

CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 72 YEARS

\$2.99 VOLUME 73, NUMBER 17 APRIL 21-27, 2017



INTERNATIONAL INFLUENCE

The recent Fashion Careers International runway show had an international flavor. About half of the designers featured on the runway hailed from outside the United States, including Okwechime Onyebuchi, who splits her time between Los Angeles and Nigeria. For more from the show, see page 8.

QUARTERLY ECONOMIC REVIEW

Despite a Strong Economy, Retailers Are Being Hit Hard and Trying to Adjust

By Deborah Belgum *Senior Editor*

Even though the U.S. economy is predicted to be on sound footing this year, the stack of retailers closing their stores due to bankruptcies or slipping sales keeps piling up at an alarming rate.

Big department stores such as **Macy's** and **JCPenney** are whittling down their retail locations as consumers alter their shopping habits to e-commerce.

Economically troubled California contemporary brands and retailers such as **BCBG Max Azria**, which filed for bankruptcy protection in February, and **Bebe**, which announced it is closing all its stores and laying off 700 people in California, are transitioning to smaller footprints or to online retail.

Most recently, teen retailer **Rue21**, headquartered in
➔ **Quarterly Report** page 4

TECHNOLOGY

Fashion's Robotic Future

By Andrew Asch *Retail Editor*

Many futurists predict a giant shakeup in the jobs market in the near future as bus drivers, construction workers, paralegals and pharmaceutical workers are forecast to be pushed out of their gigs by job candidates who don't have a heartbeat. They will be replaced by robots and artificial intelligence.

But apparel manufacturing might prove itself to be an exception to this robot future.

While a handful of entrepreneurs and inventors plan to build apparel factories run by robots and computers, they forecast that their projects will bring apparel manufacturing jobs back to America.

Brett Stern, an industrial designer in Portland, Ore., has been looking for investment for his **Formafit Process** machine. When he pitches this machine, which can make a garment in 45 seconds without human hands, he typically gets the same reaction.

"Usually the first response is, 'Oh, you'll put people out of work,'" Stern said. "But [many] of those traditional American cut-and-sew apparel manufacturing jobs were lost decades ago. The net effect of any automation in apparel manufacturing will actually bring high-tech technical jobs to the United States."

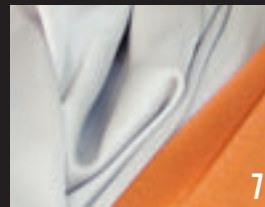
➔ **Automation** page 2

INSIDE

Where fashion gets down to businessSM



2



7

Emerald Expo IPO ... p. 2

Technology ... p. 3

Gap's sustainability move ... p. 5

Trendstop Textiles ... p. 6

Finance and Supply Chain Resource Guide ... p. 9

www.apparelnews.net

Automation Continued from page 1

Stern does not forecast that automated sewing factories will make human sewers and cutters obsolete. Rather, American factories might create new jobs for them.

Stern is one of a small group of inventors and entrepreneurs planning to build apparel-manufacturing plants that are equipped with robotics and computers. They are different from typical apparel manufacturing facilities, which work from a model that has not changed much in a century and feature scores of workers who run sewing-machine stations.

The robot entrepreneurs contend that they are the first businesspeople working in a very early stage of a new era of apparel manufacturing. No one form of manufacturing dominates the field. But if their plans succeed, they promise the same results: a manufacturing process that will save money and time in logistics and revive an industry in the United States. The entrepreneurs interviewed for this article are seeking funding or have recently marked company launches. These entrepreneurs outlined their plans for *California Apparel News*.

For entrepreneurs Mark Robinson, Tom Keefer and Scott Wilson, the next era in apparel manufacturing will start in Southern California. Their venture, **Susarel Inc.**, intends to build a fully integrated vertical factory with an automated sewing component in Orange County. Robinson, the chief executive officer and president, said that the project is in its last round of financing. A soft launch is forecast by the end of this year.

Their plant could have the capacity to complete orders in 30 to 45 days, Robinson said. It can make T-shirts, yoga pants, leggings,

boardshorts and hoodies for brands. Eventually it could make customized clothes for individual consumers. With a staff of high-tech workers and smart machines, it will basically serve as a place for the industrial tasks of cutting, sewing and dyeing.

Facility functions will include fabric making with high-speed, yarn-spinning machines; sewing with modified **Merrow ActiveSeam** industrial sewing machines; direct-to-fabric high-speed digital printers; and Susarel's proprietary **Kinetic Colorization** and dye



FASHION ROBOT: A prototype of the Susarel factory, left. A picture of a Softwear Automation sewbot, right.

sublimation, which make for a deeper, longer-lasting colorization in fabric, Robinson said.

Susarel's machines have the ability to make reversible garments with double-sided printing. The machines can print on cotton, nylon, silk and cashmere. People and machines working in the factory also will package garments to be warehoused in other facilities.

Susarel's project will focus on energy efficiency and being eco-friendly. A solar turbine system will be placed on the roof. During peak hours, the facility will provide 35 percent of its own energy. Keefer, the chief marketing officer, said that the long-term goal is to be as energy independent as possible. The project's Kinetic Colorization system will use a glass of water to dye a T-shirt instead of the 400 or so gallons of water typically used to dye the same

garment, Robinson said. Kinetic Colorization does not use chemicals found in many other apparel-manufacturing techniques, and it is more eco-friendly, he contends.

In its first year of production, Susarel's 35,000-square-foot facility will employ more than 25 people. It will cost more to build an apparel factory with robotics and computers, but Keefer forecast that manufacturers will make their investment back quickly.

"The cost of the factory build-out will be higher in order to incorporate these technolo-



gies. The resulting efficiencies will make us cost-competitive with offshore manufacturers who handle the lowest-cost labor pool," Keefer said.

Businesses do not have to contend with trade tariffs when apparel is made domestically, logistics are cut dramatically and speed-to-market is increased. "When the robotics come on-line, it will be a game changer with all other strategic components," Robinson said.

Soon, Stern forecasted, apparel manufacturers—as well as medical technicians, emergency responders and others—will use his car-sized Formafit Process machine to make clothes. The machine heat-molds off-the-shelf synthetic fabrics such as nylon, polyester, spandex and polypropylene into three-dimensional shapes. Simultaneously, the machine cuts fabric from a bolt of fabric in the machine and ultrasonically welds the materials together.

Instead of using a sewer to manipulate fabric so it can be sewn and embroidered, the Formafit Process moves fabric through different stages where it can be formed into loose-fitting or form-fitting clothes. Stern pitched the machine for athletic wear, work clothing and uniforms.

A cycle time is 45 seconds without human interaction. The Formafit Process can be placed in hospitals to make disposable medical scrubs. Retailers could scan a shopper's body to get fit specifications and then use the Formafit Process to put together a custom-fit garment in a short time.

Stern forecast that the machine will need people to feed fabric into it and operate it. The machine might look different, but it does not represent a break from apparel manufacturing of the past. "In theory, a sewing machine is a robot that automates human motions. What I

am talking about is the next-generation machine to make clothing," he said.

Robots in sewing factories won't look like science fiction, said Palaniswamy "Raj" Rajan, chief executive officer and chairman of **Softwear Automation Inc.**, an Atlanta company that copyrighted the word "sewbot," or a robot that sews.

Much like an automobile factory, apparel workers will handle machines that make an end garment, in this case, clothing.

As for the sewbots, their robotic arms will pick the garment, sew the garment and pass it onto a finishing machine. "What it will be able to do is take a row of fabric and out comes a finished product," Rajan said. "There is no human touch in the middle."

His company sold its first sewbot in late 2015. Softwear Automation makes sewbots for manufacturers. It does not make clothes. Founded by academics from the **Georgia Institute of Technol-**

ogy, Softwear Automation received a research grant from the **Department of Defense's Defense Advanced Research Projects Agency (DARPA)** to research robots to make clothing. Much of the research-and-development funds for robotics and apparel manufacturing come from government grants.

Rajan declined to state sales for his company. He did say that 2017 sales are forecast to be four times greater than 2016 sales. So far, the company has sold exclusively to American manufacturers. "The best place to make a product is where all of the raw materials and resources are," Rajan said. "You will see a sizable amount of industry moving back to the U.S."

While U.S. manufacturing has declined precipitously in the past four decades, Rick Helfenbein, president and CEO of the Washington, D.C.-based trade group **American Apparel & Footwear Association**, said there are opportunities to revive the sector. "It is not too late for apparel manufacturing to return to the U.S. as long as we can find a way to do it that makes business sense. Automation may be one of the ways to answer this problem," Helfenbein said.

"With advances in automation, there is definitely the opportunity to increase manufacturing in the United States. In fact, U.S. production has increased by more than 50 percent during the past six years. That said, there are a few important factors to consider. First, automation will be much easier to achieve with footwear. Due to the way fabrics stretch, it is much more difficult to automate the process for apparel. Second, these factories will look very different to the ones of yesteryear and will require employees to have different skill-sets than those that make apparel and footwear today." ●



SOLEIL CAPITALE

Letter of Credit

Documentary Letters of Credit (MT700/MT710) are often used to protect the interests of both Buyer and Seller.



January Spotlight Transactions

Issuing Bank:	Soleil Chartered Bank	Issuing Bank:	Soleil Chartered Bank
Seller's Bank:	Bank of China, China	Seller's Bank:	Trust Bank,
Instrument:	1 Year Standby Letter of Credit		Bangladesh
Amount:	1,000,000 USD	Instrument:	90 Day DLC
Transaction:	Garments from China to South Korea	Amount:	256,000 USD
		Transaction:	T-Shirts from Bangladesh to USA
Cost to client:	2.5%	Cost to client:	1.35%

www.soleilcapitale.com

55 Wall Street
Suite 530
New York, NY 10003

(646)415-8261

NEW YORK-ZURICH-MUMBAI-MILAN-LAGOS-MANILA-BUCHAREST-DNEPROPETROVSK

Emerald Expo Files for IPO

Emerald Expositions Events Inc. filed for an initial public offering recently. The San Juan Capistrano, Calif.-headquartered company is seeking to raise from \$295 million to \$310 million, according to media reports. If the IPO is successful, the company will be listed under the **New York Stock Exchange** under the ticker EEX. **Bank of America, Merrill Lynch, Barclays** and the **Goldman Sachs Group** are leading the sales of the IPO.

Emerald currently produces more than 50 trade shows, including prominent events with an apparel focus such as **Surf Expo, Imprinted Sportswear Show, Outdoor Retailer** and **Swim Collective**. In a prospectus filed with the **Securities and Exchange Commission**, the company stated that its top reasons for filing an IPO include reducing its debt, increasing its capitalization and fi-

nancial flexibility. The prospectus also noted that the company's debt is coming due.

Its term-loan facility and revolving-credit facility are scheduled to mature in June 2020 and 2018, respectively. At the end of December 2016, Emerald's debt included \$713.3 million under the term-loan facility and \$99.4 million in the revolving-credit facility.

Emerald had \$323.7 million in revenue in the year that ended Dec. 31, 2016. During that year, it earned \$71 million in its sports division, which includes **Surf Expo, ISS** and **Outdoor Retailer**. Revenue grew 14 percent from 2014 to 2016, Emerald's prospectus said. The document also stated that the company will focus on growth by increasing attendance at existing shows, launching new shows, acquiring trade shows and "managing price growth," or instituting price increases.—*Andrew Asch*

Centric's LA Event Puts Focus on Implementation, Integration

By Alison A. Nieder Executive Editor

Two seasoned apparel executives—one with **Kate Spade** and the other with New Zealand active wool apparel brand **Icebreaker**—gave their insight into implementing and using **Centric Software's** product lifecycle management solutions at an event hosted by the Campbell, Calif.-based software company.

The April 6 event was held at the **Omni Hotel** in downtown Los Angeles. Centric Regional Sales Director Brian Kastner offered an overview of the 20-year-old software company, which took a product originally developed for the aviation and aerospace industries and customized it for the retail, fashion, footwear, luxury and consumer-goods industries.

The idea was to make a PLM solution that was “user-centric and product-centric,” Kastner said. Manufacturing and delivering consumer goods is a fast-moving business that involves many SKUs and multiple seasons, Kastner noted, unlike aviation, where color changes are infrequent and people rarely change the buttons.

“When you guys need to do a change, we’re talking hours, minutes, a day,” Kastner said.

Further, the system needed to adapt to changes in the business.

“You may be doing apparel today, but you may need to add footwear,” Kastner said. “It’s a user-configured system.”

Centric PLM is a modular system that is frequently updated to keep up with customer needs and changes in the business.

“Just like your product changes, our product changes,” Kastner said, adding that Centric typically releases two updates each year.

The next step for PLM involves mobile tools and applications, Kastner said.

“Now you walk into [a factory] with an **iPad**,” he said. “We’re taking you from being tethered to a desktop to being able to walk the floor with tools.”

Implementing a long-overdue upgrade at Icebreaker

Sheila Moore, with **Cooper Mountain Consulting LLC**, is a former product manager at Icebreaker who helped shepherd the Auckland, New Zealand-based active-apparel company through a long-overdue upgrade of Centric’s PLM system and the implementation of a new merchandising module. Icebreaker produces underwear, base layers, mid layers, socks and accessories made from a washable Merino wool/**Tencel** blend. The company produces 2,100 styles per year sold in two annual seasons. A global design team of about 20 people is split between

Auckland and Portland, Ore. Icebreaker had been using Centric PLM since 2012. Moore said the company initially considered four different PLM providers.

“Centric met our requirements out of the box,” she said. “We weren’t interested in customization because that would increase the cost. Users could give feedback and it would be taken into consideration. And they were able to deliver a system rapidly at a competitive price.”

But five years later, the company was overdue for a system upgrade, Moore said. According to Kastner, the standard upgrade migration schedule is 18 months.

“The way PLM was used had become inconsistent,” Moore said. “Everyone had gone rogue. They weren’t following processes to be efficient.”

Moore said the company knew upgrading would improve inventory visibility for physical goods and raw materials, but “stakeholder engagement was the biggest challenge,” she said. “They don’t have extra time to work on the PLM project.”

“Hard benefits” of upgrading the system—such as profitability—were easy to measure, but “soft benefits” such as improved efficiency were more difficult to quantify.

Moore said she set goals for the implementation such as scope, timeline and key milestones, risks, constraints, dependencies and assumptions, learning from past projects, measuring success, process development, resources, communications, testing, and training.

Because the company had already been through an implementation in 2012, it was able to look at what worked and employ that for the 2014 upgrade. For example, in the original implementation the training was done well before people began using the system. Moore said “just-in-time training,” held shortly before users began using the software, proved to be more effective.

Icebreaker’s cross-continental setup also created a challenge for scheduling meetings between Auckland and Portland staff.

“We had to be strategic about scheduling meetings if we wanted the whole team,” Moore said.

Moore said training was done in a classroom-style setting and, on average, took about a day.

“The system is pretty intuitive,” she said.

For the merchandising module, Centric interface mimics the look of **Excel**, which is what the company had been using.

“We walk into many accounts that have Excel,” Kastner said. “[Centric] has a lot of the same functionality of Excel. It’s been designed to be intuitive.”



TALKING TECH: Centric Software Regional Sales Director Brian Kastner; Sheila Moore, former product manager for Icebreaker; and Kevin Sheffield, manager of design technologies for Kate Spade & Co.

In the end, Icebreaker’s upgrade was done on time with the integration of the merchandising module concluded a few months later. There are now 90 users on the system.

“We had 100 percent adoption of the new system for the Fall/Winter 2018 production creative process,” Moore said, adding that incremental profit growth was expected in fiscal year 2019.

Moore said there were some improvements in the hard-to-measure soft benefits as well, including increased productivity and a happier production team.

“The change in optimism in the office has gone way up,” she said. “They’re not as frustrated.”

Using Centric with Adobe at Kate Spade

Kevin Sheffield, manager of design technologies, **Kate Spade & Co.**, discussed his experience training designers schooled in using **Adobe** programs such as **Illustrator** but now need to use Centric PLM.

Sheffield worked as a designer before making the transition to design technology. He spent 17 years with **Liz Claiborne**, which later acquired the Kate Spade label and changed the company name to Kate Spade & Co.

Adobe Illustrator has been the “tool of choice for fashion” for nearly 15 years, Sheffield said. The program is used for design, merchandising and marketing. When it came to implementing Centric PLM, Sheffield said there were a number of requirements from the design team. They wanted to stay working in Adobe Illustrator. They wanted to continue to access their library of resources in Illustrator and they wanted to be able to create multiple art boards in a single document.

Sheffield said when looking for a PLM system he created a list of 100 “designer functionality features” before narrowing down the options to four different companies.

“Centric was close to meeting all 100 metrics,” he said. “They gave us a panel that was identical to Illustrator. It has the ability to support multiple art boards. We can define and manage the color library, and they utilize our established libraries. We can address all our image complexities.”

Centric created an Adobe plug-in for Kate Spade that included several features that made implementation easy for the design team. For example, the Centric plug-in allowed users to carry over naming conventions from Illustrator so swatch names were retained.

“Anything I can get within Illustrator I can send over to the Centric plug-in,” Sheffield said. The design team could continue to use programs such as **iDraw**, **TexWev** or **Adobe Capture**.

“I’m not held back by any limitation and I’m able to plug that into PLM in some shape or form,” he said. “The Adobe files become part of the PLM package. We can put some basic workflow in so you can lock it down. Now that it’s in the system, it’s much more seamless.” ●

Long-Term Licensing Agreement Signed With Calvin Klein

Delta Galil Industries Ltd.—the Israeli company that recently purchased the Los Angeles contemporary brands **7 For All Mankind**, **Splendid** and **Ella Moss**—announced that its Delta Galil USA subsidiary has signed a long-term licensing agreement with **Calvin Klein Inc.** to develop, manufacture, produce and distribute boys’ and girls’ underwear, sleepwear and socks.

The five-year agreement, which begins Jan. 1, 2018, gives Delta Galil the exclusive wholesale right to market the Calvin Klein master brand for boys’ and girls’ underwear, sleepwear and socks through the department- and specialty-store arena in the U.S. and Canada.

“Calvin Klein has represented one of the most iconic brands for nearly 50 years, and it is a true honor to partner with them, particularly in their renowned underwear and intimate apparel categories,” said Isaac Dabah, chief executive of Delta Galil. “This represents an important step

for Delta Galil in our ongoing strategy of enhancing our branded portfolio and broadening our presence in the premium sector.”

The Calvin Klein brand is owned by the **PVH Corp.**

In recent years, Delta Galil has been snapping up U.S. brands that have a strong California presence. Almost two years ago, the Israeli company acquired **P.J. Salvage**, a high-end contemporary nightwear, loungewear and underwear company based in Irvine, Calif., for \$37 million.

Last year, it bought **7 For All Mankind**, **Splendid** and **Ella Moss** from **VF Corp.** for \$120 million. The acquisition was expected to add at least \$300 million a year to Delta Galil’s revenues.

Delta Galil, founded in 1975, develops seamless apparel, including bras, shapewear, socks, intimate apparel for women, underwear for men, activewear, sleepwear and leisurewear.—*Deborah Belugum*

Calendar

April 23

Fashion Market Northern California
San Mateo Event Center
San Mateo, Calif.
Through April 25

April 26

DG Expo Fabric & Trim Show
Crowne Plaza
Dallas Market Center
Dallas
Through April 27

April 27

The Professional Club's Networking Event
Pez Cantina
Los Angeles

Scholarship Awards Luncheon, presented by the California

Fashion Foundation and the Textile Association of Los Angeles
California Market Center
Los Angeles

April 30

IFJAG
Stewart Hotel
New York
Through May 3

May 6

35th Annual Scholarship Benefit and Fashion Show, presented by Otis College of Art and Design
Beverly Hilton
Beverly Hills

May 7

Accessorie Circuit Intermezzo Collections Pooltradeshow AccessoriesTheShow Fame Moda
Javits Center
New York
Through May 9

There's more
on ApparelNews.net.

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

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

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. AP-PAREL NEWS GROUP Publishers of: **California Apparel News**, **Market Week Magazine**, **New Resources**, **Waterwear**, **New York Apparel News**, **Dallas Apparel News**, **Apparel News South**, **Chicago Apparel News**, **The Apparel News (National)**, **Bridal Apparel News**, **Southwest Images**, **Stylist** and **MAN (Men's Apparel News)**. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2017 TLM Publishing Inc. All rights reserved. Published weekly

except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.

Get Into the Next TRADE SHOWS Special Section with Advertorial

Promote your business in the Trade Show Section!



- Impact the Industry
- Get in front of new exhibitors and attendees
- Advertise in the

MAY 19
TRADE SHOW
SPECIAL SECTION
inside the *California*
Apparel News

BONUS DISTRIBUTION:

Licensing Expo 5/23-25

ALT 6/5-7

Designers & Agents LA 6/5-7

LA Fashion Market 6/5-8

Atlanta Apparel 6/7-10

Premiere Vision NY 7/18-19

DG Expo NY 7/19-20

Sourcing@MAGIC 8/14-16

WWDMAGIC 8/14-16

Surf Expo 9/7-9

LA Textile Show 9/25-27

LA Majors Market 10/2-4

LA Fashion Market 10/9-12

CALIFORNIA
ApparelNews

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

Quarterly Economic Review *Continued from page 1*

Pennsylvania, announced it would be closing 400 of its 1,100 stores around the country as it tries to cope with a nearly \$1 billion debt load.

Economists said the retail industry is going through a metamorphic process that will continue to play out as shifts occur in consumer spending habits, demographic changes and social media.

"This is an evolving industry, and it is going to continue to evolve as retailers modify their business strategy, closing and relocating stores, and acquiring Internet-based companies," said Jack Kleinhenz, chief economist for the **National Retail Federation**. "All these things are adjusting to meet consumer demand. Before, the retailer was directing what customers wanted, and now we are seeing that the customers are directing what they want."

It's not that people aren't spending money, but they are allocating it differently. Kleinhenz notes that at the end of 2016, there were 245,000 more people employed in the food and beverage industries than at the end of 2007. In contrast, department stores gave up 280,000 jobs, and clothing stores shed 150,000 positions during the same time period.

Retailers have also been hit with merchandise that is selling for lower prices and ever-shrinking margins. "The problem with retail today is that overhead costs keep rising and the minimum wage keeps rising and profit margins keep falling. That is why you are seeing more and more retailers in trouble," said Britt Beemer, a retail expert who surveys thousand of shoppers every week for his **America's Research Group**. "Ten years ago, if you had 25 percent of the stores in a chain not making money, you could make it. Five years ago that fell to 15 percent and today it is less than 10 percent. Also, it now takes bigger and bigger discounts to get the same number of customers to walk into the front door."

In the old world of retailing, major shopping-center operators sometimes pressured retailers to sign up for more space than they needed. "In the last 10 years, shopping-center operators have become very heavy-handed saying, 'If you want to be in this premium mall, you have to also be over here in one of our second-tier shopping centers,'" Beemer said. "The question now is, how much more can you demand from a retailer without putting them out of business?"

With shoppers going to their computers to shop online and baby boomers buying less, retailers have had to change. With that in mind, Macy's is shutting down 68 stores this year and another 32 scheduled for down the line. That represents 15 percent of Macy's store stock. JCPenney is on track to eliminate 138 stores from its portfolio.

Despite several Los Angeles retail chains downsizing or going under, there are still some strong retail spots in areas such as West Los Angeles, where asking lease rates are around \$11.66 per square foot compared to the average \$2.63 a square foot in Los Angeles, according to commercial real estate company **CBRE**. The higher rent averages have been driven by a number of pricy properties on Beverly Drive, where store rents hover between \$18 and \$21 a square foot.

Despite the dire headlines, CBRE said retail vacancy rates during the first quarter of 2017 in the greater Los Angeles area dipped to 4.8 percent from a previous 4.9

percent vacancy rate.

Economic winds

While the retail industry is struggling, the U.S. economy is on track to deliver moderate growth this year. The gross domestic product is expected to inch up about 2 percent in 2017 compared to 1.6 percent last year, which was the lowest since 2011. "We are looking at more of the same of what we have seen in the last couple of years," said Robert Kleinhenz, economist and executive director of research at **Beacon Economics** in Los Angeles as well as the brother of NRF economist Jack Kleinhenz. "The overall trajectory of the economy, the labor market and wages will continue to increase through 2017."

Consumer spending, which accounts for two-thirds of the country's economic activity, continues to move forward, rising 3.8 percent last year.

But with unemployment at all-time

lows, it will be more difficult to add robustly to the job market—as seen in March, when only 98,000 jobs were added to payrolls. That is fewer than half the monthly numbers for January and February, the Labor

Apparel and Textile Employment

	Feb. 2017	Feb. 2016
Los Angeles County		
Apparel manufacturing	36,300	38,800
Textile mills	5,000	5,700
Wholesale trade	27,100	26,700
California		
Apparel manufacturing	46,900	48,800
Textile mills	7,000	7,600
Wholesale trade	41,000	40,300

Source: California Employment Development Department

Department reported.

Nationwide, the unemployment rate stands at 4.5 percent, which is the lowest it's been since 2007, when the unemployment rate dipped to 4.4 percent.

California's unemployment rate has dropped to 5 percent while Los Angeles County's unemployment rate is even lower at 4.8 percent.

With a new president, many things were promised that haven't come about yet. The Affordable Care Act has not been changed, which means that a promised tax cut for corporations and individuals is stalled. No tax cuts mean several government projects will be put on hold.

"The administration was hoping to pay for infrastructure projects with tax credits, but if the tax reform doesn't come about and if the budget hawks want to keep the deficit from getting worse, I can't imagine they are going to have much success in rebuilding and expanding the nation's infrastructure," Robert Kleinhenz said.

Another question that looms is Trump's changing views of the trade scene, which have left people guessing about whether he will impose a border adjustment tax and reconfigure several free-trade agreements.

Because of that, **World Trade Organization** economists are forecasting a 2.4 percent growth in trade this year but added it could vary between 1.8 percent and 3.6 percent due to "deep uncertainty about near-term economic and policy developments."

Trade is still a major economic engine in the Los Angeles area, home to the largest port complex in the country. During the first quarter of 2017, cargo-container volumes at the **Port of Los Angeles** were up 10 percent compared to the same period last year. In 2016, cargo-container volume was up 8.5 percent over the previous year.

Next door at the **Port of Long Beach**, the transportation hub had a modest boost in cargo during the first quarter of the year, with overall throughput increasing 1.5 percent compared to the same period last year.

Both ports are expecting to see a solid year of growth despite concerns about import taxes and a stronger emphasis on domestic manufacturing. ●

Agenda Announces Consumer Day

After 14 years of producing trade-only shows, **Agenda** will add a consumer day to its July 15 show at the **Long Beach Convention Center** in Long Beach, Calif.

Aaron Levant, founder of Agenda, recently announced the addition of the consumer day. At the event, the trade-show floor of the Long Beach Convention Center will transform itself from a forum of booths to an estimated 500 pop-up shops of prominent and emerging surf, skate and lifestyle brands. Agenda forecasts that 10,000 people will buy tickets to go to the show's consumer day. They will have the opportunity to purchase upcoming wares from the consumer-day

vendors as well as take in meet-and-greets from athletes and designers.

The consumer day also will feature musical performances, art installations, panel discussions and a food section featuring food trucks and appearances by restaurants. "This is an entirely new platform disrupting all conventional trade-event formats," Levant said. "I believe as an industry we spend too much time talking to ourselves when the line is now blurred between brands, consumers, retailers and media companies. Now is the time to break the established mold of the past. We're tearing down the walls around the industry and letting the fans come pouring in."

In the past, consumer days have been an often-discussed option to create an additional revenue stream for trade shows. But few have actually produced a consumer day. In November, Levant experimented mixing a trade show and a comic-convention format with the inaugural **ComplexCon**, which also took place at the Long Beach Convention Center.

Levant worked with comic-convention producer **Reed Pop** and media platform **Complex** to produce the event. Reed Pop's parent company, **Reed Exhibitions**, owns Agenda. An estimated 25,000 people purchased \$45 ComplexCon tickets to view installations from art star Takashi Murakami, dance at hip-hop

shows, and purchase T-shirts, caps and jackets from brands such as **Champion Athletics**, **Surf Is Dead** and **Alpha Industries**. Retailers **Pacific Sunwear** and **Urban Outfitters** also produced shops at ComplexCon.

Agenda has been looking to heighten its profile. After its January show, Levant announced that Agenda would develop a marketing division that would produce events and pop-up shops. At the January show, prominent streetwear and action-sports brands **Obey**, **RVCA**, **Vans** and **DC Shoes** produced booths at the biannual Agenda. Agenda also produces biannual shows in New York and Las Vegas.—*Andrew Asch*

Gap Outlines Five-Year Goal for Sustainable Fibers Use

By the year 2021, **Gap Inc.** wants its **Gap** brand to be getting all its cotton from more sustainable sources.

For its **Athleta** active-wear brand, it wants the label to source 80 percent of its technical fabrics from sustainable fibers.

"We believe in actively protecting the planet we all share," said Wendi Goldman, Gap's chief product officer, who serves on the Gap Foundation Board of Trustees and Gap Inc.'s Sustainability Board. "With our new sustainable cotton goal, we have the opportunity to make a big impact on the global cotton community and bring to light what's so incredibly



important to the future of garment manufacturing, what matters to us as a brand and what matters to our customers."

To achieve its goal, the San Francisco-based Gap will continue to partner with the Better Cotton Initiative, which works with farmers around the world to improve cotton production for the people who cultivate it, the environment and the cotton sector's future. Cotton is a water-intensive crop.

For Spring 2017, the Gap brand sourced 3.8 million pounds of Better Cotton. Gap also plans to use other sustainable cotton such as organic, recycled and American-grown.

Over the past two years, Athleta has been working to increase its use of sustainable materials by converting materials to recycled synthetics and organic cotton. They are then made into fabrics for many of Athleta's signature styles.

In 2016, 7 million plastic water bottles were diverted from landfills because of Athleta's use of recycled polyester.

The brand hopes to meet its 2020 goal by partnering with fiber and manufacturing suppliers on innovative solutions. It also plans to use more efficient fabric dyeing and finishing techniques to save water as well as reduce waste at the brand's stores and headquarters.

Gap Inc., which is a \$15.5 billion enterprise, has also committed to reducing its environmental footprint across its supply chain.

By the end of 2020, Gap has committed to a 50 percent reduction in greenhouse-gas emissions in its owned and operated facilities worldwide from a 2015 baseline and to divert 80 percent of its waste in the United States.

—*Deborah Belgium*

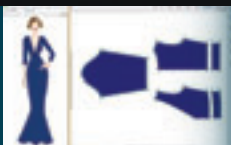
INCREASE THROUGHPUT BY UP TO 50%.

CUT YOUR DEVELOPMENT TIME BY 2 WEEKS.

REDUCE PHYSICAL SAMPLES BY UP TO 50%.

We've expanded our AccuMark® family, so you can do more than ever before.

Our dynamic new AccuPlan™ and AccuMark 3D modules dramatically boost productivity and accelerate time to market.



Learn more at
tinyurl.com/accumark-family

GERBER
ACCUMARK

GERBER
ACCUMARK 3D

GERBER
ACCUPLAN

GERBER
TECHNOLOGY

Spring/ Summer '18 Material Insights by Trendstop

Global fashion forecasting agency **Trendstop** gave us its expert lowdown into the key materials trends and fabric applications impacting the Spring/Summer 2018 season. First spotted in Trendstop's SS18 Materials Forecast, these essential looks are now emerging at the leading fabric trade show **Première Vision**, Paris. From sun-faded jerseys and sheer stripes to lush, lacy foliage, SS18 is all about bringing a lightness of touch to all types of fabrications.

Looking for more trend insight? For Materials Directions, email info@trendstop.com for details. For more information about Trendstop, visit www.trendstop.com.

In The Desert—Sun-Faded Jerseys

The soft, sun-faded appearance of jersey is enhanced by gently speckled and marled finishes in multi-tonal colorways. Core fabrics are elevated with textures that mimic space-dye knits and rustic wovens.



Napel



PB2C Modastyle



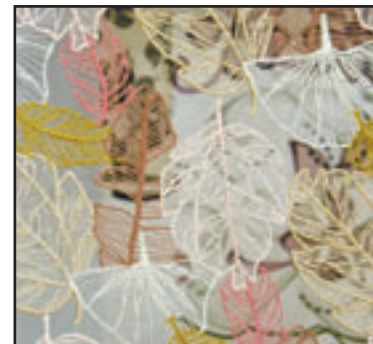
Sidonios Knitwear

Forest Blooms—Nouveau Netted Foliage

Netted lace takes inspiration from organic foliage, reworking delicate lace patterns with a modernist quality. Forest motifs are key with shapes sourced from elegant leaves and dramatic natural structures.



Broche Estar Tekstil



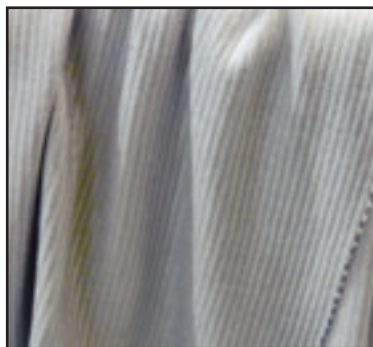
Portencier Broderies



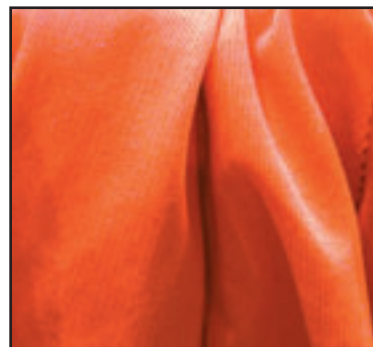
Ricamificio_Levi

Soft Comforts—Cord Mimic

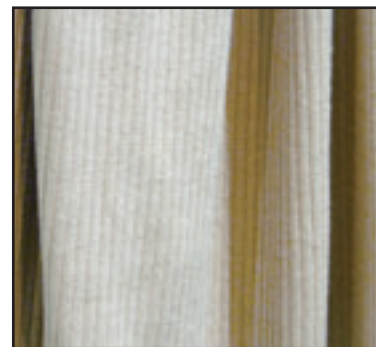
Soft padded ribs mimic the classic indentations of cord. Fine linear embosses with a subtly napped surface have a sensual, tactile touch while ribbed textures introduce surface interest in a sleek manner.



Mario Cucchetti Tessuti



Sanko Tekstil



Velysam

Tired of traditional lending solutions?
**Try Milberg Factors
on for size.**

You need financing or credit approvals to operate — now. Not in a few weeks or months. Thanks to Milberg Factors you can get what you need quickly and easily.

As a privately held business — and one of the largest factoring and commercial finance firms in the US — we don't spend time in meetings, but in working directly with our clients to tailor financial solutions that can help you produce and profit.



Please call Dave Reza at (818) 649-7587 or Daniel Milberg at (646) 717-9213 to discuss further

CALIFORNIA | NEW YORK | NORTH CAROLINA

WWW.MILBERGFACTORS.COM



The concept
of factoring
is simple:

**You Give Us Your Invoice.
We Give You the Money.
You Pay Your Bills.**

Factoring Made Simple.

No bells, unnecessary, really. No whistles, not needed as well. No tricks. Ditto.

At Goodman Factors, we simply offer smart, dedicated good service from an experienced team of pros. Along with money at competitive rates when you need it—today, for instance.

Goodman Factors

— Since 1972 —

Please call 877-4-GOODMAN
or visit us at goodmanfactors.com. Simple, right?

Industrial Surface—Viscose Influence

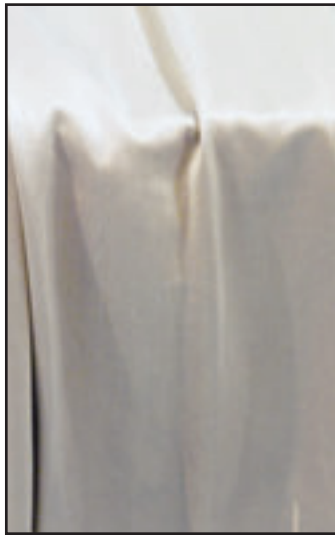
Viscose blends transform lightweight jerseys with a liquid fluidity and a luxurious weight, enhanced by high-shine surfaces while casual fabrics are elevated by the slinky, draping qualities of eveningwear.



COTO by Stylem



JA Fabric by Takisada Nagoya



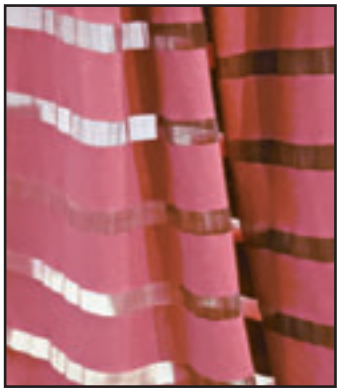
O Jersey

Primary Games—Sheer Transparency Play

A hybridization of transparencies occurs as sheer and solid, clear, and opaque come together in a rework of the classic stripe that adds movement to ultra-lightweight seasonal wovens.



Fantasie Tricot



NGS Malhas



Tessuti & Tessuti

A&E Launches Recycled Core-Spun Sewing Thread

American & Efird, the 125-year-old sewing-thread company based in Mount Holly, N.C., has launched a new industrial sewing thread using **Repreve** recycled polyester.

Perma Core is a high-quality, eco-friendly thread with a filament polyester core of Repreve wrapped in A&E's signature polyester staple fiber.

"Perma Core using Repreve provides an eco-friendly, core-spun sewing-thread solution without sacrificing quality or sewing performance as seen in some existing recycled threads in the industry," said Chris Alt, A&E's senior vice president of global sales, in a company statement. "Perma Core using Repreve is extremely versatile and can be dyed, finished and delivered from any of A&E's global manufacturing locations and is available across A&E's global color range. The portability of this product is important to our global customers and prospects, which are already incorporating Repreve fabrics into their products, allowing them to complete their sustainability efforts in a cost-efficient way, no matter where in the world they place their sewing production."

Produced by **Unifi Inc.**, Repreve fiber is made from recycled plastic bottles.

"Consumers are looking for products and brands that are environmentally responsible from start to finish. With Perma Core using Repreve, brands can be confident that their products are sewn with eco-friendly thread," said Jay Hertwig, Unifi's vice president of global brand sales, marketing and product development. "At Unifi, we're dedicated to providing a transparent recycled product through our **U Trust** program with **Fiberprint** technology, which verifies products contain Repreve in the right amounts."

Based in Greensboro, N.C., Unifi produces polyester and nylon product yarns including Repreve, **Sorbtek** and **Reflexx**.

A&E produces premium industrial and consumer sewing thread, embroidery thread and technical textiles for the apparel, automotive components, home furnishings, medical supplies and footwear industries. The company's products are manufactured in 23 countries and sold in more than 100 countries around the world.

For more information, visit www.amefird.com.

—Alison A. Nieder



CALIFORNIA LABEL PRODUCTS
BRAND IDENTITY | LABEL SOLUTIONS



PREVENT CHARGEBACKS

- Create Barcode Verification Reports with *proof of passing grade*
- The **AXICON** verifier features a *lightweight & portable device with USB connection*
- The **PRINTRONIX ODV** eliminates costly labor and evaluates every barcode, providing total scanning assurance
- Our **Scuff-Coat Direct Thermal** can help reduce or eliminate carton label deductions & chargebacks

AXICON 6515
BARCODE VERIFIER

PRINTRONIX SL5000
ONLINE DATA VALIDATION

WWW.CALIFORNIALABEL.COM | 310.523.5800
13255 S. Broadway, Los Angeles, CA 90061

TPC

THE PROFESSIONAL CLUB
EST. 1958



TPC's Networking Event
Join us for an evening of
mingling and margaritas!

Thu., April 27, 5:00 – 7:30 p.m.
Pez Cantina in Downtown LA
401 S. Grand Ave., Los Angeles, CA 90071

Register at the TPC website
www.theprofessionalclub.com

Thank you 2017 Sponsors

TPC The Professional Club

BRUTZKUS GUBNER
Brutzkus Gubner Rosenfeld Serow Winkler LLP

WELLS FARGO
Wells Fargo Capital Finance

MOSS ADAMS
Moss Adams LLP

Imperial Capital

Buchalter Ninkist
Buchalter Ninkist LLP

MIRACLE MILE
Miracle Mile Advisors

MERCHANT
Merchant Partners

Intrepid
Intrepid LLC

rke
Richardson Kohnstons Emerson LLP

FinanceOne
FinanceOne

CIT
CIT

GREENBERG GLUSKER
Greenberg Glusker LLP

KF PROFESSIONAL GROUP
KF Professional Group

J.P.Morgan
J.P. Morgan

Crowe Horwath
Crowe Horwath

Comerica Bank
Comerica Bank

McGladrey
McGladrey

RAO Incentives Group
RAO Incentives Group

MARSH & MCLENNAN
Marsh & McLennan Agency

Singer Lewak
Singer Lewak

BDO
BDO

Bank of America
Bank of America

CBC
CBC

MARCUM
Marcum LLP

Hana Financial
Hana Financial

Deloitte
Deloitte

SKLAR KIRSH
Sklar Kirsh

Hilldun
Hilldun

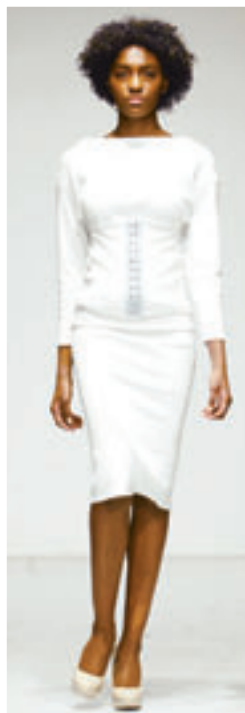
ApparelNews.net
ApparelNews.net

Facebook
facebook.com/TheProfessionalClub

Twitter
twitter.com/TheProfClub

Website
theprofessionalclub.com

EVENTS



Shaina Mangoli



Kentaro Kameyama



Raju

VOLKER CORELL

FCI's Spring Bricolage Student Fashion Show

Daniel Feld was a "Project Runway" star who now teaches at **FCI Fashion School** in downtown Los Angeles.

Like the designer contestants on the long-running fashion reality show, Feld's students had a limited amount of time—a few months—to create a fashion line. On April 6, the students displayed their designs at a runway show called "Spring Bricolage" in downtown Los Angeles' Arts District. (The word "bricolage" is a French term for DIY or creation of works made from various available objects.) The show had an international flavor, and about half of the class grew up outside the United States.

Okwechime Onyebuchi splits her time between Los Angeles and Nigeria. She showed a line called "Blossom in the Dark," which made heavy use of Ankara print cloth, a colorful cotton fabric that mixed with other fabrics such as lace for an eveningwear style.

Simay Belur was born in the Turkish metropolis of Istanbul. Her line, called "Mette," mixed traditional Turkish looks with modern styles.

Kristina Shnayder was born in Vladivostok, a Russian port city that borders China. She called her line "A.D.D." and said she made her styles for people who go to music and arts festivals such as **Burning Man**. Leather, vinyl and silk fashions were matched with unique crowns she also made for the line.

Kentaro Kameyama is a Japanese-born alumnus of FCI and currently serves on the faculty with Feld. Kameyama showed his "Death and the Maiden" line, inspired by the iconic symphonic piece by Franz Schubert.

He made use of



Kristina Shnayder



Okwechime Onyebuchi

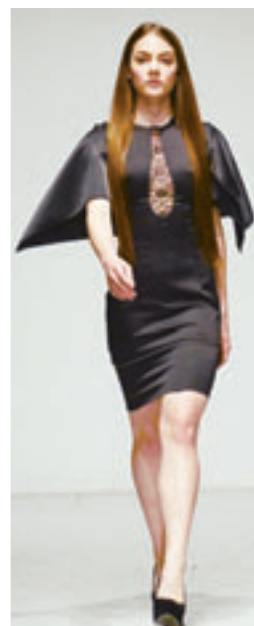
sheer black fabrics and graphics inspired by Japanese calligraphy. Kameyama said the styles were meant to be part of the wearer's everyday life. "People think it is couture, but it's very casual," he said.

FCI student Christian Quinonez made a four-piece line called "Noir," which focused on a minimalistic style and black tones.

Keyona Thomas' "K Amour Discotarian" line mixed raw denim with lace and embroidered sequins.

Shaina Mangoli created a line called "Esfloresce." The line sought to join fashion and modest styles that would cover a woman's arms and legs.

Rachel Yadegar and Judith Iloulan worked together on a label called "Raju." The line was called "Modest Demure" and focused on long dresses and other modest looks.—*Andrew Asch*



Christian Quinonez



Simay Belur



Keyona Thomas

Resource Guide

Finance

Goodman Factors

3010 LBJ Freeway, Suite 140
Dallas, TX 75234
Contact: Alexandra Scoggin (323) 999-7466 or
Bret Schuch (972) 241-3297
Fax: (972) 243-6285
Toll-free (877) 4-GOODMAN
www.goodmanfactors.com

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

Milberg Factors, Inc.

Main Office:
99 Park Ave., 21st Fl., New York, NY 10016
Western Regional Office:
655 N. Central Ave., 17th Fl.
Glendale, CA 91203
(818) 649-8662 Fax: (818) 649-7501
www.milbergfactors.com
Contact: David M. Reza, SVP Western Region
dreza@milfac.com

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

Soleil Chartered Bank

55 Wall Street, Suite 530
New York, N.Y. 10005
Contact: Darren W. Grose
Associate-Trade Finance
(646) 415 8261
darreng@soleilbank.com
www.soleilbank.com

Products and Services: At Soleil Chartered Bank, we understand that it's not one size fits all. Soleil provides trade finance services for different industries around the world. From textiles to raw commodities, Soleil's letters of credits and other financial instruments have helped importers and exporters achieve success in their businesses for over 13 years. We offer documentary letters of credit, standby letters of credit, bank guarantees and performance bonds. Soleil is a private bank offering competitive rates and personalized, effective straightforward service. Our textile portfolio includes clientele from China, Bangladesh, Korea, Thailand and the United States of America.

Supply Chain

California Label Products

13255 S. Broadway
Los Angeles, CA 90061
(310) 523-5800
Fax: (310) 523-5858
Contact: Tasha
www.californialabelproducts.com
info@californialabel.com

Products and Services: California Label Products (CLP) is a West Coast leader in apparel and footwear labeling solutions, brand development and protection, and printing systems for logistics operations. With operations in both the U.S. and Asia, CLP provides its customers with a complete array of apparel tag and label products such as UPC/RFID/price tickets, woven and printed main labels, heat-transfer labels, and care/content labels. CLP prides itself on helping both brand owners and logistics companies to comply with retailer standards and to eliminate chargebacks. The company's factory-trained technicians have expertise in multiple hardware and software platforms, allowing CLP to offer and support a diverse variety of in-plant printing solutions.

Gerber Technology

24 Industrial Park Road West
Tolland, CT 06084
(800) 826-3243

(860) 871-8082 (outside USA)
www.gerbertechnology.com
Products and Services: Gerber Technology provides a complete suite of integrated technology solutions including pattern design and product lifecycle management software, as well as sophisticated automation manufacturing systems for some of the biggest names in the global apparel and sewn goods industries. Over 100 Fortune 500 companies in over 130 countries depend upon Gerber to help create and develop their products, communicate and collaborate with their global partners, and manage their data more efficiently throughout the entire process. From the industry-leading AccuMark® pattern design, grading and marker-making software to textiles spreading systems, single- and multi-ply GERBERcutters®, and the YuniquePLMTM product lifecycle management software, the Gerber product portfolio will help its customers decrease time-to-market. Gerber's knowledge and experience in the apparel industry and its worldwide service organization allow it to offer some of the world's leading brands fully integrated solutions.

Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com

Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. We successfully launched production of RFID price tickets last year. This demand is being greatly driven by the big retailers such as Macy's and Target. Our growth and market dynamics have resulted in opening up a production center in Tijuana, Mexico. We have also added advanced die cutter technology in our Los Angeles production center to streamline our production efforts and to strengthen our packaging capabilities. A very important part of our business is FLASHTRAK, our online ordering system for price tickets, custom products and care labels. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers.

This listing is provided as a free service to our advertisers.
We regret that we cannot be responsible for any errors or omissions within the Resource Directory.

Apparel News Group



Seventy-two years of news,
fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
ALISON A. NIEDER
SENIOR EDITOR
DEBORAH BELGUM

RETAIL EDITOR
ANDREW ASCH
EDITORIAL MANAGER
JOHN IRWIN

CONTRIBUTORS
ALYSON BENDER
VOLKER CORELL
JOHN ECKMIER
JOHN MCCURRY
ESTEVAN RAMOS
TIM REGAS
N. JAYNE SEWARD
HOPE WINSBOROUGH
SARAH WOLFSON
NATALIE ZFAT

WEB PRODUCTION
MORGAN WESSLER
CREATIVE MARKETING
DIRECTOR
LOUISE DAMBERG

DIRECTOR OF SALES
AND MARKETING
TERRY MARTINEZ

SENIOR ACCOUNT EXECUTIVE
AMY VALENCIA

ACCOUNT EXECUTIVE
LYNNE KASCH

BUSINESS DEVELOPMENT
DANIELLA PLATT
MOLLY RHODES

SALES ASSISTANT/RECEPTIONIST
ASHLEY KOHUT

ADMINISTRATIVE ASSISTANT
RACHEL MARTINEZ

SALES ASSISTANT
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT
EXECUTIVES
ZENNY R. KATIGBAK
JEFFERY YOUNGER

CLASSIFIED ACCOUNTING
MARIOU DELA CRUZ
SERVICE DIRECTORY
ACCOUNT EXECUTIVE
JUNE ESPINO

PRODUCTION MANAGER
KENDALL IN

EDITORIAL DESIGNERS
JOHN FREEMAN FISH
DOT WILTZER

PHOTO EDITOR
JOHN URQUIZA
CREDIT MANAGER
RITA O'CONNOR

PUBLISHED BY
TLM PUBLISHING INC.
APPAREL NEWS GROUP
Publishers of:
California Apparel News
Waterwear
Decorated

EXECUTIVE OFFICE

California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777
(213) 627-3737

Fax (213) 623-5707
Classified Advertising Fax
(213) 623-1515

www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.



COMING SOON IN CALIFORNIA APPAREL NEWS



April 28

Cover: Trade Show Coverage
Denim Report
FMNC Coverage

Bonus Distribution
Kingspins NY 5/10-11



May 5

Cover: Fashion
Denim Report
Made in LA
Fiber & Fabric
Technology

Made in LA Advertorial
Denim Advertorial

Bonus Distribution
Kingspins NY 5/10-11



May 12

Cover: Fashion
Eco/Supply Chain
Import/Export
Technology
New Resources

Apparel Insiders Denim
Supply Chain Advertorial
Technology Advertorial
Made in the Americas Adver-
torial



May 19

Cover: Fashion
Freight & Logistics

Trade Show Special Section

Bonus Distribution
Licensing Expo 5/23-25
Atlanta Apparel 6/7-10

CALIFORNIA
ApparelNews

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

ACCOUNTING SERVICES

HOVIK M. KHALOIAN
CPA

ACCOUNTING • AUDITING
TAXATION SERVICES FOR THE APPAREL INDUSTRY

520 N. CENTRAL AVE., SUITE # 650
GLENDALE, CA 91203

TEL: 818.244.7200
HOVIK@HMKCPA.NET

FULFILLMENT AND LOGISTICS

WHERE YOUR FULFILLMENT DOLLAR BUYS MORE

- MEDALLION - Your Fulfillment Partner with over 30 years' experience
- Our specialty is apparel & accessories warehousing & fulfillment
- Personalized Full-Service Fulfillment You Can Count On
- Order Management System provides 24/7 Access, Inventory Control
- Flexible Costs Fit Your Specific Business
- We Love Our Apparel and Accessory Partners
- When Service and Performance Really Matter!
- Your Business Deserves a Worry-Free Fulfillment Service



20675 Nordhoff Street, Chatsworth, CA 91311
(818)998-8366
info@medallionenterprises.com
www.medallionenterprises.com

PATTERN/SAMPLE

BGD Patterns and Samples

First thru production Patterns, Samples,
Duplicates, Grading, Marking, Spec Sheets.

Specializing in Swimwear, also Activewear,
Sportswear and Contemporary.

Experience in all categories: Children, Jr., Missy, Women

With 10 yrs of Exp.
Conveniently Located in Downtown Los Angeles.

Call Bonnie at (213) 422-3139
Bonnie@bgddesignstudio.com

CONTRACTOR

Cutting/Sewing

Under one roof • Orange County Contractor
Specialists—Sportswear • Tennis wear • Board Shorts
Lycra experts • Special Design Cutting

**BELLAS
FASHION**

1581 E. St. Gertrude Pl.
Santa Ana, Ca 92705
bellasfashioncs@yahoo.com

(714) 709-3035

Fax: (714) 556-5585

bellasfashion.com

TITANIUM LOGISTICS

STACKABLE RACKS FOR SALE

**WAREHOUSING FOR FABRICS
AND APPAREL**

**THIRD-PARTY LOGISTICS
WAREHOUSING SERVICES CALL:**

Ramin Namvar @ (213) 769-4222
email: ramin@titaniumlogisticsusa.com
6001 E. Slouson Ave. Commerce, CA 90040



MODEL SERVICES

Rage MODELS

"Real Models for Real Clothes for Real People"

FIT MODELS
MODELS OF ALL AGES & ALL SIZES

FIT, SHOWROOM, TRADE SHOWS, PRINT, COMMERCIAL, RUNWAY

818-225-0526

teamrage@ragemodels.com
www.ragemodels.com



PRODUCT DEVELOPMENT

**PRODUCT
DEVELOPMENT
CENTER** Athletique, LLC.

Pattern Making/Fit/Consult • Knitwear development

Sample Cut & Sew • Grading & Marking • Duplicates

— Over 20 years experience —

TEL: 818 642 2297 | TEL: 805 341 4615

FIT MODELS

FIT MODELS – ALL SIZES

Fit • Print • Runway • Showroom • Trade Shows

**MAVRICK
Models**

323.931.5555

"Contact Ms. Penny to set up a Fitting or Casting."

Penny.Middlemiss@mavrickartists.com
Tiffany.Stubbs@mavrickartists.com

**CALIFORNIA
ApparelNews**

To advertise in the Directory of
Professional Services & Business Resources

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

SEWING MACHINE SERVICES

**ACE SEWING
MACHINE INC.**



214 E. 8th St.
Los Angeles CA 90014
Tel (213) 622-8345
Fax (213) 622-0142
Acesewing.com

- All kinds of sewing machines
- Sewing notions & thread
- Fashion Design Supplies
- Dress forms, rulers, tools
- Pattern & Marking paper
- Safety pins, hook & eyes
- Elastic, velcro, hanger tape
- Cutting room supplies

CLASSIFIEDS

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

www.apparelnews.net

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

Jobs Available

CUSTOMER SERVICE REPRESENTATIVE

Growing stable organization looking for dynamic customer service representatives. We are an outsourced operational company providing support for many apparel and footwear brands. Must have exp. with Full Circle ERP system and 1-2 years related exp. and have excellent communication skills. Excellent growth opportunity. Please send cover letter, resume and salary history to: jobs@polygonsolutionsnow.com.

Jobs Available

SALES EXEC - MISSY FASHION TOPS

Highly motivated seller to join our Sales Team. Qualified candidates will have established relationships with national retailers (dept, specialty & big box) for brand & private label accts. Must have proven track record in pioneering new business. 5+ yrs exp. in MISSY Market. Must travel.
Email: frankin@selfesteemclothing.com

Jobs Available

**KATIE MAY BRIDAL // QUALITY
CONTROL // FT // \$11 PER HOUR**

Responsibilities: visually inspect garments for quality issues (sewing, fabric, labeling). Measure garments to ensure the product adheres to criteria. Document product information on QC log. Must have: detailed eye
Send Resume to: jobs@katiemay.com
(323) 685-7128

For classified information, call Jeffery Younger
at 213-627-3737 ext. 280 jeffery@apparelnews.net

CLASSIFIEDS

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

www.apparelnews.net

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

Jobs Available

TECH DESIGNER AND PRODUCT COORDINATOR/FIT TECHNICIAN

Duties:

Prepare production tech packs
Manage and coordinate pre-production approvals and fit samples.
Manage and follow up on component approvals between factory and customers..
Develop product with designer and overseas factories.

Requirements:

Must have garment construction and spec knowledge and a full understanding of the fitting process.
Must have design & preproduction knowledge. Photoshop and Excel.
Outstanding communication skills.

Email: HR@ddaholdings.com

MANDARIN FLUENT: PRE PRODUCTION

Experienced Pre Production Coordinator/Import Coordinator/Merchandising & Sales Coordinator. Denim Experience Preferred. Must be fluent in Mandarin Chinese and English.
Pls send res. to: Spencer@pacificbridgegroup.com including salary expectations

FINANCIAL MANAGER/CONTROLLER

Well established apparel mfr seeks indiv. w/ 8 yrs min exp. Domestic and overseas operations. Duties include monthly financials, account analysis, cash mgmt. and more. CPA OR CMA desired. Some travel. SFV location.
Send resume to guia@theguigroup.com.

BELLA DAHL OPERATIONS ASSISTANT

Must be Detailed, Aims 360 exp, strong analytical skills, BOM, Style Master, good followup.
E mail Resume: HR@BELLADAH.LCOM

Jobs Available

GRAPHIC ARTIST

Join our Graphics Team. Strong visualization and creative input for fashion tops and screened t-shirts. Knowledge of separations and embellishment techniques. Fresh ideas, self-initiative and team effort are critical. Create innovative designs and artwork with a keen understanding of our customers' needs. Must be highly organized, driven for results and able to communicate creative ideas clearly.
Submit PORTFOLIO with resume to: screengraphics2016@gmail.com

CUSTOMER SERVICE REPRESENTATIVE

Seeking Customer Service Specialist. Must be good with program integrations, excellent communication skills, and data entry skills. Can handle shipping small packages. A team player able to work with little supervision and knows how to meet deadlines. Must keep system up to date. AIMS 360 or Equivalent ERP system skills preferred. Please send your Resume and Salary History to: appareledi@gmail.com

...KATIE MAY BRIDAL HAND SEWER... 2+ YRS EXP REQUIRED \$11+ HR PT/FT AVAILABILITY

Responsibilities: Hand sewing experience using lace, silk, chiffon, satin fabrications—Must take accurate notes, precisely place trim and have a detailed eye—mandatory test with demo to be considered for role.
Contact: (323) 685-7128 // 2301 E. 7th St. A315, Los Angeles, 90023

ASSOCIATE DESIGNER

Associate designer for fast paced environment junior company exp. with knits and wovens.
Email resume to: cecy@lunachix.com or fax 213-747-7234

Jobs Available

1ST TO PRODUCTION PATTERNMAKER

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

Buy, Sell and Trade

WE BUY FABRIC!

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

•WE BUY ALL FABRICS AND GARMENTS*

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

.....JOINT VENTURES / INVESTOR..... FOR BUSINESS OPPORTUNITIES

Garment / Textile related
Only LA based companies
Email: edadayan@yahoo.com

Jobs Wanted

35 YRS EXP'D

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

Real Estate Buy/Sell/Lease

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

NY SHOWROOM SPACE TO SHARE

1928 Co has a NY Showroom Space to share
384 5th Ave 4th Fl
Call: 818-333-1169

Go Beyond the News and Behind the Scenes



The editors and writers of
California Apparel News
are blogging at

ApparelNews.net/news/blogs



E-mail jeffery@apparelnews.net
for classified advertising

CALIFORNIA
ApparelNews



SHOW ^{OFF}
your
BRAND



PROGRESSIVE
LABEL INC

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

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040