from "walk-ins and walk-bys."

The company is known for its 60-year history making boardshorts in Southern California as well as its apparel collection, which takes inspiration from the California lifestyle.

"Our brand has got momentum," Beu said. "We just came off our best year and we've already surpassed bookings for Spring/Summer. The retailers we work with are very optimistic. They've found ways to diversify and found ways to create a unique experience for their customers." ●

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F 213-623-1515

## Jobs Available

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

#### SUMMARY:

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

#### RESPONSIBILITIES- Including, but not limited to:

- Attend and active participation in fittings with Design team and other cross functional team members

- Collaborate with design to create accurate fit comments

- Create accurate tech packs from Production 1ST fit to PP approval

- Ensure fit consistency in manufacturing process

- Communicate with overseas and domestic vendors and factories

#### QUALIFICATIONS:

Ideal candidates should have 6+ year experience of actively conducting fit sessions and creation of detailed fit comments.

- Knowledge of pattern making, grading, spec revision, pattern correction skills, garment construction, sewing, measuring and fitting

- Excellent written, problem-solving, decision-making, and time-management skills

- Computer savvy with Photoshop, Illustrator, Outlook, Word and Excel

Background in Women's Contemporary apparel, in specific washed bottoms categories and soft woven tops/dresses. Highly organized with attention to detail.

Please submit your resume along with salary requirement for immediate consideration to: [recruitment@sanctuaryclothing.com](mailto:recruitment@sanctuaryclothing.com)

### IMPORT/EXPORT COORDINATOR

Company in Gardena, CA. is seeking import/export coordinator. Will coordinate and oversee the services provided by contracted Customs Brokers, Freight Forwarders, and Truckers.

They will coordinate with the operating groups and corporate departments to identify and accomplish all Import/Export requirements. The incumbent will develop and maintain international lines of communication with vendors and related companies. MUST have CTPAT and FTZ experience.

#### Qualifications

Bachelor's Degree pref., min. 2 years' exp. in import export logistics within the textile and/or apparel industries preferred. Must be proficient in MS Office, main concentration Excel.

Send res. to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

### ASSISTANT FABRIC AND TRIM BUYER

Ability to work independently and as part of a team. Must have experience in fabric, trims & embellishments. Must be detail oriented and have excellent organizational and time management skills. Must be able to prioritize and meet deadlines. Established woman's apparel company- Located in Vernon.

Email resume: [hr@kimandcami.com](mailto:hr@kimandcami.com)

## Jobs Available

### TRIXXI CLOTHING COMPANY WE ARE SEEKING ENERGETIC & MOTIVATED CANDIDATES FOR:

#### CHARGEBACK and A/R SPECIALIST

Candidate will be responsible for investigating chargebacks as well as increasing recovery efforts, resolution of disputed charges in a timely & independent manner with factories & customers. Entry of chargeback activity & management of aging, reconcile factored Accounts Receivable disputes & collections in a timely manner. Candidate will also generate reporting for operations to analyze chargeback activity & improvements in recovery. 3+ yrs of chargeback processing related exp. F/T with benefits included. Working knowledge of MS Office especially in Word & Excel. Full-Circle a plus.

Candidates MUST have excellent organizational & communication skills, works well under pressure/deadlines, & be a team player. Submit resumes to [resume@trixxi.net](mailto:resume@trixxi.net)



### ACCOUNTING MANAGER

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

### SALES MANAGER

French company for Women's fashion. Expanding in U.S. market. Seeking exp'd Sales Mgr.

#### REQUIREMENTS:

- 5+ years of sales experience with an women's apparel brand name company
- Must have exp. building up brand recognition
- Must have existing accts & relationships with potential customers, especially large accts
- Exp. working with private label accounts
- Consistent follow-through, with the ability to build strong business relationships
- Increase annual sales volume

Please e-mail your resume to:

[Cindy@seeusongroup.com](mailto:Cindy@seeusongroup.com)

### FABRIC TEXTILE TECHNOLOGIST

Company in Gardena, CA. seeks experienced Fabric Textile specialist, will test fabric, check quality and consistency of fabric performance, inspect fabric and will work with dye houses. This position must have a thorough understanding of fabric.

#### Qualifications

Bachelor's Degree preferred, min. 5 years exp. in textile/apparel industries. Well versed in fabric quality, inspection, testing. Proficient in MS Office, must have Excel experience.

For immediate consideration, please send resumes to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

## Jobs Available

### JR PRODUCTION COORDINATOR - TEXTILE FABRIC CONVERTOR

Communicate closely with customers, sales dept, and overseas vendors. Maintain system for any cancellations, purchase order closures or split deliveries. Ability to Multi Task. Knowledge of production & production cycle timelines of Fabric. 1-3yrs exp. in Textile/Import industry. Textile Fabric Convertor exp. is a plus

COMPUTER LITERATE; SYSTEM = SAP, A2000, OUTLOOK, EXCEL.

Contact: [recruiting@scta.samsung.com](mailto:recruiting@scta.samsung.com)

### PRODUCTION/MANUFACTURING MANAGER

Gardena, CA. company. Apparel - Textile industry. Will lead process of new vendors' identification, selection, certification and start-up. Coordinate with 3rd party mfg vendors domestically and internationally. Monthly production capacity is utilized. Monitor production status / flow of all programs. Highly exp., knit apparel, technically skilled in cut and sew production, textile quality aspects, testing methods, leadership skills. Must be able to travel domestic and international. Bachelor's degree in relative field, Master degree pref., 5 yrs exp., and Computer skills. Send res. to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

### GRAPHIC DESIGNER

Company in Gardena, CA. Must have photo editing and retouching, catalog layout and print preparation, prepare and update website imagery and content, assist Marketing Dept., in creation of visual design branding briefs, booklets for all depts. Creating line sketches for Pre-Production, other duties as assigned. Bachelor's degree, 1 - 3 years exp. as graphic designer. Exp. with CMS. Understanding of B2B/B2C environment.

Send resume to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

### PLANNING MANAGER

Summary of Primary Job Responsibilities  
Company in Gardena, CA. Responsible for managing the planning department by overseeing scheduling of production locally and internationally. Will plan production according to sales forecast, monitor trends and analyze statistical data based on our industry and product sold.

#### Qualifications

Bachelor's Degree, Master preferred. Minimum 5 years' exp. in planning management in the textile and/or apparel industries preferred. Proficient in MS Office, must have Excel exp.

Pls. send res. to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

### PRODUCTION DEVELOPMENT MANAGER

Company in Gardena, CA. Apparel - Textile industry. Must be exp'd in all facets of production development. May supervisor Patternmaker, Sample Maker, Pre-production Coordinator. Experience with costing methods.

Bachelor's degree, plus 5 years' experience.

Send res. to: [maggie@nextlevelapparel.com](mailto:maggie@nextlevelapparel.com)

### PRODUCTION COORDINATOR

Organized, energetic, computer savvy individual for busy dye house lab to manage work load, follow up and communicate with other depts.

Bilingual. 1-3 yrs experience.

Please email resume to:

[Annat@antexknitting.com](mailto:Annat@antexknitting.com)

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## Jobs Available

### WAREHOUSE MANAGER

Large distribution center in Carson, CA seeks an experienced Warehouse Manager to oversee In-bound and Outbound Departments and manage a team of supervisors and other direct and non-direct support. Bachelor's Degree required. Experience in apparel preferred. Proficient in MS Office, must have Excel experience. Pls. send res. to: maggie@nextlevelapparel.com

### ASSISTANT PIECE GOODS BUYER

Must have some knowledge of fabric. Need to be organized for filing. Good communication with fabric mills in Asia. AS400 exp. is a plus. Email resume to: Mona.m@secretcharm.com

### 1ST TO PRODUCTION PATTERNAKER

Wilt seeks an experienced 1st-Production Patternmaker, able to do own production. Must know Tuka. Min. 14 yrs experience garment dye knowledge preferred. Email: parcandpearl@parcandpearl.com

## Jobs Wanted

### FREELANCE PATTERNAKER

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

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## Jobs Available

### HIRING

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PRODUCTION PATTERN MAKER  
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- 5-10 years' experience needed  
To apply email: mikhaela@leebe.net

### LUNACHIX IS LOOKING FOR AN IMPORT COORDINATOR

Min 5 years experience with excellent communicating skills. Will work with Importers on all aspects of production overseas. Please email resume to: cecy@lunachix.com or fax resume at: 213-747-7234

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## Jobs Available

### WAREHOUSE/DISTRIBUTION SUPERVISORS

Company in Los Angeles, CA. Distribution center for apparel, now interviewing for warehouse supervisory positions (Inventory, Receiving, Quality).  
Send resume to: recrutingapparel@gmail.com

### PRODUCTION COSTING TECHNICIAN

FAST PACED COMPANY, VERNON LOCATION. MUST BE DETAILED, SELF MOTVATED AND ORGANIZED. POSITION REQUIRES ANALYTICAL SKILLS AND UNDERSTANDING OF PRODUCTION PROCESS. hr@kimandcami.com

## Real Estate

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### SPACE FOR LEASE

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

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# COMING SOON IN CALIFORNIA APPAREL NEWS

### February 10

Cover: Fashion  
Eco Focus  
Denim Report  
Lingerie

### Retail Focus

Fashion Advertorial  
Denim Advertorial  
Sourcing & Fabric  
Special Section  
with Tech & Denim\*

### Bonus Distribution

OffPrice Show 2/19-22  
Agenda LV 2/20-22  
Liberty Fairs NV 2/20-22  
Sourcing@MAGIC 2/20-23  
WWIN 2/20-23  
Stitch 2/21-23  
CurveNV 2/21-23  
WWDMAGIC 2/21-23  
POOL 2/21-23  
Project 2/21-23  
IFJAG 2/21-24  
Designers & Agents NY 2/25-27

### February 17

Cover: NY Fashion Week Coverage  
Industry Focus: Finance  
What's Checking  
Technology  
Made in America

### Apparel Insiders

Supply Chain  
Special Section with Tech  
Made in America Advertorial  
Finance Advertorial  
Fashion Advertorial

### Bonus Distribution

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CurveNV 2/21-23  
WWDMAGIC 2/21-23  
POOL 2/21-23  
Project 2/21-23  
IFJAG 2/21-24  
Designers & Agents NY 2/25-27  
LA Textile Show 2/27-3/1

### February 24

Cover: Vegas Wrap  
LAEDC Economic Report  
T-Shirt Report

### T-Shirt Advertorial

Finance Advertorial  
Textile Preview with Tech  
Focus and LA Textile Show  
Resource Guide  
Fashion Advertorial  
Findings & Trimmings Special  
Section  
Findings & Trimmings  
Advertorial

### Bonus Distribution

LA Textile Show 2/27-3/1  
COAST Miami 3/9-10  
Capsule 3/13-14  
Coeur 3/13-15  
ALT 3/13-15  
LA Fashion Market 3/13-16

### March 3

Cover: Retail  
Full Vegas Wrap  
Textile Wrap

### Tags & Labels Advertorial

### Bonus Distribution

Style Fashion Week 3/9-12  
Capsule 3/13-14  
ALT 3/13-15  
Coeur 3/13-15  
Designers & Agents LA 3/13-15  
LA Fashion Market 3/13-16  
Art Hearts Fashion 3/14-18

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