

# CALIFORNIA Apparel News

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## UPBEAT IN VEGAS



### U.S. Economic Engine Expected to Chug Along at a Moderate Pace

By Deborah Belgum Senior Editor

For several years, the U.S. economy has been on a slow slog, improving slightly every year. That scenario should remain in place under President Donald Trump even though he vowed to light a fire under the nation and bring back more jobs to the country.

In its latest forecast for 2017–2018, released on Feb. 22, the **Los Angeles County Economic Development Corp.** predicted that the nation's gross domestic product—the country's measurement of economic growth—will inch up by 2.2 percent this year and increase to 2.7 percent in 2018.

“Eight years into its recovery from the Great Recession,

➔ LAEDC page 8

#### TRADE SHOW REPORT

### Change Is Good for Las Vegas Trade Shows

By Andrew Asch, Deborah Belgum and Alison A. Nieder

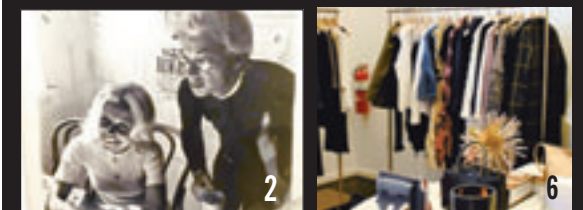
LAS VEGAS—Attendees returning to the Las Vegas apparel and textile trade shows found the landscape changed again. The Feb. 21–23 run of the **MAGIC Marketplace** included **Project**, **Project Women's**, **Pooltradeshows**, **The Collective**, **The Tents**, **Curve Las Vegas** and **Stitch** at the **Mandalay Bay Convention Center** and **WWD MAGIC**, **Sourcing at MAGIC**, **FN Platform** and **WSA@MAGIC** at the **Las Vegas Convention Center**.

This season, MAGIC owner UBM shuffled the layout

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**Textile Preview**  
with **Tech Focus** and **LA Resource Guide**  
A CALIFORNIA APPAREL NEWS SPECIAL SECTION

## Obituary

## Herbert Fink, Rodeo Drive Founding Father, 93

Herbert Fink, one of the founding fathers of Rodeo Drive's designer and high-end retail scene, died Feb. 18 at his home in Los Angeles' Bel-Air neighborhood. He was 93.

Fink was a Los Angeles native and served in the Army Air Corps during World War II. His father owned fashion stores. Fink later ran a line of 12 stores called **Country Club Fashions**. But he burst onto retail prominence in his mid 40s. After a trip to St. Tropez, France, he was inspired by the casual but stylish looks he saw on many of the young women in the iconic beach town. He resolved to take some of those looks to the Los Angeles area.

In 1969 he opened boutique **Theodore** on Rodeo Drive when the world-famous fashion retail district was still an unassuming neighborhood retail street. It reportedly was the address of hardware stores and gas stations, his daughter Leslie Le Tellier told *California Apparel News* in 2005. Le Tellier worked as a buyer for the stores. Theodore's merchandise mix included blue jeans and avant-garde styles as well as designer looks.

Theodore helped shape the sartorial tastes

of Beverly Hills and Hollywood. It championed fashion houses such as **Missoni** and **Versace** before they were well-known to Los Angeles' fashion people and long before those brands ran their own Rodeo Drive boutiques. (Missoni closed its Rodeo Drive boutique in 2012.)

Fink helped push his retail street onto the worldwide stage in 1972 when he co-founded the **Rodeo Drive Committee**. The merchant group burnished the image of the street and made it a favorite with celebrities and the stylish.

At its height, he ran a fleet of around nine



Herbert Fink, right, with his wife, Norma, in an undated photo.

Theodore stores. The nameplate officially took a bow on the pop-culture stage in 2000 when comedian and writer Steve Martin mentioned Theodore in his novella **Shoppgirl**.

Theodore was the last independent boutique on the street dominated by flagships owned by world-famous fashion houses. Fink moved his boutique to Beverly Hills' Camden Drive in 2008, blaming astronomical rents for his departure from Rodeo.

Fink never wanted to retire, but he officially stopped working when he closed Theodore in 2015, his granddaughter Alexandra Le

Tellier said.

Fink carved a reputation as a bon vivant who loved partying with friends and dining at fashionable restaurants. He also was known as someone who would tell colorful and highly amusing anecdotes, according to many publications that came to interview him throughout his career.

He married a former Miss Las Vegas, Norma Brandt. They were married for 68 years and were partners in love, life and shared the same retail vision, Alexandra said. "She worked alongside him every step of the way," she said. "She helped him build out his first store. ... She never encouraged him to play it safe. Their life was theirs to live and they rode it out like an adventure."

A private funeral was held on Feb. 23 at **Mount Sinai Hollywood Hills** in Los Angeles. He is survived by his wife, Norma; his daughters Leslie, Tracy Fink and Lisa Davis; and four grandchildren. All his daughters worked at his stores. Davis opened a Theodore boutique in Sun Valley, Idaho, but she independently owned it.—*Andrew Asch*

## T-SHIRT REPORT

## CottonlinksCA: Luxury Blanks Produced Close-to-Home

Robby Khalek has been producing apparel—domestically and overseas—for well-known brands for nearly 20 years. Recently, he saw a void in the market for a well-made blank T-shirt and launched **CottonlinksCA**.

Based in Santa Ana, Calif., Cottonlinks tees are made from cotton blended with eco-friendly materials such as **Tencel**, **Modal**, hemp, linen and organic cotton. The shirts are garment dyed, which means they're

pre-shrunk, true-to-fit and have a soft hand, Khalek said, adding that the fabrics are all locally sourced—"supplied and dyed in LA."

The tees are made in the company's own vertical factory in Tijuana, Mexico, which Khalek opened three years ago. A second facility, in Santa Ana, Calif., is expected to be up and running in the next two months.

"We're able to turn things really quickly—45 or 60 days for any fit [in Mexico]," he said. "We're five to 10 minutes south of the border."

Wholesale prices start at \$8 for basic styles up to \$16 for hemp tees.

"We're happy we're vertical; we want to give that value to the consumers," Khalek said.

For the launch of CottonlinkCA, Khalek assembled a team of fashion-industry veter-

ans, including Randy Mello and Jason Bates. All three were on hand to launch the line at the recent **Capsule** trade show in Las Vegas.

In addition to the blank tees, the company has formed **CL+CA**, a curated collaborative collection of direct-to-consumer tees. These

"micro fashion collections" showcase the work of Southern California artisans and independent businesses, such as surfboard shaper Jeff "Doc" Lausch, ceramicist Andrea Luna Reece, **Sessions Deli** in Orange County and **British Customs**, which

makes motorcycle parts and accessories in Gardena, Calif.

"We want to show California-based creativity," Khalek said.

For more information, visit, [www.cottonlinksca.com](http://www.cottonlinksca.com).—*Alison A. Nieder*



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## Brooks Joins Element

David Brooks was named global general manager of Irvine, Calif.-headquartered brand **Element**, a division of **Billabong International Ltd.**

Brooks' responsibilities will include working on Element's marketing, merchandising and business development. Brooks has deep roots in action sports, said Neil Fiske, Billabong's chief executive officer.

"David has an extensive background in sports marketing in the action-sports sector—with deep experience in content creation, athlete marketing and digital activation. He is also very connected throughout the skate community," Fiske said. "Element has always been at its best when the brand is closely integrated with content and new

forms of media. David will help us better capitalize on our brand assets and convert followership into sales."

Brooks previously worked with Element founder Johnny Schillereff when Brooks served as chief operating officer of **411 Productions**, an action-sports content production, marketing and distribution group. Brooks said that he was glad to work again with Schillereff. "Johnny's leadership and vision have endured the test of time, and what has always attracted me to Element is the unique, positive message that it brings to skate culture," Brooks said.

Schillereff started Element in 1992. It has been sold at retailers such as **Pacific Sunwear**, **Tilly's** and **Zumiez**.—*A.A.*

Las Vegas *Continued from page 1*

at the Mandalay Bay. Pool returned to the main level after a season upstairs. Stitch, one of the shows recently acquired by UBM, also moved from the second floor to the main level. MRket, the upscale men's show also recently acquired by UBM, was absorbed into The Collective. (MRket will continue to host its New York show.) And Curve Las Vegas, the lingerie and swimwear show that is jointly run by UBM and Eurovet, moved to the center of Project Women's next to the athleisure and activewear exhibitors after spending a season tucked into a corner.

Over at the Las Vegas Convention Center, MAGIC's accessories section grew with the addition of exhibitors from **Accessories The Show**, which was acquired in the same agreement that brought MRket and Stitch under the UBM umbrella. The section is now called Accessories The Show. (Accessories The Show will also continue to host its New York edition.)

In addition to the massive MAGIC Marketplace, the Las Vegas trade show scene also includes **Liberty Fairs**, for contemporary menswear; **Agenda**, for contemporary streetwear; and **Capsule**, for contemporary men's and women's, held at the **Sands Expo** and **The Venetian** ballrooms. This season, Agenda

"We've had people lining up since we opened," he said on opening day. "I've seen 25 retailers and it's only 10:30."

Still, Martin said, buyers continue to place close to season and continue to order conservatively, but "we're getting more reorders," he said.

WWDMAGIC had a festive air with hip music rocking the aisles carpeted in lavender. The show, which is dominated by juniors and young contemporary designers, was hopping with retailers from around the country as well as Latin America. Spanish was heard frequently at the various booths that are carefully designed to resemble living rooms, retail stores and comfortable lounges.

The party-like vibe was enhanced by some booths serving beverages while others served pastries. Many companies had a good first day when the show opened on Feb. 21. The second day wasn't quite as busy, but there was still brisk traffic.

the Las Vegas Convention Center's Central Hall.

"It's been un-flipping-believable," Wegmann said during a break in the traffic on the second day of the show. "And yesterday, we had twice as much [traffic]. It's been non-stop."

Wegmann said she typically does well at WWDMAGIC, but this season was especially good—calling it a "perfect storm."

"We're all in one spot and people were being cautious last year. Now they're ready to let loose," she said. "The optimism is fabulous. I have not heard one negative comment."

**Sold out at WWIN**

At the sold-out WomensWear In Nevada show at the Rio All-Suite Hotel and Casino, off the Las Vegas Strip, just about every space was taken in the various ballrooms that

make up the long-running show. There were about 100 more retailers that attend this February show compared to one year ago, said Suzanne Pruitt, the director of marketing for **Urban Expositions**, which purchased the trade show a year and a half ago. The August show had seen a decline in retail attendance as store owners grew worried about the economy during a presidential election.

The show opened one



Capsule



WSA@MAGIC



Pooltradeshaw



Agenda



Project Womens

and Capsule shared a massive space. Organizers retained the vibe for the two shows by giving each its own decor and soundtrack.

A few things this season remained unchanged. UBM's shoe shows, **FN Platform** and **WSA@MAGIC**, returned to the Las Vegas Convention Center's South Hall. **The Offprice** show once again stretched across the lower level of the Sands, and **Women's Wear in Nevada** returned to the **Rio All-Suites Hotel**.

**IFJAG**, the jewelry distributors show that bowed in Las Vegas one year ago at **Bally's**, returned to Las Vegas this season in a new location, **The Embassy Suites**.

**Buzzy booths**

Business at Project got off to a brisk start on opening day.

"Normally, the second day is the biggest day, but today [the first day] we were slammed all day," said John Nichols, senior "guardian" of licensing for **Ted Baker**.

Nichols said he noticed that many buyers were placing orders for accessories, which, in the past, have been more of an optional item.

Adam Derry was showing his collections at two shows. Derry's sustainable basics collection, **ADBD**, was at Capsule while accessories collection **Bandolier** was at Project Women's.

"It feels like the right buyers and stores are here," he said. "These shows continue to attract great buyers. People are writing here. In the past few years people have gotten away from calendaring, but we are coming back to ordering out. Brands are being smarter, making the right product. Retailers are being smarter about buying the right product."

Eric Martin, founder of **The Park** showroom, which had a large multi-booth space at Project, said buyers showed up early to view his lines.



IFJAG



The Collective

Phil Ugel, who owns the boho-inspired apparel line **Blue Sky**, based in Maryland, said he attends the show every February. This year, his booth was near one of the entryways where he got enough foot traffic that turned into several big orders from stores in Maryland, Georgia, Florida, Colorado and California.

Ute Wegmann, owner of the **Ute Wegmann** showroom in the **California Market Center** in Los Angeles, was showing two of her collections—**Sun 'N' Sand** hats and **Fraas** knit accessories—at the newly expanded Accessories The Show section at WWDMAGIC.

Wegmann has been a longtime exhibitor at WWDMAGIC. With the addition of the exhibitors from Accessories The Show, the section covered nearly the entire back portion of

day before the other Las Vegas trade shows, which generated great traffic on the first day, Feb. 20. But the second day was slow as buyers gravitated to the shows at the Las Vegas Convention, Mandalay Bay and the Sands Expo & Convention Center. Things picked up the third day.

For the last four or five years, Sandra Yang, who owns the **Fenini** contemporary label with her sister, Fei, has been attending the show. The label is sometimes called the less-expensive alternative to **Eileen Fisher**, the high-end label whose pieces sell for \$200 to \$400. Retailers from Colorado, Arizona and the Midwest left orders for the pieces that wholesale for \$35 to \$50. Everything is manufactured in Los Angeles.

**International mix at Sourcing**

This year, Sourcing at Magic aimed its regional spotlight on Africa, with a regional focus on Kenya. There were 56 booths from countries including Cameroon, Ethiopia, Ghana, Nigeria, Lesotho and Uganda. Many of the countries in the African pavilion are

able to send their goods to the United States free of tariff because of the African Growth Opportunity Act, designed to foster industries in less-developed countries.

As usual, Chinese companies made up more than 60 percent of the exhibitors, with the Chinese section being divided up into areas for denim, woven shirts, leather goods and accessories.

As in the past, there was a Made in the USA section with a heavy concentration of Los Angeles manufacturers.

For those who like to be on the cutting edge of the apparel world, there was a wearable-technology section that showed the factory of the future, which was very compact with machinery and sublimation printers for fabrics, automated cutters, as well as 2D and 3D production tools. ●

# Apparel Manufacturers, Textile Makers Take on Administration's Hot-Button Issues

Looking for a good outline of the apparel and textile industries' take on some of President Trump's proposals concerning international trade?

Julie Hughes, president of the **U.S. Fashion Industry Association**, and Augustine Tantillo, president and chief executive officer of the **National Council of Textile Organizations**, discussed their group members' view on everything from a proposed border tax on goods coming from Mexico to the fate of the Trans-Pacific Partnership at a recent live webcast.

Robert Antoshak, managing director of **Olah Inc.**, which produces the **Kingpins** denim trade show, hosted the Feb. 9 webcast, which was sponsored by **Just-Style**.

Antoshak opened the discussion by asking about the president's stance on bringing manufacturing back to the United States.

"There are jobs here in the U.S. that are jobs created by trade," Hughes said, ticking off a list that included product development, design, logistics and supply-chain solutions positions. "Seventy percent of the value of imported product is U.S. jobs."

Tantillo said his group is "pleased and excited" about the president's position on domestic manufacturing.

"It's good for a change to have an administration acknowledge the value of domestic

manufacturing," he said.

Hughes pointed out that her organization's members are "the customer of Auggie's members." She said they hoped that the U.S. jobs created by international trade don't get "lost in the political discussion."

The current administration has proposed a 20 percent tax—or a border adjustment tax—on goods coming in from Mexico.

"If we adopt a border adjustment tax or some other form of trade-restrictive policy, is there enough infrastructure here?" Antoshak asked.

Tantillo argued that before discussing a border-adjustment tax arrangement it would be better to look at the U.S. corporate tax structure, which his organization believes is "fundamentally disadvantageous" to business.

Hughes agreed that tax reform is needed but added, "The border-assessment tax proposals out there so far aren't helpful."

Tantillo countered that the U.S. has not run a trade surplus since 1975 and while there might be "unintentional consequences" of a border adjustment tax, "we have to be willing to have the discussion."

The North American Free Trade Agreement, or NAFTA, may also be renegotiated under the new administration, something that both Hughes and Tantillo seemed to think was

warranted.

"NAFTA is more than 20 years old," Hughes said. "Are there things that can be improved? I think we can all agree on that. Mexico consumers are talking about a boycott of U.S. goods. We don't want to go down that path."

But Hughes and Tantillo were less in agreement over the yarn-forward rule that is built into NAFTA and other more recent U.S. trade agreements. Under the rule, manufacturers must use fabric and yarn made in the trade agreement countries in order to bring the goods back to the U.S. duty-free.

Tantillo said NCTO is in favor of keeping the "baseline concept of yarn-forward. There are exceptions to yarn-forward—loopholes. We view them as damaging."

Those exceptions, such as the trade preference levels (TPLs) and Short Supply, allow manufacturers to use fabrics and yarn not made in the region. For example, there are provisions in NAFTA for using silk made in China. Silk fibers are not produced in the NAFTA countries.

"This is a global industry and a global supply chain," Hughes said. "If there is a product not available—whether it's silk from China or a product from Italy or Peru—the TPLs help with that and maybe that continues to be the outlet valve."

Antoshak also asked about the impact of Chinese manufacturing on U.S. business and the fate of the proposed Trans-Pacific Partnership agreement, which was supposed to be a countermeasure to China's influence on manufacturing in Asia.

Tantillo said the President seems to prefer bilateral agreements to multilateral agreements. He said he thought there are opportunities for bilateral agreements with some of TPP members such as Japan.

Hughes agreed—somewhat.

"We started with a bilateral deal. Maybe we build it back up within the process of bilateral deals," she said. "We don't want to be left behind. We don't want to be fortress America."

Antoshak concluded the discussion by asking Hughes and Tantillo what advice they have for their members, who are worried about the current state of uncertainty.

Hughes said she advises people to remain calm and wait to see what happens. Although retail sales were not strong last year, she said it's important to remember that the economy is strong.

"Our members are experienced in uncertainty," Tantillo said. "It's the nature of the process for the last 30 years. What you do is be as good as possible in innovation and productivity."—*Alison A. Nieder*

## NEWS

# Outdoor Retailer to Leave Salt Lake City After Meeting Utah Gov.

The **Outdoor Retailer** show is saying goodbye to Salt Lake City after exhibiting there for more than 20 years. The major trade show is shopping around for new venues in other cities.

The deal breaker was politics—specifically, the public-lands policy and laws keeping public lands wild.

Debate about the management of federally owned lands has been roiling in the American West for years, but it has spiked in Utah over the state's Republican governor, Gary Herbert's recent petition to the Trump administration to rescind the designation of the **Bears Ears National Monument** in Southeastern Utah, according to media reports. Herbert has also sought changes to the Antiquities Act, a Theodore Roosevelt-era law that gives the president the authority to create by proclamation national monuments from federal lands.

Management of Outdoor Retailer—owned by **Emerald Expositions**; its partner, the **Outdoor Industry Association**; as well as brands **Patagonia**, **The North Face** and **REI**—met

with Herbert during a Feb. 16 teleconference. Dissatisfied with the result of the meeting, Outdoor Retailer said that it would take its business elsewhere, said Marisa Nicholson, Outdoor Retailer's show director.

"Though we may wish it different, this is far from a snap-of-the-fingers thing to make happen," Nicholson said in a prepared statement. "Convention centers and hotels are not sitting idle. In every instance at every potential venue there are hurdles that have to be cleared and that simply cannot be done overnight."

While it is rare for apparel-industry trade shows to take political stances, Amy Roberts, executive director of the **Outdoor Industry Association**, made a call for her trade group's members to join her group's efforts.

"Outdoor Retailer is a place for us to come together and recommit to our values," she wrote in a Feb. 8 statement. She also noted, "Our industry won't support a trade show in a state whose leaders seek to harm public lands."

In a Feb. 10 op-ed piece in the *Salt Lake City*

*Tribune*, Herbert wrote that he had hoped there could be a balance between concerns of the Outdoor Retailer group and those who would like to develop public lands.

"But as governor, I cannot ignore the challenges Utah sometimes faces due to federal practices that too often ignore meaningful local input," he wrote.

The trade show's move from Salt Lake City was applauded by Robert Jungmann, founder of the apparel brand **Jungmaven** and an Outdoor Retailer vendor since 1996.

"This is huge. An entire industry saying enough is enough. I hope more industries, states and organizations vote with their money," Jungmann said.

Environmental group **Conservation Colo-**

**rado** has been making pitches to move Outdoor Retailer to Colorado. According to the *Salt Lake Tribune*, it has placed ads in Utah newspapers to get the show to move to Colorado.

"We have honored and fought for our public lands by defeating land-seizure bills and embracing new national monuments. ... Colorado knows protecting public lands is just good business," the ad reportedly said.

Outdoor Retailer claims to be the largest event for the outdoors recreation industry. 29,000 attendees visited the Outdoor Retailer Summer market at Salt Lake City's **Salt Palace Convention Center** in August. Due to a contractual agreement, Outdoor Retailer is scheduled to exhibit in Salt Lake City through its 2018 Summer market.—*Andrew Asch*

## AAFA Names Recipients of Its American Image Awards

The **American Apparel & Footwear Association** will be presenting its 2017 **American Image Awards** on April 24 in New York, benefiting the **Council of Fashion Designers of America Foundation's** Fashion Manufacturing Initiative.

"As a leader in the fashion world, the American Image Awards honor our industry's highest achievers," said Rick Helfenbein, the AAFA's president and chief executive. "These are the mavericks, influencers and rebels who continue to transform fashion and our business."

Andrew Rosen, founder and chief executive of **Theory**, will be given the "Person of the Year" award for cultivating, mentoring and investing in the next generation of designers and entrepreneurs.

**Marc Fisher Footwear** has been named the "Company of the Year" for setting a new standard in design and innovation and cultivating an aesthetic that is accessible for each brand under its portfolio.

The "Designer of the Year" award is being handed out to Stuart Vevers, executive creative director of **Coach Inc.** Vevers joined Coach

four years ago following 20 years in the fashion accessories business. At Coach, he oversees women's and men's product design, brand imagery and store environments.

Nick Graham, founder of the underwear line **Joe Boxer**, is receiving the "Fashion Maverick" award for single-handedly revolutionizing an entire fashion industry category. In 2013, Graham launched his self-named menswear line by combining classic British menswear with American styling for what he calls the perennial millennial customer.

The "Lifetime Achievement" award is going to former *Women's Wear Daily* Editor-in-Chief Ed Nardoza, who led WWD for 25 years.

The Fashion Manufacturing Initiative will use money from the awards dinner to help give grants through the **New York City Economic Development Corp.** to advance domestic manufacturing training, design innovation and production intelligence.

The awards dinner is being held at the historic 583 Park Avenue event space at Park Avenue and 63rd Street.—*Deborah Belgium*

## Calendar

### 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

**"Sketch to Screen Costume Design" panel and celebration**  
Schoenberg Hall, UCLA  
Los Angeles

**City of Hope's Spirit of Life Celebration**  
Hyde Kitchen  
Los Angeles

### Feb. 26

**Atelier Designers**  
Doubletree by Hilton, Times Square

New York  
Through Feb. 28

### Feb. 27

**LA Textile Sourcing at LA Textile Tech by Design at LA Textile**  
California Market Center  
Los Angeles  
Through March 1

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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# MARCUM RETAIL SYMPOSIUM

**March 16th**  
**@JW Marriott,**  
**Downtown LA**

The **Marcum Retail Symposium** - presented with the California Fashion Association - will provide various industry perspectives to help retailers and manufacturers adapt to the changing technological landscape and a new generation of consumers.

This complimentary event is expected to draw **over 200 retailers, manufacturers and industry service providers**. The program will feature keynote speaker, **Robin Lewis**, author of "**The Robin Report**," a print and online resource for unbiased analysis of industry-wide issues, trends and consumer behavior. Robin has 40+ years of strategic operating and consulting experience in the retail and related consumer products industries. The keynote will be complemented by a panel of industry experts who will discuss the shifting behaviors of consumers and the trends that will influence the future.

## Agenda

4:00 - 4:30 PM  
4:30 PM  
4:45 - 5:30 PM

**Registration & Networking  
Event Begins**

Keynote Speaker: **Robin Lewis, author,  
consultant and CEO of The Robin Report**

5:30 - 6:15 PM  
6:30 - 7:30 PM

**Panel of Industry Experts  
Cocktails and Networking**

\*There is a Kings Hockey game at 7:30 p.m., so restaurants at L.A. Live should be available for reservations after the event.

**Cost is  
Complimentary**

To register visit: [www.marcumevents.com/monthly-events/marcum-retail-symposium](http://www.marcumevents.com/monthly-events/marcum-retail-symposium)

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# Beverly Hills Boutiques Thriving

By Alyson Bender *Contributing Writer*

Peppered around the corporate juggernauts on Rodeo Drive and department stores lining Wilshire, the boutiques of Beverly Hills take advantage of their

intimate settings to thrive. While heavy tourist foot traffic lends a helping hand to discovery, it is word of mouth and exquisite customer service that keep bringing loyal local customers back on a regular basis.



**Gratus**  
427 N. Canon Drive,  
Suite 114  
[www.gratus.com](http://www.gratus.com)

Gratus opened three and a half years ago on the second floor of the same building where the store currently resides (now on street level). "The store has

grown organically from day one, strictly by word of mouth," said founder Meredith Kaplan. She attributes the boutique's success to cultivating close personal relationships.

The atmosphere of the boutique is like walking into your best friend's closet, where a tightly curated mixture of designer and contemporary labels line the racks. The staff is welcoming and offers equal parts personal styling



Left to right: Rosetta Getty long-sleeve, fitted, fold-over dress \$1,280; CO tassel cotton coat \$995; No. 21 dress \$876; Mulberry wrap dress \$1,058

and hospitality. While the boutique does offer a core group of designers each season—such as **No. 21, Libertine, Peter Cohen, Nina Ricci, Marni, Rochas, Rosetta, Alexander Wang** denim and **Leur Logette**—it also makes a point to introduce new designers every season.



Left to right: Mason Mihara Yasuhiro bowling top \$597; Marni long-sleeve top \$1,150; Maison Rabih Kayrouz green jacket \$1,914



## Kyle by Alene Too

9647 Brighton Way  
[www.kylebyalenetoo.com](http://www.kylebyalenetoo.com)

Now boasting six locations after five years of business, Kyle by Alene Too's original Beverly Hills location is still its strongest, thanks in part to cofounder Kyle Richards of **Bravo's** "The Real Housewives of Beverly Hills" reality show. "This store has become a destination for many tourists wanting to steal Kyle's style and hopefully catch a glance of her at the store," said Cassie Cook, assistant general manager. "If we carry something Kyle wears on the show, it tends to sell out quick."

Beyond the hype the reality show gives, the store is constantly hosting pop-up shops internally for mainly local designers, which have been a hit among locals. Currently, pop-up-shop brands include **Chaser** and **Ramy Brook**—both of which have dedicated, branded corners of the store with their most recent styles. To introduce new pop-ups, Kyle by Alene Too has a marketing team and hosts in-store events to welcome the new pop-ups.

Some of the popular labels currently carried in the store include **Saylor, Michael Lauren, Happiness, ALC, Generation Love, State of Grace, L'agence, Alexis** and **LoveShackFancy**.



Mannequins from left to right: Ronny Kobo bodysuit \$298, L'agence black pants \$345, Jenn choker necklace \$299; Tart metallic moto jacket \$498, David Lerner tee \$68, 3x1 Denim shorts \$225, Jenn choker necklace \$150; Petersyn off-the-shoulder top \$275, One Teaspoon shorts \$165, Framework choker necklace \$75



Left to right: LoveShackFancy dress \$295, Hidden Denim jacket \$215; Cinqsept jacket \$598, Cotton Citizen white tank \$80, 3x1 denim skinny jeans \$245

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**Avant Garde**

9612 Brighton Way  
www.avantgardebeverlyhills.com

Having been in business for 30 years now, Avant Garde has loyal customers who are both local and international. "Given the climate, we tend to carry more-lightweight pieces," said founder and owner Nader Manesh. "Customers today are seeking out more sporty and lifestyle pieces and styles that travel easy." The boutique has a luxurious Beverly Hills feel with fresh flowers and high-end finishes, which makes its customers feel at home in an intimate setting. Designers at Avant Garde are mainly international and reflect the store's name, with European labels such as **Cividini, Plein Sud, Avant Toi, Ilaria Nistri** and **Fagasant** from Japan.

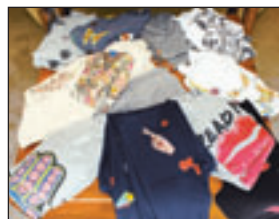


Outfits left to right: All Nude pieces. Entire look runs around \$2,000 for three pieces; All High pieces. Entire look runs around \$1,500 for three pieces; Plein Sud leather jacket \$2,500, Nostra Santissima white shirt \$795, Fagasant denim pants \$900

**SelfFish**

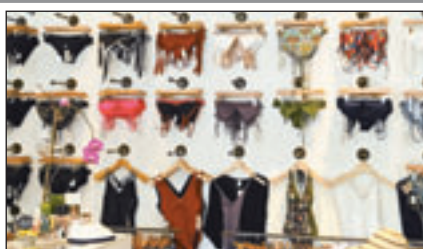
442 N. Canon Drive  
www.shopsselfish.com

With many stores in Beverly Hills catering to the wealthy, SelfFish has carved out a niche for itself over the past seven years, offering stylish pieces that are more attainable to a wider customer base. The boutique carries mainly local and Parisian labels—such as **Lisette, Bailey44, Velvet, Bella Dahl, Eva Varro, Hanky Panky**, and **AG and Hudson** denim—and has a loyal customer base that includes locals and international visitors. While the boutique carries looks for both day and night, owner Shosh Levy says lately her customers are looking for more-casual styles all around.



Lauren Moshi

Outfits left to right: Planet black-and-white dress \$259; Bailey44 off-the-shoulder top \$138, Hudson coated jeans \$209; Bailey44 top \$198, Hudson super-skinny jeans \$225, necklaces \$164 and \$98; Bailey44 top \$168 and bottom \$138



**The Beverly Hills Bikini Shop**

245 S. Beverly Drive  
www.thebeverlyhillsbikinishop.com

The Beverly Hills Bikini Shop has been a landmark boutique of Beverly Hills since 1968 and keeps its edge to stay competitive by offering a large selection of designers it knows its customers love, the utmost level of customer service (such as a jar of quarters near the checkout counter for the meters outside) and monthly in-store events. It also always makes a point to stay current with social media, which helps reach the younger generations.

"We have many loyal customers who have been shopping in our store for almost 50 years who are now bringing in their daughters and granddaughters. We help women of all ages and body types," said owner Patricia Illing. "Our buying strategy is preparing for



Individual pieces left to right: Mara Hoffman Swim one-piece swimsuit \$200, dress cover-up \$268; Flora Bella hat \$110; Honey Punch bodysuit \$42; BeachRiot one-piece \$202

each busy travel season: winter break, spring break and summer.

We attend many trade shows each season, and we look at as many different lines as we can, so we know what is being offered. Each season we bring in our core brands, but we are always on the lookout for newness. We pay close attention to the trends we see while traveling, at our local beaches and on social media. We also find it really important to take note of what our customers are requesting."

Illing went on to say, "We have definitely seen an increase in one-piece sales recently, and we are also currently selling a lot of '80s-inspired swimwear." Top-selling brands include **L\*Space, Vitamin A, Luli Fama, Blue Life** and **Karla Colletto**.

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**LAEDC** *Continued from page 1*

the U.S. economy remains on track to continue its lackluster growth for the next few years, with few real risks on the horizon to derail it," the forecast said. "The U.S. economy is limping forward on a momentum driven by fairly stable fundamentals, moving in what seems to be a frustrating pattern of fits and starts through each subsequent quarter. Overall, annual economic growth has been positive but less than spectacular."

Meanwhile, Los Angeles County's economy will move along at a slightly brisker pace with its GDP growing 2.7 percent each year, outpacing the nation. That is a slight improvement over the county's 2.2 percent growth seen in 2016.

California is outpacing the nation in economic growth with a 2.4 percent increase in GDP expected this year. That is due, in part, to the burgeoning technology industry that has seen unemployment rates in Northern California drop to almost historic lows. San Mateo County, home to companies such as **Apple** and **Google**, has the lowest unemployment rate in the state with only 2.7 percent of the workforce without jobs, followed by Marin County with a 2.9 percent unemployment rate.

On the other end of the spectrum, the highest unemployment rates in California were seen in Colusa County, northwest of Sacramento, with 19.5 percent of the workforce without jobs, followed by Imperial County, southeast of San Diego, which had an 18.8 percent unemployment rate.

**Movers in the U.S. economy**

Economists expect consumers to help lead the way in pushing the economy forward. Consumer spending makes up about two-thirds of the economy with shoppers being the driving force when it comes to success or failure.

With Trump promising to reduce personal-income and corporate taxes, consumers are feeling more confident about their financial situation and should remain in a buoyant mood. Expectations of a fiscal stimulus will keep consumers confident about their pocketbooks through 2018.

While business investment is a volatile component, making up one-sixth of GDP, it should be on the upswing, growing by 2.9 percent in 2017 and 3.4 percent in 2018.

With reduced taxes, more consumer spending and reduced unemployment, wages and inflation should inch up, leading the Federal Reserve to increase the benchmark interest rate after it was raised last December for the first time since 2015.

**California cool**

California has a diverse economy with the state being a leader in agriculture, aerospace, entertainment and the biosciences. Nearly all the major industries added jobs, except for manufacturing, which shed 7,800 jobs last year, and energy, which lost 3,700 jobs.

Over the next two years, the industries that will see vigorous growth will be healthcare and social assistance, which will add 121,600 jobs in 2017 and 2018, and administrative and support services, with 120,900 new jobs expected to be created over the next two years.

After falling for two years, the energy sector will make a comeback and add 400 jobs through 2018 and manufacturing will be on more solid ground with a net gain of 14,100 jobs.

Agriculture is a strong economic force in California, but its revenues have declined considerably in recent years due to the drought. The state's highest-value agricultural commodities are milk, grapes, al-

monds and nursery plants.

In 2015, the latest year that revenue figures were available, farms and ranches generated \$42.7 billion, which was an 18 percent decline compared to 2014. It is estimated that in 2015, 5 percent of the state's irrigated cropland was taken out of production in the Central Valley, Central Coast and Southern California due to the drought.

With record rains hitting the state this year, agricultural production should grow.

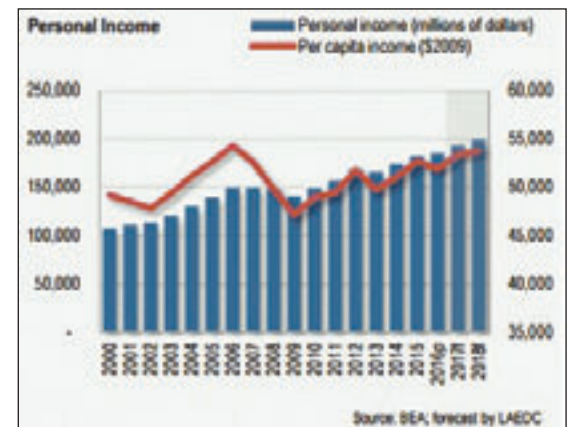
**Los Angeles County continues upward**

Since 2011, companies have been churning out jobs that reduced the county's unemployment rate to 5.1 percent last year. That was the lowest unemployment rate since 2007 and way below the peak of 12.5 percent seen in 2010.

Over the next two years, the unemployment rate should dip to about 4.9 percent to 5 percent.

Job creation will be robust in healthcare and social assistance, the county's largest industry sector by employment. About one-third of these jobs are in doctors' offices and clinics, while another 18 percent are in hospitals and 36 percent are in social assistance, such as child daycare and home support services.

As the county's population continues to grow and age, the number of healthcare and social assistance jobs will expand by 16,160 in 2017 and by 15,240 in 2018.



Leisure and hospitality has been another bright beacon with 50 million tourists visiting the area's beaches, movie-oriented attractions and theme parks.

However, the bulk of these jobs are in food services, which pays mostly minimum-wage salaries to its workers. This sector is expected to add 18,880 jobs by 2018.

The retail industry started improving in 2010 after bottoming out in 2008 during the recession. This sector will continue to create jobs through 2018 but at a modest 1.4 percent a year as consumers shift their shopping habits and gravitate more to e-commerce sites. That growth translates into 11,670 new jobs.

With more people employed, per capita income in Los Angeles County has been rising since 2013, reaching \$48,840 in 2015 and forecast to reach \$51,610 by next year.

The housing industry, which was roaring before the recession, has made some good gains in recent years, but recently things have been lukewarm.

New home construction peaked in 2004 with 26,935 units permitted before falling to a low of 5,653 units in 2009. New home construction has increased at a gradual pace to 20,213 in 2016.

Also, the rising share of new housing permits has been for apartments and condominiums rather than individual houses. Between 2000 and 2005, the average share of single-family permits averaged 46 percent of total new home construction. Since then, it has steadily declined to just 23 percent in 2016.

The median price of a home in Los Angeles County hit a high in 2007 of \$532,281 and then declined to \$316,469 a few years later. In 2016, the median price inched up 6 percent year over year to hit \$519,300. ●



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Textile Wrap

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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



**March 10**

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New Lines  
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# Textile Preview

with **Tech Focus** and **LA Resource Guide**

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

FEBRUARY 2017

## TEXTILE NOTES

**Lenzing Launches  
Tencel Brand Shop  
at ShopStyle**

**A&E Launches  
Reflective Thread**

**Invista's Cordura  
Introduces Ultra-  
Strong Nylon 6.6  
Staple Fiber**

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**Indigo Inspiration**

**FIBER & FABRIC SPOTLIGHT**  
**Findings & Trimmings**

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## Lenzing Launches Tencel Brand Shop at ShopStyle

Lenzing, the Austrian company that makes Tencel fibers, has partnered with fashion search engine ShopStyle ([www.shopstyle.com](http://www.shopstyle.com)) to open The Tencel Denim Shop.

Located at ShopStyle, The Tencel Denim Shop features more than 50 denim styles made with Tencel by brands such as Bella Dahl, DL1961, Level 99, Mavi, NYDJ and the Blue Shirt Shop.

"This shop connects directly with consumers who are seeking distinctively comfortable denim products, featuring brilliant new Spring styles from prominent U.S. and European brands," said Tricia Carey, director of global business development for denim at Lenzing. "Tencel fibers are the ideal addition for denim breathability and softness. This campaign highlights those attributes and appeals to consumers interested in making educated buying decisions."

Tencel adds additional comfort and sustainability to denim. Tencel is made from wood pulp from sustainably harvested eucalyptus trees and is produced in a closed-loop manufacturing process at Lenzing plants in the U.S., the U.K. and Austria.

—Alison A. Nieder



RICHARD CORDERO FOR LENZINGWWW.RICHARDCORDERO.COM

## A&E Launches Reflective Thread

American & Efird, the Mount Holly, N.C.-based industrial sewing thread maker, has introduced Anefil Reflector reflective thread.

Anefil Reflector can be used for coverstitch and over-edge applications for activewear, workwear, safety apparel, denim, swimwear, footwear and other markets.

"A&E's spirit of innovation continues with this new reflective product, Anefil Reflector," said Mark Hatton, A&E vice president Amer-

icas. "Offered in a Tex 120 size, Anefil Reflector adds another layer of functionality in sewing that has traditionally been dominated by reflective tape. This product is a versatile, decorative sewing thread and a valuable addition to the reflective market."

A&E products are produced in 23 countries worldwide and sold in more than 100 countries. For more information, contact [mark.hatton@amefird.com](mailto:mark.hatton@amefird.com) or call (704) 951-2516 or visit [www.amefird.com](http://www.amefird.com)—A.A.N.

## Invista's Cordura Introduces Ultra-Strong Nylon 6.6 Staple Fiber

Invista, the Wichita, Kan.-based maker of Lycra and Cordura fibers, has introduced a new high-strength Cordura, made with the company's T420HT fiber technology.

The company said this development is the strongest nylon 6.6 fiber it has ever produced. The company has been working on the patent-pending technology for two years.

"At Invista, an ongoing dedication to innovation is in our DNA," said Anthony Green, global Cordura-brand business director, in a statement. "Our latest T420HT technology launch is one in a series of new qualifying Cordura-brand fiber breakthroughs to come as we continue to push the boundaries of durable possibilities."

Cordura Nyco (a nylon/cotton) blend based on the T420HT high-tenacity fiber is undergoing wear trials for military applications. The durable but lightweight fabrics, including Cordura Nyco Extreme and Cordura Nyco Tactical fabrics, can be used for military uniforms, outdoor apparel and workwear, according to the company. Dickies will introduce the Dickies Pro with Cordura fiber technology workwear collection for Fall 2017.

Cordura—which resists abrasions, tears and scuffs—is used for everything from luggage, upholstery and backpacks to footwear, military equipment, tactical wear, workwear and performance apparel.

This year, Cordura brand is celebrating its 50th anniversary. To celebrate, the company

will launch several new fiber and fabric innovations, new applications, and collaborations.

"This very special year is going to be one for the books as we unveil our most groundbreaking innovations and collaborations," said Cindy McNaul, global Cordura brand and marketing director, in a statement. "Since commercialization of the fabric in 1967, the Cordura brand has worked hand in hand with its mill and supply-chain partners to break molds and blaze new trails—with all signs, roads and paths leading to a next generation of durable solutions. And 2017 may be the best year yet."

In addition to Cordura T420HT, Invista will introduce high-strength Cordura Denim and Cordura Combat Wool. The company is working with Cone Denim to introduce Cordura Selvage Denim and with Artistic Milliners on Cordura Combat Wool. Invista has also updated its partnership with Woolrich to introduce a new collection of Wool-Dura, which includes both Cordura and Woolrich wool. The fabric is woven in Woolrich's 187-year-old mill in Pennsylvania.

A 50th Anniversary Capsule Collection will be introduced in partnership with Struktur Studio and Artistic Milliners. The "retro-futuristic" collection will include garments made with Cordura Combat Wool, Cordura Denim/Tencel blends and Schoeller "change" and "cerasphere" coating technologies.—A.A.N.

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Left: Maggie Barela, Sales Agent

Make-up by Kristy Goslin

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# Black & White

The classic pairing of black and white adds sophistication to prints and graphic punch to knits and stripes.



Fabric Selection Inc.  
#POP3709-SE50642



SAS Textiles #10756-01  
Jersey With Loop Terry



SAS Textiles #10300-02  
Plated Vintage Jersey Slub



SAS Textiles #10841-01  
Jersey With Spandex



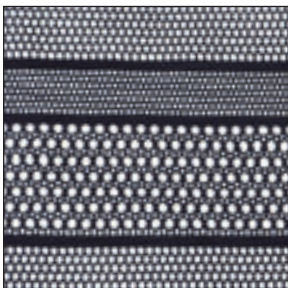
Fabric Selection Inc.  
#S10022-10  
Double Face Eyelet With  
Lycra



Cinergy Textiles Inc.  
#CREPON-6410-132 Woven  
Printed Rayon Crepon



Cinergy Textiles Inc.  
#SATEEN-15595 Printed  
Cotton/Spandex Sateen



Cinergy Textiles Inc.  
#BONLC-19173



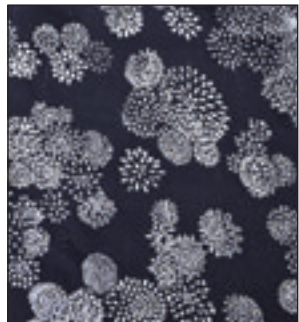
Fabric Selection Inc. #OW-  
K5315



Eclat Textile Co. Ltd.  
#RT1605076



Fabric Selection Inc.  
#CRP3143-SE60545



Jay Ann Fabrics Inc. #415/1



Solid Stone Fabrics #CHC-  
307



Solid Stone Fabrics #A2722



Triple Textile Inc. #N-217-G



Texollini #02432N

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**Please visit us at the  
LA Textile Show  
Booth #PH-7**

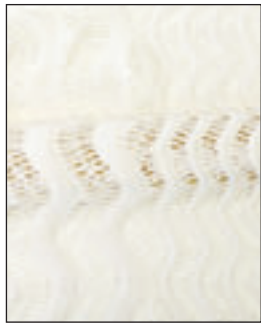
Contemporary  
Lifestyle  
Sportswear  
Loungewear  
Intimate  
Active  
Performance  
Athleisure  
Technical



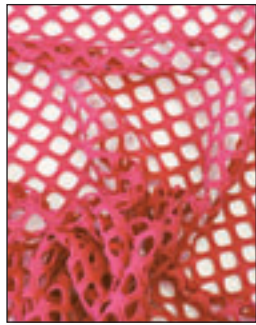
# SAS Sport

# Net Benefits

Textile designers turn to net constructions and laser-cut designs to create plenty of options for everything from activewear to eveningwear.



Tricots Liesse Inc. #54773



A Plus Fabrics Inc. #FN2050



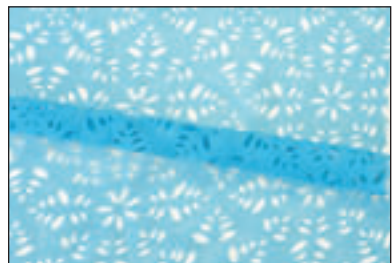
Tricots Liesse Inc. #FN9538



Tricots Liesse Inc. #316394



Tricots Liesse Inc. #316393



Solid Stone Fabrics #SE-3108A



Tricots Liesse Inc. #917029



Tricots Liesse Inc. #316468

# Natural Selection

- Natural shades of beige and khaki—and soft versions of brighter hues—are warm neutral options for prints, patterns and knits.



Jay Ann Fabrics Inc. #379/6



Taiana Blu #2018B Crimpy



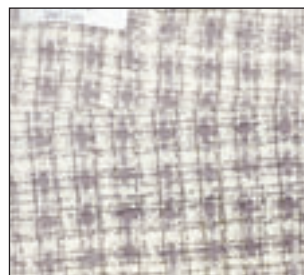
Texollini #01524N



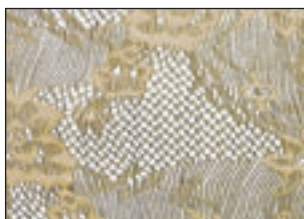
A Plus Fabrics Inc. #CL-1879



Tricots Liesse Inc. #917117



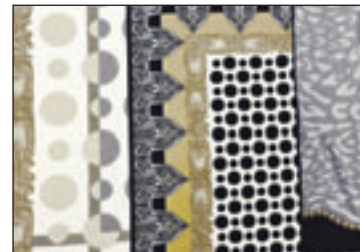
Texollini #04126N



A Plus Fabrics Inc. #026L



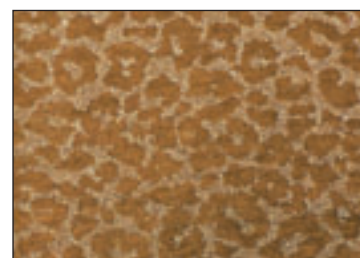
Texollini #01551N



Triple Textile Inc. #L-628-X



Cinergy Textiles Inc. #JACQ-18310 Abstract Jacquard



Asher Fabric Concepts #PCF103 French Terry Grey Heather

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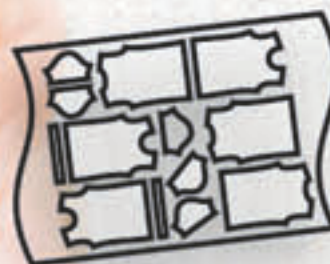
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# Hi-Gloss

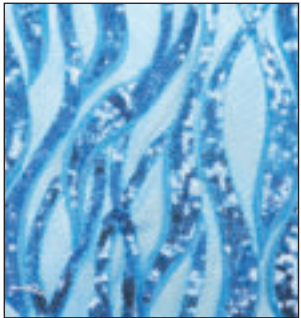
Go for high gloss with foil-printed fabrics, metallic laces and reflective textiles.



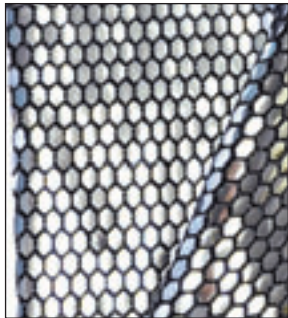
A Plus Fabrics Inc. #LX-606L



D&N Textiles Inc. #6237



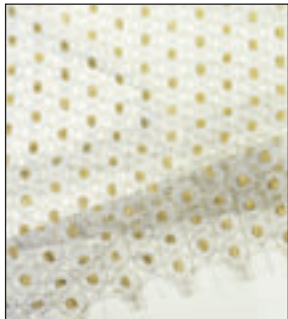
Solid Stone Fabrics "Admire"



Solid Stone Fabrics "Armor"



Solstiss #44790



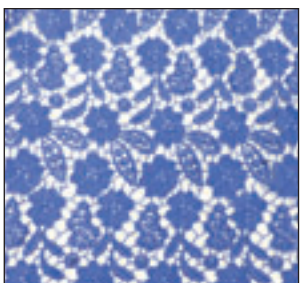
Solstiss #847706



Eclat Textile Co. Ltd. #RT1607249



Eclat Textile Co. Ltd. #RT1603524



D&N Textiles Inc. #6209



Texollini #3338YD2



Solid Stone Fabrics Leggings Mesh With Foil



Solid Stone Fabrics "Broken Mirror"



Tricots Liesse Inc. #54968



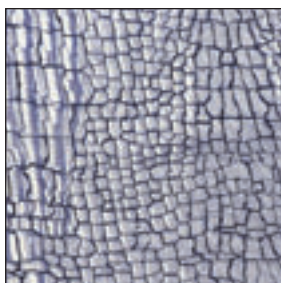
A Plus Fabrics Inc. #F-100L Cotton/Nylon Lace With Foil



A Plus Fabrics Inc. #LX-614 Nylon/Spandex Lace



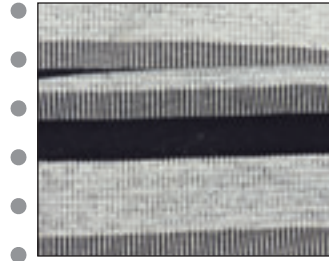
Solstiss #845970



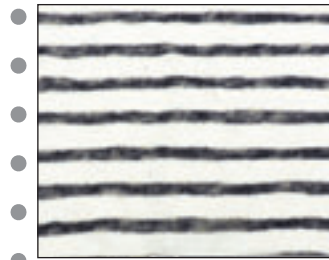
Solstiss #666R21

# Sweater Weather

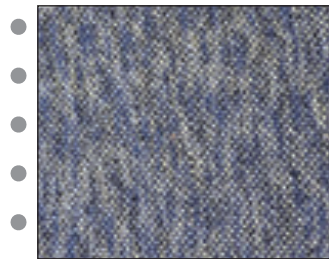
It's always sweater weather with loose-knit fabrics, bouclés, French terry and highly textural textiles.



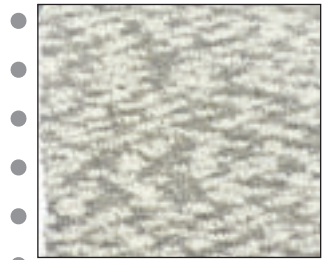
A Plus Fabrics Inc. "Chicago Knit"



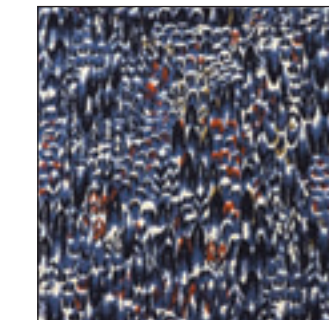
A Plus Fabrics Inc. #VPJR130-CH Viscose Poly Jersey Stripe



Cinergy Textiles Inc. #SK-18650-SLUB



Asher Fabric Concepts #CPS7 Cotton/Poly Sweater Brushed



Triple Textile Inc. #L-628-H



Cinergy Textiles Inc. #JSYSL-17102CP Printed Slub Rayon/Linen Jersey



SAS Textiles #10777-01 Loop Terry Plaid



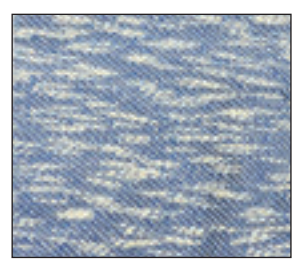
A Plus Fabrics Inc. #VPX90 Bouclé Intermingle Plaited Sweater



Fabric Selection Inc. #KNT3790 French Terry With Hole



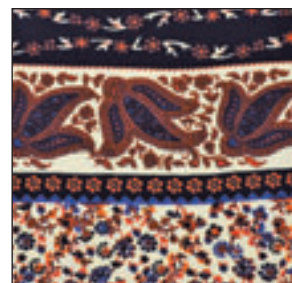
Cinergy Textiles Inc. #FTERRY-CHEVRON



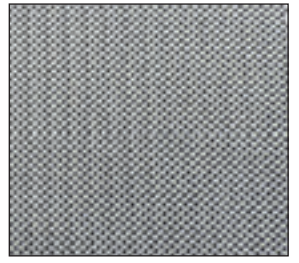
Tricots Liesse Inc. #316490



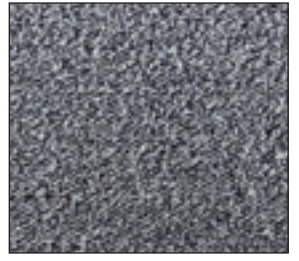
Triple Textile Inc. #N-219-E



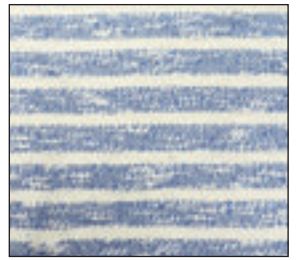
Cinergy Textiles Inc. #CHALLIS-18626 Printed Challis



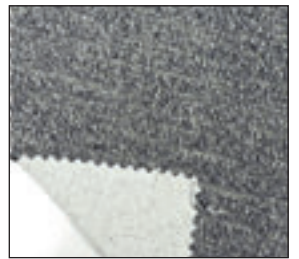
SAS Sport #S10096-02 Mini Basket Weave With Lycra



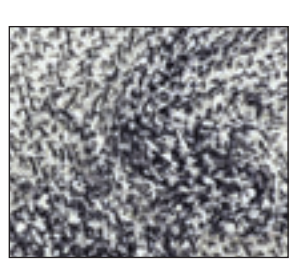
A Plus Fabrics Inc. #PVCF14 Three-End Snow White Diagonal



Tricots Liesse Inc. #316488



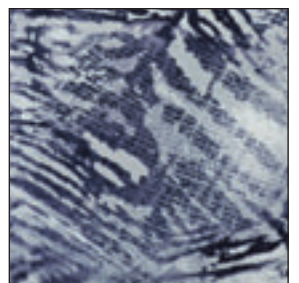
Asher Fabric Concepts #PRCF14 Laundered Poly/Rayon/Cotton Slub



A Plus Fabrics Inc. "Candy Ball"



Triple Textile Inc. #RSP-11-R



Cinergy Textiles Inc. #JSY-CTN-MC11A Printed Cotton/Spandex Jersey

# In the Purple

Shades of grape, violet and eggplant color sophisticated laces, floral prints and active knits.



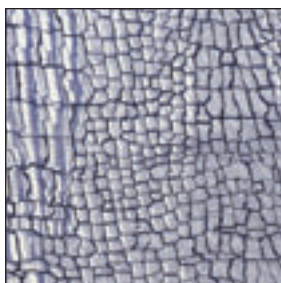
Eclat Textile Co. Ltd. #RT1402251 Single Jersey Lightweight Reflection



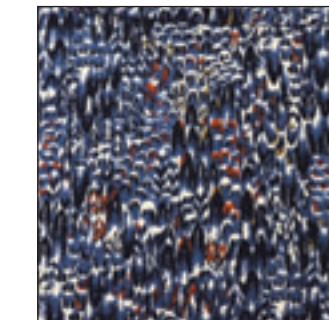
Texollini #3338YD2



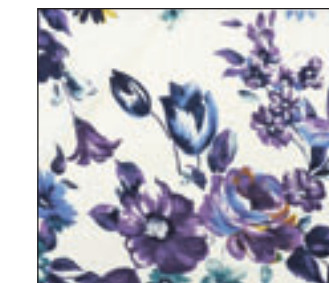
Solstiss #845970



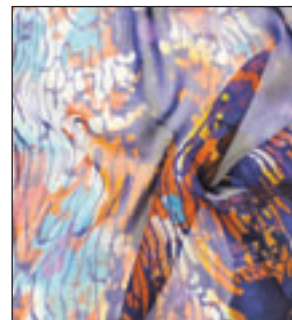
Solstiss #666R21



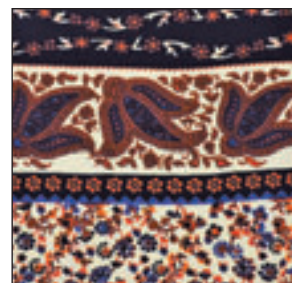
Triple Textile Inc. #L-628-H



Cinergy Textiles Inc. #JSYSL-17102CP Printed Slub Rayon/Linen Jersey



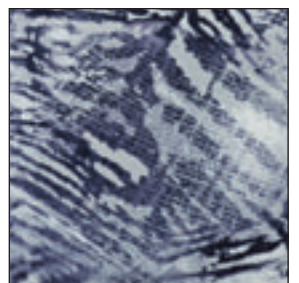
Triple Textile Inc. #N-219-E



Cinergy Textiles Inc. #CHALLIS-18626 Printed Challis



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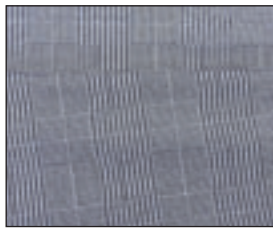
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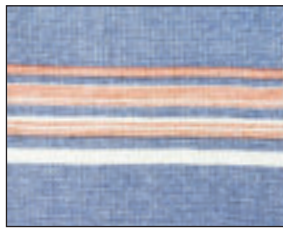
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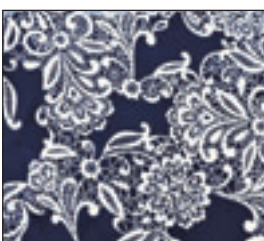
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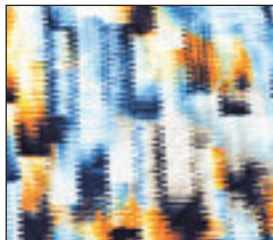
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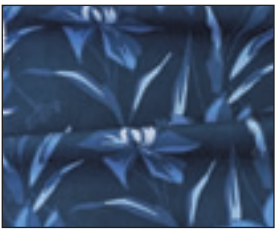
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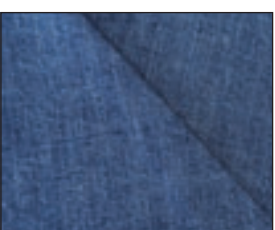
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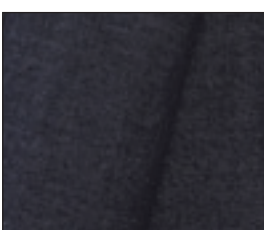
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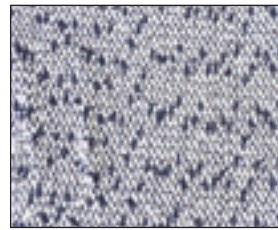
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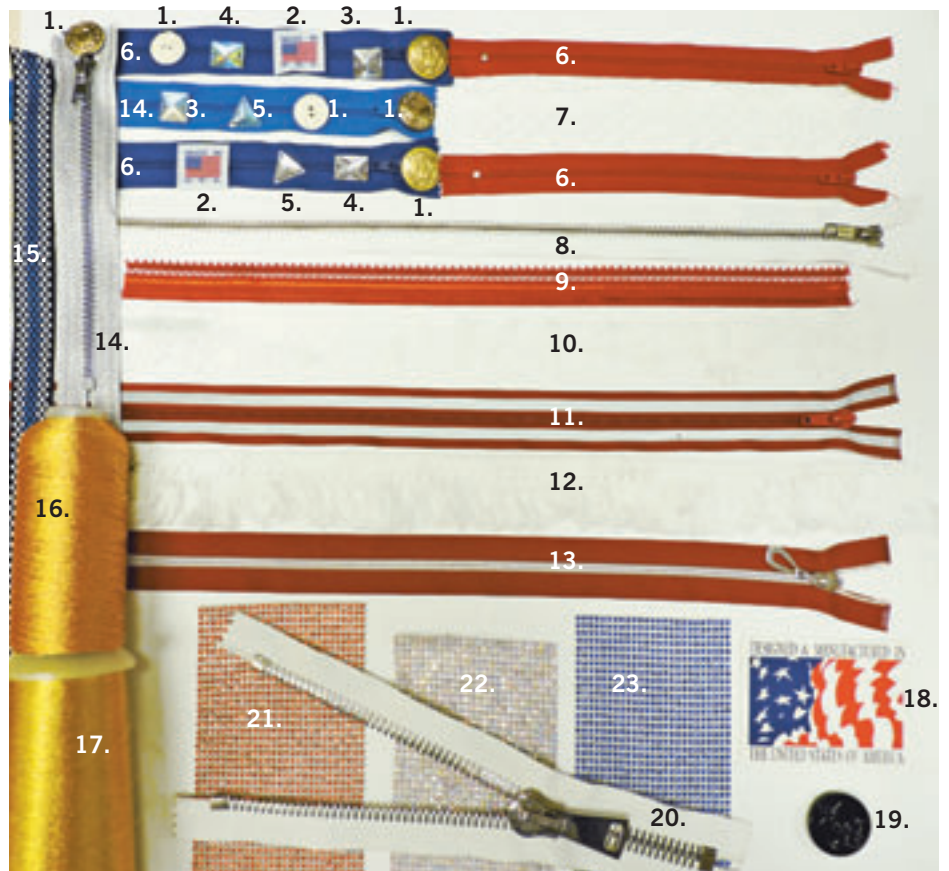
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# Textile, Findings & Trimmings and Tech Resource Guide

## 3in1 Group USA

(657) 210-4970  
[hello@3in1GroupUSA.com](mailto:hello@3in1GroupUSA.com)  
<http://3in1GroupUSA.com>  
**Products and Services:** The founders of 3in1GroupUSA have been in the apparel industry for over 25 years. With its partners, DNG Buttons and UR Labels out of Asia, 3in1GroupUSA work together to offer products in the label and metal button product category. We offer a variety of apparel trims and work with customers to develop their own unique trims that make their brand special. Our dedicated research and development team ensures fast and creative design concepts for exciting labels, hangtags, RFID, packaging, metal buttons, snaps, closures, and much more to the apparel market. We look forward to working with you. Please contact us for more info or to set up an appointment.

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[www.californialabelproducts.com](http://www.californialabelproducts.com)  
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**Products and Services:** California Label Products will be exhibiting at the LA Textile show on February 27th – March 1st and we look forward to seeing you there! Visit our booth #6001/6003 for the latest look in labels and tags to get inspired. Our In-House Art Department can help develop your brand identity with an updated look or provide you with a quote on your existing items. Our product list not only consists of woven labels, printed labels, heat transfers, size tabs, hangtags, and RFID Solutions, 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.

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 (310) 989-6624  
[www.charmingtrim.com](http://www.charmingtrim.com)  
 Contact: Michelle C. Fouty | Global Sales Representative  
[michelle@charmingtrim.com](mailto:michelle@charmingtrim.com)  
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 Contact: Shala Tabassi  
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## Philips-Boyne Corp.

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 Farmingdale, NY 11735  
 (631) 755-1230  
 Fax: (631) 755-1259  
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[sales@philipsboyne.com](mailto:sales@philipsboyne.com)  
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## Textile, Findings & Trimmings and Tech Resource Guide

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### Robert Kaufman Fabrics

129 West 132nd St.  
Los Angeles, CA 90061  
(800) 877-2066  
Fax: (310) 538-9235  
[www.robertkaufman.com](http://www.robertkaufman.com)  
[info@robertkaufman.com](mailto:info@robertkaufman.com)

**Products and Services:** Robert Kaufman Co., Inc. is an importer and converter with national and international representation, stocking a wide variety of printed, yarn-dyed, and solid wovens and knits as well as denims. In business for over 70 years, Robert Kaufman Fabrics has been delivering the highest-quality service to manufacturing clients in the U.S. and around the world in a variety of markets, including childrenswear, womenswear, contemporary, juniors, men's sportswear, maternity, uniforms, special occasion, accessories, and home fashions. In addition to an extensive catalog of on-trend design collections released every quarter, we offer domestic in-stock programs with low minimums, as well as customized fabric design, development, and sourcing for prints, yarn-dyes, and solids. All fabrics are available for sampling. We also drop ship for customers with off-shore production needs. Robert Kaufman Fabrics sells wholesale and to the trade only. Visit us at the LA International Textile Show, Booth #901.

### SAS Textiles

3100 E. 44th St.  
Vernon, CA 90058  
(323) 277-5555  
[info@sastextiles.com](mailto:info@sastextiles.com)

**Products and Services:** SAS Textiles is a knitting mill based in the heart of Los Angeles, serving the industry with "Made in

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

### Spirit Lace Enterprise

110 E. Ninth St., Suite A761-A763  
Los Angeles, CA 90079  
(213) 689-1999  
[info@spiritlace.com](mailto:info@spiritlace.com)  
[www.spiritlace.com](http://www.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, hand-made 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. Visit us and view our latest collection at the LA Textile Show at the CMC at Booth #405/407.

### Stylish Fabric

[www.stylishfabric.com](http://www.stylishfabric.com)  
Los Angeles  
[ales@stylishfabric.com](mailto:ales@stylishfabric.com)  
(888) 949-2262

**Products and Services:** Stylish Fabric is your number-one source and online shopping destination for fashion fabric in the world! Stylish Fabric has the largest inventories of high-quality apparel fabrics, party decoration, photography, props fabric and more! We also carry one-of-a-kind laces, crochets, embroideries, sequins, furs, swimwear, tulle and more! We can locate even the most difficult and hard-to-find fabrics for you! If you can't find the fabric you are looking for on our online store, please call us directly and we will work with you in finding a fabric from our network of suppliers. We are located in the heart of Downtown Los Angeles.

### swisstulle

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

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Feb. 27-Mar. 1, 2017  
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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.

## Texolini

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

**Products and Services:** We at Texolini 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.

## The Button/ Accessory Connection, Inc.

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

**Products and Services:** The Button / Accessory Connection (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 your brand's garment production.

## Trim Networks Inc.

910 S. Los Angeles St., Suite 405  
Los Angeles, CA 90015  
(213) 688-8550  
Fax: (213) 688-8551  
info@trimnetworks.com  
www.trimnetworks.com  
ae@trimnetworks.com

**Products and Services:** TNI is not just a button company; it's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in the world has been the foundation of our system and our networks. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you. We enjoy serving all brands in different parts of the world, such as the U.S., China, Italy, Japan, Israel, Sri Lanka, Pakistan, and India. Our facility can accommodate brass, zinc, and aluminum

products. Our products are constantly tested by some of the most well-known laboratories in the world. We can provide you with all types of test results within a few days. We are in touch with over 2,000 garment and denim factories. We have opened offices in Dhaka and Lima and are looking to expand to Vietnam, Cambodia, and Indonesia.

## Tukatech

5462 Jillson St.  
Los Angeles, CA 90040  
(323) 726-3836  
Fax: (323) 726-3866  
http://tukatech.com  
tukateam@tukatech.com

**Products and Services:** Tukatech provides 2-D/3-D apparel software for pattern making and virtual sample-making, cloud applications for global communication, and manufacturing equipment for production. Systems include unlimited training, consulting, process engineering, and implementation. Tukatech's technology is at the forefront of the industry and designed for garment makers of all sizes and skill levels.

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