

# CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 72 YEARS

\$2.99 VOLUME 73, NUMBER 18 APRIL 28-MAY 4, 2017



**NORTHERN CALIFORNIA SHOW:** Amanda Crutcher, left, and Roxi Suger, right, work in the Angelrox booth at Fashion Market Northern California in San Mateo, Calif. Suger is based in Biddeford, Maine, where she also has a trendy boutique called Suger. For more on the show, see page 3.

## LRG Acquired by Mad Engine

By Andrew Asch *Retail Editor*

**Lifted Research Group**, a popular Irvine, Calif.-headquartered urban streetwear brand, was acquired by licensed apparel company **Mad Engine LLC**.

Terms of the deal was not disclosed. But the acquisition marks Mad Engine's entry into branded apparel, said Danish Gajiani, chief executive officer of the San Diego-headquartered apparel company.

"The experience of the LRG team and sound infrastructure will serve as a solid foundation and platform to launch the branded division and bring on many additional brands in the future," Gajiani said in a statement.

Rob Wright, LRG's cofounder, said that the deal will give increased support to the brand, which has been sold at **Macy's** and **Fred Segal** in the past. "I am optimistic about this new chapter, which creates the ability to grow the LRG brand and creates new opportunities and experiences for those involved," Wright said in a statement. **Intrepid Investment Bankers** advised LRG on the deal.

Mad Engine is celebrating its 30th year in business. The global licensed apparel wholesaler has worked with licenses such as **Marvel**, **Star Wars**, **Disney** and **Nickelodeon**. In 2014, Mad Engine made headlines when it acquired Cana-

dian company **Xtreme Worldwide Inc.** Xtreme supplied Canadian retailers with licensed product. According to Mad Engine's website, the venture was renamed Mad Engine International. It markets licensed product to retailers outside the United States.

Mad Engine runs a handful of separate divisions in locations around California. Its product for men and boys is headquartered in San Diego. The girls' division and the juniors and misses division is located in Glendale, Calif. The company also runs an adult loungewear division in Sausalito, outside of San Francisco.

LRG started business in 1999 in Santa Ana, Calif. Wright and cofounder Jonas Bevacqua pitched the menswear brand as a line that would mix inspirations from hip-hop and action sports such as skateboarding as well as fine art.

It captured the imagination of the hip-hop and streetwear crowd. Kanye West appeared in LRG advertisements and it was a top-selling brand at streetwear-focused e-tailer **Karmaloop** in 2006. Tragedy struck the brand when Bevacqua died in 2011. The Orange County Coroner Division announced that he had died of natural causes, driven by pneumonia and inflammation of the heart, according to media reports. LRG has been sold recently at **Zumiez**, **Tilly's** and **Macy's**. ●

## Robertson Boulevard Looks for a Revival

By Andrew Asch *Retail Editor*

Kim Kardashian was photographed at **Cuvée** restaurant on Los Angeles' Robertson Boulevard recently. The paparazzi shooting a much-gossiped-about celebrity walking the retail street brought back memories of Robertson's glory days. It was a decade ago when buses filled with tourists spotted starlets shopping on the street and top retailers engaged in bidding wars for storefronts.

Robertson was hit hard by the Great Recession and currently has 13 vacancies on its premier strip between Third Street and Beverly Boulevard. However, a number of entrepreneurs are taking a risk on the strip, which once ranked among coveted Los Angeles retail real estate. Around six stores have opened on the street in the past six months. Peri Arenas opened high-end boutique **Peri. A** at 146 N. Robertson Blvd. on April 6.

Arenas said that moving onto the street was a gamble. "It went down. I want to help it come back," she said. "I remember when it was the place to be. I am a firm believer in history repeating itself. It will do so on Robertson." She picked a storefront on Robertson after traveling the city's

➔ **Robertson** page 2

## Azrias Lose Out in Contract Dispute With BCBG

By Deborah Belgum *Senior Editor*

A U.S. bankruptcy court judge in New York tossed out a labor contract lawsuit brought by **BCBG** founder Max Azria and his wife, Lubov Azria, who are no longer working at the Los Angeles clothing company, which filed for bankruptcy protection in late February.

The bankruptcy judge in New York issued a ruling on April 24 and is expected to enter a final order soon.

The Azrias' contract dispute was filed in March, shortly after Chief Creative Director Lubov Azria was fired and replaced by Bernd Kroeber, who has been with the company for a decade and whose first collections were expected to debut for Spring 2018.

The Azrias maintained that Lubov was illegally dismissed and should have received a \$7 million golden-

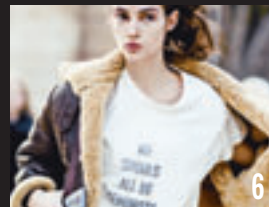
➔ **BCBG** page 3

### INSIDE

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



2



6

Bebe liquidating stores ... p. 3

Fashion Market Northern California ... p. 3

Trendstop: T-shirts ... p. 6-7

Denim Report ... p. 8

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



# Noon Goons: From SoCal Punk to High-End Design

**SewCal** is a production company in downtown Los Angeles' Fashion District. Its founder, Kurt Narmore, moonlights as the designer for high-end men's contemporary line **Noon Goons**, which is moving from an inspiration of Southern California concrete to a continental sophistication.

Noon Goons is inspired by Southern California's punk-rock scene, skating and surfing. It has been recently picked up by retailer **Dover Street Market**, an emporium curated by Rei Kawakubo of **Commes Des Garçons**, with locations in London and Tokyo. It also was picked up by high-end men's e-commerce site **Mr. Porter**, with offices in London and New York. Noon Goons is also scheduled to ship pieces from its Fall/Winter '17 styles to the **Union** boutique on Los Angeles' La Brea Avenue.

SewCal will continue to finance Noon Goons, Narmore said. But he hopes to con-



bold color with a shiny zipper. If I saw it at a store, I'd pick it up myself. You don't see that color often," Narmore said.

Another popular piece is the "Stripe Zip Polo" shirt, which features wide stripes of white, black, blue and orange. Other pieces include a T-shirt bearing the slogan

tinued building the line and finding a forum for what he believes is a unique, Southern California point of view.

Working with Narmore on Noon Goons is Rick Klotz, who is considered the godfather of the streetwear fashion movement. Klotz founded the now-defunct streetwear line **Fresh Jive**. Klotz helps design some of Noon Goon's garments. Sam Jarou, a celebrated art director, serves as a creative consultant.

Narmore worked with Klotz at Fresh Jive, and together they introduced **Warriors of Radness**, a surf-inspired line. It was criti-

cally lauded but closed in 2013. Narmore introduced Noon Goons because he wanted a creative outlet. "This is like my art medium. I'm an apparel manufacturer. I love making clothes," Narmore said. "Noon Goons is me—surf, skate and growing up in Southern California. All I would do would listen to punk. It's my way of representing the Southern California lifestyle. [The styles in the line] are easy pieces. Nothing is over-designed."

For the Spring/Summer 2017 collection, significant styles include a corduroy jacket with a bright, royal-blue color. "It's got that

"USA Surf." Also popular, cord shorts and chinos. Retail price points range from \$59 for T-shirts to \$579 for a varsity jacket.

Narmore has exhibited Noon Goons at Paris Men's Fashion Week. To exhibit, he rents a flat in the city's Marais district. "I like getting a flat in the middle of Marais. It's in the middle of everything. That's why we can get away with renting a flat; there are so many buyers around that you can just invite them up to the flat. We've showed the line at 10 p.m. There are no rules," he said.

—Andrew Asch

## Robertson *Continued from page 1*

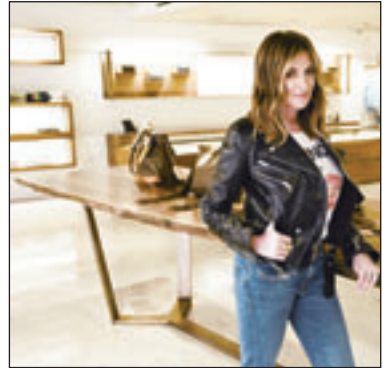
other high-end retail streets. She chose Robertson because it is centrally located in Los Angeles and a stone's throw away from affluent enclaves such as Beverly Hills. Arenas formerly ran the **Veri Peri** boutique in Palm Springs, Calif.

Arenas forecast that her store will be a destination for stylish people seeking fashion labels that she said are not available at

other Los Angeles boutiques. Her boutique is located a couple of storefronts away from the project, which could hold the keys to Robertson's revival.

**Robertson Plaza**, located on the 120 block of North Robertson, is undergoing an extensive remodel. Construction crews are transforming a space once known for storefronts, offices and the long-vacant **Newsroom Café** into a restaurant-centered center.

High-end coffee roaster **Blue Bottle Cof-**



**ACROSS ROBERTSON:** Clockwise from top left, the shuttered Lululemon Athletica on Robertson (photo by Andrew Asch); Peri Arenas at her new Peri.A boutique (image courtesy Peri. A); Kitross, which is coming up on its first anniversary (photo by Andrew Asch); and the interior of the Peri.A boutique (image courtesy of Peri.A)

**fee Co.** is scheduled to move into Robertson Plaza and will probably open in the second half of this year, said Jay Luchs, one of the leading real estate brokers on the street. Also scheduled to open later this year is **The Henry**, a Phoenix-headquartered restaurant chain that serves chopped salads, hamburgers, steaks and fish as well as cocktails, according to the restaurant's website. Other businesses coming to Robertson Plaza will include a boxing studio and a bar.

Food and pop-up shops opening on Robertson will bring people back to the street, Luchs said. "The market is not going to come back for months, but it will be a great street," he said. Luchs is vice chairman at **NewmarkGrubbKnightFrank**.

At its zenith, Robertson retail real estate went for \$23 per square foot in the middle of 2008. Currently, Luchs said that prices run from \$6 per square foot to \$7 per square foot.

Fraser Ross opened his boutique **Kitross** at 115 S. Robertson Blvd. in June 2016. Earlier this month he opened a **Kitross Kids** boutique across the street. He said that high rents choked the street's business in the past, and they continue to be too high. He estimated that rents should be cut in half to \$3 per square foot.

He mentioned other ways that the street

could attract more business. "If we got free parking, we'd get more business to Robertson. Beverly Hills has free parking. Free parking is like free shipping. You don't want to make people pay just to shop," Ross said.

New tenants with long leases include Peri. A and **Ambassador of Italian Excellence**, a design, fashion, jewelry and art store located at 142 N. Robertson Blvd. **Max-Bone**, a high-end pet-products boutique located at 118 S. Robertson Blvd., also opened recently.

New tenants on the street also include pop-up shops such as T-shirt and hoodie-focused line **Mad Happy**, which was open for a week at 145 N. Robertson Blvd. It was scheduled to close April 27. A pop-up for luxury footwear designer **Tamara Mellon** opened on 110 S. Robertson Blvd. and is scheduled to close in July.

The street continues to be the address of designer boutiques such as **Chanel**, multi-brand designer boutique **Curve** and Inter-mix as well as made-in-Los Angeles brands such as **Lauren Moshi**. The street's reputation was hurt in the past few years when high-profile retailers such as **Lululemon Athletica** and **Ralph Lauren** closed their Robertson locations. ●

## AZTECA DYE & LAUNDRY

3111 N. Alameda St. Compton CA 90222  
310 884-9083  
info@aztecadyelaundry.com

### LEADING DYE & WASH HOUSE OF L.A.

- GARMENT DYE EXPERTISE ■ LASER FINISHING / PRINTING
- DENIM WASH DEVELOPMENT ■ NOVELTY TREATMENTS
- OUTSTANDING SERVICE!





# Retailers Dry Off From a Wet Winter to Attend Fashion Market Northern California

By Deborah Belgium Senior Editor

Retailers weary of a soggy winter in Northern California were in a positive mood at the recent **Fashion Market Northern California** as they looked forward to a brighter summer and fall to entice customers through the doors.

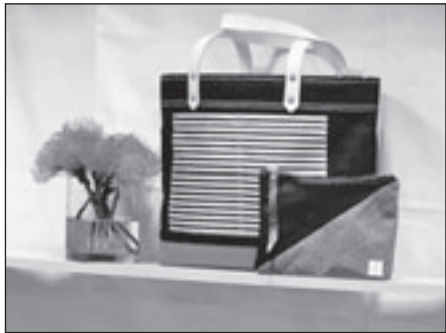
The show, held April 23–25 at the **San Mateo County Event Center**, was completely sold out and was probably one of the largest shows in recent years, exhibitors said.

“I think the retailers are happy that the weather has changed, and it is sunny now and stopped raining,” said Sheryl Draper, an exhibitor based in San Rafael, Calif., who represents such labels as **Aunts & Uncles**, a belt and handbag label; **Dub & Drino**, a line of brightly colored tights and socks; and **Pom Jewelry**, made in Marin, Calif. “Attendees were doing a little bit of buying to freshen up things.”

Fashion Market Northern California is an easy show for buyers to attend. The event center is close to the freeway, and the large, cavernous hall leaves enough space to create wide aisles between the rows of sales booths. In the afternoon, show organizers wandered through the aisles pushing a large cart filled with cookies and beverages as an afternoon treat.

On Monday night, there was a three-hour happy hour with two free drinks per person. And this year there was an educational tone to the show. On Monday evening, Mike Campion held a seminar on “How to Turn Your Store Into a Retail Magnet.”

Buyers at the show were mostly from Northern California, but there was a significant number of stores from the Pacific Northwest that find the five-times-a-year trade show has sales reps from all over California. Store owners from Alaska, Colorado and Arizona were also seen perusing booths.



Chic Shop

Buyers were mostly placing orders for Fall, but a few sought out Immediate to fill in inventory. “Most people realized that for imported collections, they get only one shot per season to buy it because the importers are only bringing in a certain amount of goods at one time,” said Steve Alpert, who represents several lines such as misses line **Cielo Blu**, the sportswear line **Daniel** and the outerwear brand **Tally Ho**.

Alpert, who has been exhibiting at the show for years, said there is general softness in the apparel industry right now, but he was pleasantly surprised with the amount of business he wrote. “I did a comparison, and based on one year ago my business is up 15 to 18 percent,” he said.

Still, he noted that buyers were cautious in Northern California because of the dampened mood inclement weather had placed on people’s shopping habit. This last winter, 32.2 inches of rain fell on San Francisco, 10 inches above normal. “I wouldn’t say the buyers are depressed, but I have seen them more optimistic at other times,” he said.

In general, most exhibitors felt it was a good show and sales were up from last year. “We were solid for three days, and I felt pretty good,” said Julie Walls, an exhibitor from Santa Cruz, Calif., who represents such labels as **Not Your Daughter’s Jeans**, **Kinross Cashmere** and **Nic + Zoe** sweaters. “It’s a funny time, but I feel like this market is getting a lot of attendance from stores in the Northwest who want to see a good mix of brands,” she said.

Susan Burris, who represents **Cut Loose**, a casual line of clothing manufactured in San Francisco, and **Salaam**—a collection of tops, bottoms, skirts and dresses made in Vermont—said she got a lot of bigger orders than last year but retailers weren’t feeling they could splurge on inventory. “People did say they can’t wait for the weather to break,” said the sales rep, based in Bolinas, Calif. “They said business was better, and they expected that to continue.”

Julie Vandeventer, whose **JV & Associates** showroom is located at the **California Market Center** in Los Angeles, left the show in a positive mood. “I know I sold more than last year,” said the exhibitor, who represents clothing lines such as **Cubism**, **Heartstrings** and **Kleen Idea**. “That’s good because I know people were coming off a hard spring with the rains. A lot of them were crying the blues a bit. But things are slowly starting to pick up for them.” ●



Mick Campion giving a seminar to retailers



Hom



Eileen Fisher

## NEWS

### BCBG *Continued from page 1*

parachute payout. Lubov Azria’s contract included an annual \$2.15 million base salary, an \$80,000-a-year wardrobe allowance, \$3,000 a month for an automobile lease and an annual driver allowance of \$50,000.

The Azrias contend she signed an employment contract guaranteeing her long-time employment that was part of an out-of-court restructuring agreement in 2015 with investors, including affiliates of **Guggenheim Partners Investment Management**. The restructuring agreement reduced the Azrias’ 100 percent ownership of the fashion house to 20 percent. Guggenheim Partners and affiliates have outstanding loans of more than \$324.4 million to BCBG.

BCBG said it was not required to make a \$7 million golden-parachute payment to Lubov Azria and maintained her dismissal was “consistent with the contract’s language as well as the sound exercise of business judgment,” the company said in court papers.

Since filing for bankruptcy protection on Feb. 28, BCBG Max Azria has announced it will close 120 unprofitable U.S. stores, which racked up \$10 million in losses during fiscal 2016. The company’s 276 stores within stores will continue to operate, and 71 BCBG locations will remain open.

In addition, the company, founded in 1989 by

Max Azria, has been laying off scores of employees. Some 123 workers were let go last November and another 116 were given notice on March 13 that their layoffs would be effective on May 11.

BCBG executives were eager to resolve the contract dispute with the Azrias before the company exits bankruptcy. The company has maintained that



Lubov Azria



Max Azria

the most beneficial way to exit bankruptcy would be to establish partner relationships, expand digital and e-commerce, keep selected retail locations, and establish more wholesale and licensing agreements.

However, it is accepting offers for its assets with a May 19 deadline and a possible auction to be held on May 24. ●

## Bebe to Liquidate Stores

**Bebe Stores Inc.** announced April 21 that it will liquidate its stores and inventory housed in those stores. The announcement, filed with the Securities and Exchange Commission, forecast that the San Francisco Bay Area-headquartered mall retailer will close all of its physical stores by the end of May.

In the document, Bebe said that it had entered into a consulting agreement with **Great American Group LLC** to sell all merchandise and inventory owned by Bebe in the retail stores as well as furnishings, fixtures and equipment. Bebe said it would pay the consultant \$550,000 for its services but would not estimate losses incurred from the sale at the time of the filing. Great American Group is an affiliate of **B. Riley & Co.** In March, Bebe announced that it had retained the Los Angeles-headquartered B. Riley & Co. as a financial adviser to help it explore strategic alternatives.

The announcement of store closures is the latest in a series of setbacks for Bebe. In late March, it filed an announcement with the state Department of Employment that it would lay off 400 retail workers as well as 136 workers at its headquarters in Brisbane, Calif. Also, 160 workers in a design office in Los Angeles were cut.

A company statement said that Bebe operates 134 retail stores, 34 outlet stores and an e-commerce site at [www.bebe.com](http://www.bebe.com). The retailer also distributes and sells Bebe-branded products in 75 doors in 21 countries outside of America and Canada. Business outside of North America is run through licensees.

Bebe will reportedly concentrate on e-commerce, post closure of its physical stores, according to a **Bloomberg News** report. Revenues for the company in fiscal 2016 were \$393.6 million, down from \$484.7 million in fiscal 2013.

Manny Mashouf founded Bebe in 1976. The brand developed a reputation for making women’s clothes for nightclubbing and cocktails as well as officewear.—*Andrew Asch*



# 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

WWD MAGIC 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

## CMC's June Charity Shopping Series to Benefit Red Eye



The third installment of the **California Market Center's** "Fashion With a Cause" charity shopping event is set for June 30 and will benefit nonprofit organization **Red Eye**.

Featuring a curated collection of contemporary apparel, accessories and lifestyle merchandise for women, men, children and home, the event will run from 9 a.m. to 4 p.m. and will coincide with the sample sales throughout the **Los Angeles Fashion District**. There also will be food vendors and family-friendly activities. Admission fees and 5 percent of sales will be donated to Red Eye.

Red Eye was founded to help youth and communities in need through programs such as its Youth Mentor initiative. The organization collaborates with other nonprofit groups and consumer brands and has connected more than 3,900 volunteers to more than 12,500 children, young people and families in need.

"Red Eye is excited to partner with the CMC for their Fashion With a Cause event," said Red Eye founder Justin Mayo. "It is an awesome way for our nonprofit to engage with culture creators, influencers and leaders within the fashion industry and downtown Los Angeles community who might not yet be involved with Red Eye. This event will empower creatives with the opportunity to make a local impact through mentorship of kids in the housing projects and helps to meet

the needs of those living on the streets of Skid Row. Together, we are creating a better tomorrow, today."

The CMC's first two Fashion With a Cause shopping events were held last year and benefited the **Wags and Walks** dog-rescue organization. Organizers said the charity shopping event was founded "to integrate community-building and social-consciousness into its public fashion events." Previous vendors included **For Love & Lemons**, **Fidelity Jeans**, **Kitsch**, **Vanessa Mooney**, **Spiritual Gangster**, **Crap Eyewear**, **DL1961 Denim**, **The Giving Keys**, **The Beach People**, **Eberjey** and **Poprageous**.

For the June 30 event, sponsors include **Jelly Belly**, **BAI**, **Califia Farms** and **OH! Snap Studios**.

"The CMC is honored to be working with an important community organization like Red Eye," said CMC Event Manager Rebecca Dennis. "Based on the successful outpouring of support shown by our shoppers and the fashion-industry community at our previous Fashion With a Cause events, we're excited to rally the fashion community to pay it forward once again and help support programs that benefit our local youth in need."

The event is open to the public. Admission is \$5 per person. For more information, visit <http://cmcdtla.com/fashionwithacause>.

—Alison A. Nieder

## Calendar

### 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

### May 10

**Kingpins**  
Basketball City  
New York  
Through May 11

### May 14

**Mercedes-Benz Fashion Week Australia**  
Various venues  
Sydney  
Through May 19

### May 16

**Modama**  
Expo Guadalajara  
Guadalajara, Mexico  
Through May 18

### May 18

**Imprinted Sportswear Show**  
Nashville Music City Center  
Nashville, Tenn.

Through May 20

### May 23

**Licensing Expo**  
Mandalay Bay Convention Center  
Las Vegas  
Through May 25

**Apparel Sourcing Show**  
Grand Tika Futura Hotel  
Guatemala City, Guatemala  
Through May 25

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.

**POSTMASTER:** Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: *California Apparel News*, *Market Week Magazine*, *New Resources*, *Waterwear*, *New York Apparel News*, *Dallas Apparel News*, *Apparel News South*, *Chicago Apparel News*, *The Apparel News (National)*, *Bridal Apparel News*, *Southwest Images*, *Stylist* and *MAN (Men's Apparel News)*. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 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](http://www.apparelnews.net). For customer service, call (866) 207-1448.





SHOW <sup>OFF</sup>  
your  
BRAND



PROGRESSIVE  
LABEL INC

---

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

---

---

[WWW.PROGRESSIVELABEL.COM](http://WWW.PROGRESSIVELABEL.COM)

---

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040



# Fall/Winter 2017-'18 T-Shirt and Sweat Analysis by Trendstop

Global fashion forecasting agency **Trendstop** gives us the insider lowdown into the latest T-shirt and sweatshirt trends impacting womenswear for the Fall/Winter 2017-'18 season. New proportions, statement prints and fresh ideas for trims and detailing reenergize an iconic wardrobe staple, elevating it from casual classic to high-fashion must-have. From the international catwalk showcases to the style-setters on the street, the T-shirt's versatile appeal sees designers tapping into Fall's key silhouette, print and styling themes in one easy piece.

## The Statement Tee

Making a statement is key for Fall. On the catwalks and on the streets, emblazoned slogan tees have their messages amplified by stark monochrome colorways. Clean-lined typographic prints and minimal detailing creates added impact for the expressive fashionista.



A.P.C., Fall/Winter 2017-18



Each Other, Fall/Winter 2017-18



Paris Street Style, January 2017



Hellessy, Fall/Winter 2017-18



J Crew, Fall/Winter 2017-18



Kenzo Memento, Fall/Winter 2017-18

## The Ruffled Trim

Fall tees combine athleisure aesthetic with fashion-forward femininity as trims and details elevate humble basics. Ruffles and frills adorn collars or flow diagonally across the body while frill-edged cold-shoulder styles offer activewear casuals a directional new silhouette.



Milan Street Style, February 2017

## The Winter Crop

As fashion takes an increasingly trans-seasonal approach, jersey sweats are shrunk down and cropped short. These new foreshortened shapes are highlighted by contrasting extended arm lengths and voluminous cocooning silhouettes to create an ideal winter layering piece.



Off White, Fall/Winter 2017-18



Anteprima, Fall/Winter 2017-18



EMPOWERING YOUR BUSINESS FOR OVER 20 YEARS



FACTORING | ASSET BASED LENDING | SBA LENDING  
STRATEGIC CONSULTING | WEALTH MANAGEMENT | INSURANCE SERVICES

L.A. HEADQUARTERS  
1000 Wilshire Blvd., 20th Fl.  
Los Angeles, CA 90017  
213.240.1234

NEW YORK OFFICE  
1410 Broadway, Ste. 1102  
New York, NY 10018  
212.240.1234

[www.hanafinancial.com](http://www.hanafinancial.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](http://goodmanfactors.com). Simple, right?



### Long-Sleeve Layering

An essential part of winter dressing, layering becomes a key styling trend. Rolled-up sweats and short-sleeved tees in graphic typography prints contrast against long-sleeved patterned underlayers. Color-matched pieces highlight layered looks with exaggerated volumes.



House of Holland, Fall/Winter 2017-18



Seoul Street Style, April 2017



Marques Almeida, Fall/Winter 2017



Zadig and Voltaire, Fall/Winter 2017-18



Cristiano Buran, Fall/Winter 2017-18

### The Cocoon Sweat

Exaggerated oversized proportions create a cocooning silhouette that sees the sporty sweat rival the more traditional knit applications. Tapping into the trend for masculine forms, these XXL round-shouldered styles make an added impact in vibrant brights and bold graphic prints.

Looking for more trend insight? For Key Items Directions, email [info@trendstop.com](mailto:info@trendstop.com) for details. For more information about Trendstop, visit [www.trendstop.com](http://www.trendstop.com).



Milan Street Style, February 2017

LOS ANGELES PROFESSIONAL SERVICES

## BLACK & WHITE BALL

SATURDAY, JUNE 3, 2017

THE LANGHAM HUNTINGTON, PASADENA

1401 South Oak Knoll Avenue, Pasadena, CA 91106

HUMANITARIAN AWARD HONOREES

**Gail Bernstein, PNC Business Credit**

**Noel Ryan, Houlihan Lokey**

For sponsorship information, go to  
[LAPSDBlackandWhiteBall.com](http://LAPSDBlackandWhiteBall.com) or contact  
 Catherine Szyfer at 818.905.1300 or [SzyferC@njhealth.org](mailto:SzyferC@njhealth.org).

Benefiting



**National Jewish  
Health®**





**Supplier of PREMIUM denim  
for your manufacturing needs  
WITHOUT the PREMIUM price**

- Over 1 million yards of STOCK DENIM available at all times in LA.
- Price is all inclusive, delivered to your door without the hassle of logistics and duty.
- NO MINIMUMS/NO LEAD TIMES on many styles.
- Financing and Credit Terms are offered with direct evaluation from management.

**e.8 denim house**  
**309 E. 8th Street — 5th Floor**  
**Los Angeles, CA 90014**  
**213-769-4545 | 213-395-0009 (fax)**  
**inquiries@e8thgroup.com**  
**www.e8denimhouse.com**

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.



*Milberg Factors, Inc.*

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**

## Cone Highlights New Developments and S/S 2018 Denim Trends at Los Angeles Event

By Alison A. Nieder *Executive Editor*

Greensboro, N.C.-based **Cone Denim**—the heritage denim mill with operations in the U.S., Mexico and China—recently hosted an event in Los Angeles to highlight new developments and preview trends for Spring/Summer 2018.

The all-day event was held March 30 at the **Ace Hotel**, culminating in a trend presentation by Amy Leverton, a denim forecaster and author of the book and blog “Denim Dudes.”

Among the developments for Cone are new selvedge denim fabrications, including a selvedge denim made with **Cordura**, a high-strength nylon fiber made by **Invista**. This year marks Cordura’s 50th anniversary, and

treated with a bleach solution to remove the original dye, which gave the end fabric a striated look.

### On the horizon

It was a visit to Cone’s White Oak mill that inspired Leverton to focus on denim, according to the forecaster.

“Cone, I would say, is the reason I work in denim,” she said.

Leverton broke down trends into four categories: Tech Tribes, Decayed Decadence, Future Uniforms and Neue West.

Two of the trends—Tech Tribes and Future Uniforms—are inspired by streetwear and Eastern culture while Decayed Decadence and Neue West are inspired by the



**DENIM DEVELOPMENTS:** At a recent event in Los Angeles, Cone Denim highlighted new developments from the company’s facilities in the U.S., Mexico and China. New trends included the “salt-and-peppery” look of vintage fabrics from the ’80s and ’90s; new products from Cone’s White Oak mill in Greensboro, N.C.; and a new take on “Pinto” denim. The striated denim was inspired by a version first introduced by Cone in 1969.

Invista has partnered with several mills, including Cone, to highlight the fiber’s key characteristics, such as resistance to abrasions, tears and scuffs.

“This was the first time Cordura was used in selvedge,” said Kara Nicholas, Cone’s vice president of design and marketing. “We incorporated it in the warp and weft—so it’s super strong.”

Many of Cone’s new selvedge denim fabrics have the “salt-and-peppery” look of vintage fabrics from the ’80s and ’90s. In recent years, Cone has been tracking down vintage selvedge denim looms from the 1940s, restoring them and installing them at the company’s **White Oak** facility in Greensboro.

“It’s interesting to bring that [vintage] look on the old looms,” Nicholas said.

Cone was also showing a striped fabrication that Nicholas called “the evolution of Pinto.” The new fabric is inspired by a fabric first introduced by Cone in 1969 after a rainstorm flooded the mill’s warehouse in Greenboro. The water-logged fabric was

western U.S.

“We’re seeing a really strong Western theme, very rodeo, very Wild West,” Leverton said.

Decayed Decadence is the rock ’n’ roll trend, Leverton said. “It’s very Sunset Strip.”

“This is a fashion-forward story,” she said. “**Gucci** such an influence. They’re driving the embroidery trend. They brought in the idea of kitch irony and making it fun.”

Leverton described the trend as “bohemian glam.”

“Silhouettes are very simple. It’s about core five-pocket looks,” she said. “It’s high-waisted and retro.”

Looks are embellished with embroidery and rhinestones, leather-inlay appliques, sequins and fringe. There are metallic yarns and washes and a continuation of the patchwork trend.

“Nostalgic patchwork is a denim trend that will not go away,” Leverton said. “It’s **The Rolling Stones** on the road in the ’70s—just got back from Marrakesh.”



Continued from previous page

Key looks include '70s jumpsuits, the disco shirt, the "pimped-up Western shirt," embroidery and embellishment, and "flame accents."

The Neue West trend is also Western-inspired but takes its cues from vintage Americana, Leverton said.

"This is the true vintage story of the season," she said. "It's also about remade for a new generation.

The colors are soft and "sun-faded." Mid-tone indigo hues are paired with washed-out shades of brown and peach.

"It's a very desert palette," Leverton said.

The trend also includes embellishment in the form of chain stitching, a "slightly modernized" take on "naïve hand embroidered looks," as well as sophisticated patch-and-repair surface treatments that emphasize the tactile.

"Remade is very important. Vetements really pushed that forward," Leverton said.

Key pieces include rodeo jackets, quilted vests, circle skirts and straight-leg styles.

The Future Uniforms trend is "very much inspired by heritage but doesn't look heritage at all," Leverton said.

This is the new street active trend, inspired by the '90s and workwear and activewear brands such as **Carhartt**, **Dickies** and **Champion**.

"It's about the youth market takes the concept of workwear and runs with it," Leverton said. "This is our sustainable story, but it's also our

streetwear youth story. It's about looking at what you have and working it in a new way."

The trend is driven by a need for versatility and a desire to "simplify their style."

"It's conceptual workwear, outsized silhouettes and extreme proportions," Leverton said.

Embellishment is kept to a minimum. There is some workwear-



Greensboro, N.C.-based textile mill Cone Denim recently hosted an event to highlight new developments at the Ace Hotel in downtown Los Angeles.

like top stitching, and some fabrics have a bit of sheen.

The Tech Tribes trend is inspired by Asia and takes a modern look at traditional craftwork.

"This trend is taking ideas of shibori and sukajan," Leverton said, referring to Japanese shibori dye technique and the sukajan, or souvenir jacket.

"It's about looking at the east, such as Southeast Asia and Korea, and exploring Western silhouettes through an Eastern perspective," she said.

Designers are taking a contemporary look at the sukajan jacket by playing with the positioning of the artwork and experimenting with scale, Leverton said.

"I'm loving the new way that's coming to the fore," she said. "It's taking the sukajan and making it new."

Kimono prints are important, as are traditional ikat patterns, which Leverton calls "a new concept of ombre."

Designers are also experimenting with the kimono silhouette and "turning it on its head and making it new," Leverton said. "[They're] messing around with proportion and shape and modernizing it."

The trans-seasonal trend blends traditional techniques with modern, functional concepts, such as a coat made from a fabric that is technical on the inside but looks and feels like denim on the surface.

Key pieces in the trend include coach jackets, kimono hybrids, elongated shirts, reworked sukijan styles, the "lounging jean" and culottes. ●



Amy Leverton, author of "Denim Dudes"

## Apparel News Group

**72**  
1945-2017

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

DANIELA PLATT  
MOLLY RHODES

SALES ASSISTANT/RECEPTIONIST  
ASHLEY KOHUT

ADMINISTRATIVE ASSISTANT  
RACHEL MARTINEZ

SALES ASSISTANT  
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT  
EXECUTIVES

ZENNY R. KATIGBAK  
JEFFERY YOUNGER

CLASSIFIED ACCOUNTING  
MARILOU DELA CRUZ

SERVICE DIRECTORY  
ACCOUNT EXECUTIVE

JUNE ESPINO  
PRODUCTION MANAGER

KENDALL IN  
EDITORIAL DESIGNERS

JOHN FREEMAN FISH  
DOT WILTZER

PHOTO EDITOR  
JOHN URQUIZA

CREDIT MANAGER  
RITA O'CONNOR

PUBLISHED BY  
TLM PUBLISHING INC.

APPAREL NEWS GROUP  
Publishers of:

California Apparel News  
Waterwear

Decorated  
EXECUTIVE OFFICE

California Market Center  
110 E. Ninth St., Suite A777

Los Angeles, CA 90079-1777  
(213) 627-3737

Fax (213) 623-5707  
Classified Advertising Fax

(213) 623-1515  
www.apparelnews.net

webmaster@apparelnews.net  
PRINTED IN THE U.S.A.



To advertise Email:  
**june@apparelnews.net**

## DIRECTORY OF PROFESSIONAL SERVICES & BUSINESS RESOURCES

To advertise call June Espino  
**213-627-3737 x250**

### APPAREL CONTRACTOR

**Baja Apparel Manufacturing**  
**SEWING CONTRACTOR**  
BAJA CALIFORNIA'S PREMIER CUT & SEW FACILITY

- Offices located in Los Angeles/ Facility located in Mexicali
- Specializing in swimwear/ activewear
- High quality workmanship, knits & woven
- Start ups welcome
- Full package production & financing
- Full sample development & production service
- Competitive prices
- Pick up & delivery

Email: info@bajamanufacturing.com

### 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@MavrickFit.com | Marley@MavrickFit.com  
MavrickFit.com

### 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

**MEDALLION**  
FULFILLMENT & LOGISTICS  
A Division of Medallion Enterprises Inc.

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

### FULFILLMENT AND LOGISTICS

**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

### GARMENT CONTACTOR

**Body Basic Manufacturing, Inc.**  
Full Service CMT Factory  
Located in Santa Ana, CA

With product development capabilities, consulting - sourcing services. Workable low minimum quantities, high quality workmanship, knits and woven. Startups Welcome. In business since 1989. Small runs of high quality single needle work available.

Call Valerie Cooper at (818) 676-9454  
or email valeriebcooper@gmail.com

### GARMENT RACKS

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

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

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

### MANUFACTURING SERVICES

**Apparel Manufacturing**  
In house pattern room & experienced sourcing team. Specializing in seamless active & sportswear and socks. The fabric development team is able to offer customized fabrications and novelty prints.

**A.R.Production**  
Conveniently located in the Cooper Design Building  
For more info, please contact us at  
info@arproductioninc.com or call (626)758-7987

### 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

### PRIVATE LABEL MANUFACTURING

**8th Street Branding**  
PRIVATE LABEL DEVELOPMENT & MANUFACTURING

We are committed to delivering your customer your vision

- 20 Years Full Package Production Experience
- Private Package Deals for E-Commerce Brands
- Sourcing, Finance, Merchandising

**8th Street Branding**  
309 E. 8th Street, 5th Floor  
Los Angeles, CA 90014  
(213) 799-2777  
213-395-0009 (Fax)  
www.8thstreetbranding.com



# CLASSIFIEDS

Visit [www.apparelnews.net/classifieds](http://www.apparelnews.net/classifieds)  
to place your ad in our self-serve system

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

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

## Jobs Available

### ASSOCIATE GRADING/MARKER ROOM MANAGER

Large, Privately held manufacturer, established in 1964 needs an Associate Grading / Marker Room Manager;

Job responsibilities May include: supporting yield requirements and offering solutions for reworking fabric prints in development, grading, tech pack entry, assessing and prioritizing work load with the team in mind and other marker room duties

Applicants need to have good communication and organizational skills, and can multi-task while working at a pace with an attention to deadlines, must have pattern making experience as well as an understanding of fabrics and marker making. Preferred candidates will have 3-5 years of exp. working in Gerber PDS. Salary commensurate with qualification, Excellent Medical and Dental Benefits, Generous Profit Sharing and Pension Plan---fully paid by the company.

Letty Hernandez

HR Manager-Paquette Mfg.

Fax # (323)267-1086

E-mail: lhernand@byer.com

### WHOLESALE SALES ASSOCIATE

LA-based manufacturer is looking for an in-house Wholesale Sales Associate to generate new business for a new contemporary division. Responsibilities include participating in regional tradeshows, scheduling and leading in-store meetings with current/potential buyers, re-searching prospect accounts, and supporting all customer needs. Candidates will have 1-3 years of apparel experience, with wholesale experience preferred; must be able to travel, energetic, personable & able to work independently. To apply, send resumes to: molly@lacausacllothing.com

### PRODUCTION ARTIST

JRs Fashion Tops. Recolor/Revise/Resize Artwork/Prints using Illustrator/Photoshop. Placement of screens on final patterns. Review Artwork/Prints Pitch Sheets & screened Blocks for Import Tech Pkgs creation. Close communication with Sales, Design & Production teams to ensure accuracy of orders.

Email: trankin@selfesteemclothing.com

### GRAPHIC ARTIST

Established Missy Contemporary label seeks full-time graphic artist to produce CADs as well as original artwork for textile printing. Must be proficient in Adobe Photoshop and Illustrator. Please submit resume with portfolio to: jobsHR000@gmail.com

## Jobs Available

### JUNIOR BOTTOMS DESIGNER

- Trend research and shopping
  - Source new fabrics and trims/develop new washes
  - Responsible for SMS lab dip approvals and keeping them organize (physical and digital)
  - Create sample logs
  - Prep SMS for market weeks; press and tag
  - Create fabric swatch/adoption cards and organized (physical and digital)
  - Create trim adoption cards and organized (physical and digital)
  - Responsible for the design and execution of LA Market showroom
  - Create initial design tech pack including:
    - Style number
    - Specs for SMS
    - Design call outs
  - BOM: Fabric and trim information (Not labels or marketing) Reference pictures
  - Attend hand-off meetings: Responsible for fabric and trim card hand offs, printing PO's and preparing samples
  - Attend 1st fitting: Reponsible to bring original design sample or photo for reference
- Email resumes to: jermann@blueplt.com

### PRODUCTION COORDINATOR-TEXTILE FABRIC CONVERTOR

Communicate closely with customers, sales dept, and overseas vendors. Maintain system for any cancellations, purchase order closures or split deliveries. Extremely meticulous and well organized. Ability to Multi Task. Knowledge of production & production cycle timelines of fabric. 1-3yrs exp. in Textile/Import industry. Textile fabric convertor exp. Preferred. COMPUTER LITERATE; SYSTEM = SAP, A2000, OUTLOOK, EXCEL.

Email: hrwest@samsung.com

### 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: trankin@selfesteemclothing.com

### 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@theguiagroup.com.

## 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

### WAREHOUSE MANAGER

Large handbag manufacturer in commerce in need of a warehouse manager. Must have excellent communications skills both written and oral. Ability to multi-task call in, schedule and route. Must be able to be a self starter and perform with a small team in tight deadlines. Proficient in AIMS and in Apparel Magic must have MS office experience. Bachelor's degree preferred but not required. Resumes with cover letter and salary to: marina.arrazola@nyamusa.com

### 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

### SENIOR DESIGNERS-PERFORMANCE, ACTIVE & ATHLEISURE

A Walnut City Based Apparel Co., is seeking for Senior Designers with 5+ years' experience on Performance, Active and Athleisure Designs. Please send resume and portfolio to: hrp1p1@gmail.com

### COMPUTER DESIGNER

Textile company seeks experience computer designer for prints, design, repeat, color. Photo-shop and Nedgraphic experience is a must. Email resumes to: william@matrixtextiles.com

CALIFORNIA  
**ApparelNews**

For classified advertising information:  
call Jeffery 213-627-3737 ext. 280,  
email [classifieds@apparelnews.net](mailto:classifieds@apparelnews.net) or  
visit [www.apparelnews.net/classifieds](http://www.apparelnews.net/classifieds)  
to place your ad in our self-serve system

## CLASSIFIEDS

Visit [www.apparelnews.net/classifieds](http://www.apparelnews.net/classifieds)  
to place your ad in our self-serve system

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

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

### Jobs Available

**Karen Kane**

#### PATTERN MAKER

Karen Kane is seeking a 1st thru production pattern maker for its established better sportswear division and emerging contemporary divisions. Strong communication skills, attention to detail, great organization skills, self-motivated, energetic. Computer literacy a

### Jobs Available

**APPAREL BOTTOMS COMPANY SEEKING INDIVIDUALS TO FILL THE FOLLOWING POSITION. INCREDIBLE OPPORTUNITY FOR THE RIGHT INDIVIDUALS**

IMPORT COORD./MERCHANDISER Highly motivated person with 2-3 years exp. in the junior/special sizes denim bottoms market needed to assist in import production. • Must have well rounded knowledge of overseas garment production & construction • Know how to read TECHPACKS and

### Jobs Available

#### PRODUCTION ASST

Min 5 yrs experience for established, stable apparel manufacturer in business 19 years. We are looking for a responsible, detail oriented person. This multi-tasking position includes purchasing trim, fabric, issuing cutting tickets and work orders to sub-contractors for embellishment. Must be good with follow up. Computer skills such as Outlook, Excel and Word are required. Must speak and write English. Spanish speaking is considered a plus.



# CLASSIFIEDS

Visit [www.apparelnews.net/classifieds](http://www.apparelnews.net/classifieds)  
to place your ad in our self-serve system

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

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

## Jobs Available

### 1ST DESIGN PATTERNMAKER

John Paul Richard, Inc. seeks an experienced 1st design patternmaker, must be available Saturdays when needed.  
Email: [nvollert@johnpaulrichard.com](mailto:nvollert@johnpaulrichard.com)

### 1ST. THRU PROD'N PATTERNMAKER

Seeking a 1st thru production pattern maker. Must be detailed in graded specs. Min 5 years of exp. Tukatech background a plus.  
Email: [sabina@lineapparel.com](mailto:sabina@lineapparel.com)

### ASSOCIATE DESIGNER

Fast growing women's contemporary company seeks Associate Designer with 3-5 yrs experience for sportswear line. Candidate must have flair for fashion and detail oriented and know Adobe Photoshop/Illustrator & Microsoft Office. Please send resume to: [jobshr000@gmail.com](mailto:jobshr000@gmail.com)

### CUSTOMER SERVICE

Parc & Pearl seeks customer service person. Must be proficient in AIMS 360 software and familiar w/Amazon EDI, able to multi task, with strong communication and organized.  
Email: [parcandpearl@parcandpearl.com](mailto:parcandpearl@parcandpearl.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

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

### SPACE FOR LEASE

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

## Buy, Sell and Trade

### •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

### WE BUY FABRIC!

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

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

Garment / Textile related  
Only LA based companies  
Email: [edadayana@yahoo.com](mailto:edadayana@yahoo.com)

For classified information,  
[visit apparelnews.net/classifieds](http://visit.apparelnews.net/classifieds)

Call Jeffery Younger at 213-627-3737 ext. 280 to place your ad

# COMING SOON IN CALIFORNIA APPAREL NEWS



**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

**Supply Chain Advertorial  
Technology Advertorial  
Made in the Americas Advertorial**



**May 19**

Cover: Fashion  
Freight & Logistics

**Trade Show Special Section**

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



**May 26**

Cover: Fashion  
Technology

**Salute to Suppliers  
& Services**

**Bonus Distribution**  
ALT 6/5-7  
Designers & Agents LA 6/5-7  
LA Fashion Market 6/5-8  
Techtextil 6/20-22  
Atlanta Apparel 6/7-10

CALIFORNIA  
**ApparelNews**

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





US BLANKS  
FASHION BASICS  
PROUDLY MADE IN AMERICA.  
USBLANKS.NET |    USBLANKSLA

**10% OFF WHOLESALE ORDERS!**

**USE CODE "USWHOLE10" DURING WHOLESALE CHECKOUT ON USBLANKS.NET**

10% off valid on wholesale orders of \$1 or more placed on USBLANKS.net wholesale checkout from 12:00 am PST on March 17, 2017 through 11:59 pm PST on **May 31, 2017**. Use promotional code **USWHOLE10**; offer will automatically be reflected in your shopping cart. Discount cannot be combined with other offers. Discount is limited to only one order per wholesale customer. This offer is only valid on orders placed in the continental United States. Discount does not apply to shipping charges or taxes. Offer not valid on previously purchased merchandise.

US BLANKS reserves the right to extend, modify, or discontinue this offer at any time.