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GAME ON

Academy of Art University fashion design graduate Jeanne Marie Sanguinetti created a collection inspired by the 1980s arcade game Pac-Man, which featured LED lights, 3-D-printed elements and headphones shaped like Pac-Man characters created by AAU jewelry and metal-arts graduate Ryan Hsiang. For more from the AAU show, see page 6.

A Free-Trade Agreement Between the U.S. and Europe Waiting in the Wings

By Deborah Belgum *Senior Editor*

Trade experts were expecting a free-trade agreement between the United States and Europe to be signed, sealed and delivered by the time Barack Obama left the White House.

But things didn't turn out as planned as the political winds in Europe and the United States shifted recently from pro free trade to increased protectionism.

President Donald Trump, after taking office early this year, indicated he wasn't a big fan of multilateral free-trade accords. He quickly torpedoed the Trans-Pacific Partnership—the free-trade accord between the United States and 11 other Pacific Rim countries—and then threatened to tear up the 23-year-old North American Free-Trade Agreement.

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Creativity Abounds in California's Economy

By Deborah Belgum *Senior Editor*

California is the most creative place in the United States.

The state employs more people in the creative industries—which include entertainment, fashion and printing and publishing—than any other state in America.

In 2015, some 747,600 people in California were directly employed in creative-industry jobs, a 13.5 percent increase from 2010, according to the “2017 Otis Report on the Creative Economy of California,” released on May 18 by the **Otis College of Art and Design**.

The report was prepared by the **Institute for Applied**

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Where fashion gets down to businessSM



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Macy's Bets on Exclusives

It's been a tough week at **Macy's Inc.**

There was a sell-off of Macy's stock after the prominent retailer announced a 5.2 percent decline in same-store sales for its first quarter of the 2017 fiscal year. Net sales in the first quarter of 2017 were reported at \$5.338 billion, which was a year-over-year decline of 7.5 percent.

News of slow business during the first quarter of the year was compounded by Wall Street doubts on how the retail giant—with 700 stores operating under nameplates such as Macy's, **Bloomingdale's** and **Macy's Backstage**—will become a healthier business under a backdrop of declining mall traffic and doldrums in the department-store sector.

During a May 11 conference call with retail analysts, Macy's Chief Executive Officer Jeff Gennette said that the department-store retailer expects a rebound powered by fashion. "What's working is where we have exclusivity. Our customers love that. And simple is working. When we simplify and build and edit and promote great products that customers can only

get at Macy's, that our customers can easily see on the floor, we get the sell-through," Gennette said in a *Thomson Reuters Street Events* transcript of the call.

Around the time of the conference call, Macy's rolled out a slate of fashion exclusives.

The department-store giant announced that it would work with star designer Anna Sui on the **Anna Sui x Inc** line, which is scheduled to be available at 25 Macy's stores and online (www.macys.com) in early September. It will feature men's and women's apparel and women's footwear.

The company also announced an exclusive with prominent designer Cynthia Rowley. According to a brand statement, the line, called **CR by Cynthia Rowley**, will be available at 149 Macy's stores and at www.macys.com. With retail price points of \$79 to \$179, the line offers tops, skirts, pants, dresses and jackets featuring colorful prints.

In early May, Macy's at **South Coast Plaza** retail center in Costa Mesa, Calif., was the site of a party for the launch of **Love Tribe**,



MACY'S FASHION: Pictured right, a look from Macy's CR by Cynthia Rowley line. Image courtesy Macy's. Left, models show off the Love Tribe line. In center, brand ambassador Laura Marano. Image courtesy Love Tribe.

a juniors and young contemporary collection manufactured by **Hybrid Apparel**. Macy's at South Coast Plaza hosted a meet-and-greet with line ambassador Laura Marano, a star of the **Disney Channel** series "Austin & Ally." Tops for the line retail for \$29.

In December, Macy's announced that it would sell an exclusive with former **BCB-**



Generation designer Joyce Azria. The line, called **Avec Les Filles**, shipped in the first quarter of 2017, and it is sold at 155 Macy's and the e-commerce site.

The exclusives join Macy's veteran private brands such as **I.N.C. International Concepts**, **Bar III**, **Thalia Sodi**, **Style & Co.** and **Ideology**.—*Andrew Asch*

Menswear Executive and Trade Show Organizer Larry Hymes, 72

Menswear executive Larry Hymes died on May 11 of heart failure. He was 72.

The New York-born Hymes was best known as a West Coast sales representative for menswear brands such as **Louis Alwear Inc.**

In 1997, Hymes and three partners—Hyela Makoujy and Herbie and Stevi Goetz—founded the regional menswear show **West Coast Collective**, which ran for five years in Los

Angeles before relocating to Las Vegas in 2002 as **The Exclusive**. When the show was acquired in 2007 by **Business Journals Inc.** and renamed **MRket**, Hymes was the only original partner to remain on with the trade show. He retired from MRket in 2015.

"Larry was a bright light in so many of our lives—genuine, compassionate, funny, always upbeat and positive," said Karen Alberg Gross-

man, editor-in-chief of *MR Magazine*, a partner of the MRket show. "He truly loved his work in the menswear industry and was so good in sales because he connected with customers as people, not just as clients. I miss him already." His former colleagues at the West Coast Collective and The Exclusive recalled his kindness, his humor and his love of the industry.

"One of the most important things I can say about him is that in this dog-eat-dog world, Larry would never kick a person when they were down," said Stevi Goetz. "His departure leaves a big void in the menswear industry."

Goetz's daughters Amy Freeman-Cohen and Kelli Freeman also worked with Hymes at The Exclusive.

"I am very sorry to have to say goodbye to a long-time friend and colleague," Freeman-Cohen said. "Larry Hymes was the ultimate fashionista. He was a character in many ways and true blue to his true friends. The experience of working with him at The Exclusive was constantly exciting and he always kept us on edge."

Freeman recalled Hymes as "a colorful, passionate person and loyal friend."

"He'll be missed," she said.

Michael Kofoed, brand director for **True Grit** and **Dylan**, knew Hymes for more than two decades and considered him a good friend.

"He encapsulated the old tradition of the men's garment industry from years gone by and was able to transition to more modern approach to our business—although he was kind of kicking and screaming his way through the changes," Kofoed said. "For those who got to work with Larry closely, we always found great humor in this approach. He was kind of like a Don Quixote character, chasing windmills and trying to slay dragons. I respect Larry—as so many do. I would have to say he finished the race with great dignity and character."

Irene Becker met Hymes in 2008 when she purchased **Alandales**, a menswear store in Culver City, Calif. Hymes and Alandales buyer Bobby Yosten had been longtime friends. When Becker took over the store, she added a barber shop and Hymes came into the store regularly to get his hair cut.



PARTNERS: Larry Hymes, second from left, with his West Coast Collective partners Hyela Makoujy and Herbie and Stevi Goetz

"When I met him he was working with MRket," Becker recalled. "He would always approach me to try new collections. He had a huge influence in the business, but for me it was personal. He's going to be missed."

When the West Coast Collective moved to Las Vegas, it left a hole in the market for a

West Coast trade show for upscale menswear. Longtime menswear sales rep Ken Haruta stepped in and launched the **West Coast Trend Show**.

"After I started my show in LA, Larry would always tease me about how he built the business for me," Haruta recalled. "He was a good friend. Larry had an impact on a lot of people; he was respected by a lot of people. Everybody loved Larry."

An avid pickleball player, Hymes was also very competitive, Haruta recalled. When a group of apparel industry folks went bowling after a day at the trade show, Hymes challenged Haruta to play for money.

"He beat me the first time," Haruta said. "But when he bet me \$20, I beat him—barely. The second time I beat him worse."

Haruta asked Hymes to sign the \$20 bill with the words "I got hosed by Ken Haruta." Haruta passed the bill on to Hymes' friend Yosten, the buyer at Alandales, to use the next time the two played poker.

"Larry was competitive, but he was a good sport," Haruta said.

Hair stylist Cheryl Provencio met Hymes when she started working at the **Studio A Barber Shop** at Alandales. Over the years they also grew to be good friends.

"He was really particular about his appearance," Provencio said. "But he had a heart of gold."

Provencio recalled Hymes' passion for the apparel industry.

"He was so full of life and always looking forward to his next trip," she said.

He was also devoted to his daughter, Nicole, who also works in the apparel industry.

"He was so proud of her," Provencio said.

Hymes is survived by his daughter. A service was held in New York on May 17. A West Coast memorial is being planned.

—*Alison A. Nieder*



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Lighthizer Named New U.S. Trade Representative

Days after being sworn in as the new U.S. Trade Representative, Robert Lighthizer will be traveling to Vietnam to attend a meeting of trade ministers from the Asia-Pacific Economic Cooperation countries.

Many of these countries at the May 20–21 gathering were members of the Trans-Pacific Partnership—the 12-nation free-trade agreement that President Donald Trump decided not to support and hasn't gone into effect.

The TPP signatories have been trying to figure how to move on with the free-trade agreement, which included countries including Australia, Brunei, Chile, Japan, Mexico, Canada, Malaysia and Singapore.

Later this year, Lighthizer will be part of the renegotiation of the North American Free-Trade Agreement between the United States, Mexico and Canada, which has been in effect since 1994.

Lighthizer was confirmed by the U.S. Senate by an 82–14 vote on May 11 and sworn in at the White House by Vice President Mike Pence on May 15. This is the last Cabinet position in the Trump administration to be filled.

“President Donald Trump made a promise to the American people to fight for trade that puts America first,” Pence said. “In choosing Robert Lighthizer as U.S. Trade Representative, President Trump is keeping his promise to put America first.”

The Office of the U.S. Trade Representative is responsible for developing and coordinating U.S. international trade, commodity and direct investment policy and overseeing negotiations with other countries over trade issues.

His appointment was praised by textile, apparel and retail trade groups including the **American Apparel & Footwear Association**, the **National Council of Textile Organizations** and the **Retail Industry Leaders Association**.

“In my estimation, Ambassador Light-

hizer is likely the most qualified individual ever to be confirmed to this important post,” said Auggie Tantillo, president and chief executive of the National Council of Textile Organizations.

In a letter to U.S. senators, the AAFA said Lighthizer's nomination was welcome by the manufacturing industry given his long experience working to eliminate foreign market-distorting unfair trade practices and creating new opportunities in international markets both during his time in government and the private sector.

Trade negotiations are nothing new to Lighthizer. Under President Ronald Reagan, he was the deputy USTR, and he has long worked as a trade attorney and partner at the law firm **Skadden, Arps, Slate, Meagher & Flom** in Washington, D.C., where he practiced international trade law for more than 30 years.

He was lead counsel for scores of trade enforcement cases and was a well-known advocate for the type of “America First” trade policies supported by Trump.

During his tenure as deputy USTR, Lighthizer negotiated more than two dozen bilateral international agreements, including agreements on steel, automobiles and agricultural products. During that time, he also served as vice chairman of the Board of the **Overseas Private Investment Corporation**.

Lighthizer said he was honored to be working for fair and free trade that benefits all Americans. “By expanding export market access through negotiating good trade deals and enforcing U.S. trade laws,” Lighthizer said, “we can raise wages and help level the playing field for American workers, farmers, ranchers and job creators.”

Lighthizer earned a bachelor's degree at **Georgetown University** and his juris doctor degree from **Georgetown University Law Center**. He is a native of Ashtabula, Ohio.

—Deborah Belgum

Calendar

May 23

Licensing Expo
Mandalay Bay Convention Center
Las Vegas
Through May 25

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

May 24

Kingpins
Innocentre
Hong Kong
Through May 25

June 3

Black & White Ball, benefiting National Jewish Health
The Langham Huntington
Pasadena, Calif.

June 5

LA Fashion Market
California Market Center
Cooper Design Space
The New Mart
Gerry Building
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through June 8

Designers and Agents
The New Mart

Los Angeles
Through June 7

ALT
Emerge
Select
Transit
California Market Center
Los Angeles
Through June 7

LA Kids' Market
California Market Center
Los Angeles
Through June 8

June 7

Atlanta Apparel Market
Ameicasmart
Atlanta
Through June 10

June 11

Trend Seattle
Hangar 30
Seattle
Through June 13

June 14

Dallas Apparel & Accessories Market
Dallas Market Center
Dallas
Through June 17

FIG
Fashion Industry Gallery
Dallas
Through June 16

June 20

CALA
Fort Mason Center
San Francisco
Through June 21

Techtextil USA
McCormick Place
Chicago
Through June 22

OC Mix
Z Supply
Irvine, Calif.
Through June 21

June 22

Coast
The Seagate Hotel & Spa
Delray Beach, Fla.
Through June 23

June 25

Fashion Market Northern California
San Mateo Event Center
San Mateo, Calif.
Through June 27

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.

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NEWS

Free Trade *Continued from page 1*

And he wasn't too kind about the Transatlantic Trade and Investment Partnership (T-TIP) between the European Union and the United States. He said he preferred bilateral trade deals with individual European nations rather than one big pact with all 27 countries that make up the European Union.

But hope springs eternal in trade circles that a free-trade pact between the United States, with its 324 million people, and the European Union, with its 515 million citizens, will happen.

“The free-trade agreement between the European Union and the United States is like Sleeping Beauty,” said Hans Jörg Neumann, the German consul general in Los Angeles. “There are lots of princes waiting to awaken it. It is not dead.”

Between July 2013 and October 2016, there were 15 negotiating rounds to hammer out details of the free-trade accord.

Klaus Brisch, head of technology at German law firm **DWF**, said T-TIP may be on life support now, but it will be rebranded under a different name with different elements incorporated into the pact.

Brisch and Neumann were speaking at a May 16 panel on the future of U.S. and European trade, organized by the **Los Angeles Area Chamber of Commerce** at its downtown LA headquarters.

Recently, Europe has been dealing with a wave of protectionism and anti-immigrant sentiment culminating with the United Kingdom voting last year to leave the European Union to better control its own policies and economy. The exit is commonly known as Brexit.

Many felt France might go in the same direction as recent

presidential elections pitted right-wing candidate Marine Le Pen, who advocated closing borders and leaving the European Union, against the ultimate winner, Emmanuel Macron, a middle-of-the-road politician who is pro European Union and free trade.

“The recent elections have fortunately shown that the anti-EU forces do not have enough support to break up the European Union,” said Sinisa Grgic, the consul general of Croatia in Los Angeles and another panel member.

Britain's decision to turn its back on free trade and leave the European Union will have its economic costs, which will be felt not only now but three to five years down the road, Brisch said.

Tariffs on traded goods will be imposed after Britain leaves the European Union, which is already influencing corporate decisions. “BMW used to produce **Mini** cars in Oxford [England],” Brisch said. “But because of the fear of cars being too expensive to ship to Europe because of tariffs, they have shifted their production of the Mini to Germany.”

It will also be more difficult to bring in workers from Europe because they will need a special work visa that wasn't necessary with Britain part of the European Union.

For the United States, it means that Britain will no longer be its vital partner when dealing with the European Union. “The United Kingdom was the spokesman for the United States in the European Union. Now the U.S. will have to find a new spokesman,” Neumann said.

The European Union is closely watching what happens to Trump's decision to renegotiate the North American Free-Trade Agreement, the panelists said. Germany is a heavy investor in Mexican companies that produce automobiles, which primarily end up in the United States. “If NAFTA does not continue as we hope, it would be a big blow to Germany,” Neumann said.



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Otis *Continued from page 1*

Economics at the Los Angeles County Economic Development Corp. and was unveiled in a one-hour presentation at the **Pickford Center for Motion Picture Study** in Hollywood.

Entertainment is the biggest employer of creative types such as actors, producers, directors, cameramen, writers and make-up artists as well as sound recorders, accounting for 171,500 workers in California as well as nearly 32,000 self-employed in 2015. Coming in second is publishing and printing with 154,200 employees and 15,500 self-employed and third is the fashion industry, employing 119,800 people and 14,800 self-employed.

"Creativity and the innovations that flow from creative activities are two of Los Angeles County's foremost economic assets," said Kimberly Ritter-Martinez, one of the LAEDC economists who prepared the report. "The talent that drives the creative economy provides a competitive edge that reaches across almost all industries. It builds brand awareness and attracts creative people to a dynamic environment."

Bruce Ferguson, president of Otis College of Art and Design, said the school has been commissioning this economic report since 2007. In the beginning, it focused only on Los Angeles County. But in 2013, with the help of the California Arts Council, the report was expanded to cover all of California, focusing on 12 creative sectors that range from architecture, interior design, furniture and decorative arts to toys, industrial design and art galleries.

Ferguson noted that close to 50 percent of these jobs require a bachelor's degree or some kind of skilled training.

Cheryl Boone Isaacs, the president of the **Academy of Motion Picture Arts and Sciences** and one of the presenters of the report, noted that the importance of creative jobs is felt across other industries outside of the creative community and beyond. There is a trickle-down effect to other sectors such as restaurants, hotels and rental cars. "This report reminds us that art and creativity and imagination not only touch America's heart but puts money in American wallets and creates jobs in American communities," she said.

"And remember, while Silicon Valley may be getting all the headlines, acting, designing, writing, producing and all the downstream industries that transform Los Angeles from a sleepy cow town to America's creative capital are still the engine of economic growth for the Golden State," Isaacs added.

While California has more people employed in creative areas than any other state, New York is slightly ahead when it comes to percentages. In California, 5.4 percent of the jobs are in creative industries while in New York it is 6.2 percent, or 478,100 jobs.

Other states that are high on creativity are Texas with 230,600 employed, Florida with 175,800 and Illinois with 171,000.

Creative industries are a major contributor to the state economy. In 2015, the jobs in this area generated \$406.5 billion in economic output, up \$32 billion, or 8.8 percent from 2014. Of that, \$240.1 billion was value added by corporate profits and labor income. This net economic contribution was equal to nearly 11 percent of the state's gross product of \$2.2 trillion in 2015.

Total direct labor income in California's creative industries totaled \$84.4 billion in 2015, or nearly 10 percent of annual private-sector wage-and-salary payrolls.

Publishing and printing made up nearly

33 percent of direct labor income among the creative industries, which includes Internet publishing and broadcasting. That was followed by entertainment with 22 percent and digital media with 15 percent. The fashion industry contributed 6.4 percent of the total.

In addition to wage and salary employment, self-employed people are also driving the economic benefit of creativity. In 2014, the latest year for which data is available, there were more than 340,500 self-employed workers in California's creative community, earning \$13.9 billion. Between 2009 and 2014, the number of self-employed increased at an average annual rate of 3.6 percent, outpacing the state's average annual increase of 2.6 percent in self-employment across all industries.

Between 2010 and 2015, the largest



OTIS REPORT: Victoria Alonso, Kimberly Martinez-Ritter, Bruce Ferguson and Debra Martin Chase

gains in employment were seen in publishing and printing, with 32,000 added jobs, up 27 percent. Digital media generated 16,800 new jobs, up 37.7 percent, and architecture and interior design saw a gain of 8,100 jobs, up 23 percent over five years.

Over the next few years, jobs in the creative industries should grow by 3.3 percent, or 24,300 jobs, between 2015 and 2020.

Each sector within the creative industries will expand, but jobs that will see the largest percentage gains are those that have a heavy industrial component such as digital media, which is strong in Silicon Valley, and communication arts.

However, there are some headwinds to expansion. For example, countries such as China and India have invested heavily in their domestic entertainment industries, increasing competition in those nations for films produced in the Los Angeles area.

The movie industry would love to keep production in California if it were affordable. But there are so many tax incentives provided by other states and countries to entice filmmakers away from California, that it makes it economically unfeasible to avoid runaway production.

Victoria Alonso, a producer and executive vice president at **Marvel Studios**, who was speaking at the Otis event, said she would love to keep production in Los Angeles because shooting outside of California splits up families for months at a time. But if tax incentives save you 42 percent of your production costs, it's hard to turn down.

Debra Martin Chase, a motion picture and TV producer speaking alongside Alonso, said she "hadn't worked in Los Angeles in forever." Her production schedule has taken her to Hungary, India, Australia and points beyond. "People around the world saw movies filmed in Los Angeles, and it became the city of their dreams," she said. "That is not happening anymore. They are seeing Georgia and New York City."

Other creative industries that could be hit with increased international competition are in the areas of fashion, toys and publishing. They will continue to see declines in employment due to increased automation, new technologies and pressures for cheaper labor found overseas. ●



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Aastha Shah and Peggy Kuo

Alvin Ang and Christina Miyagi

Amanda Velasquez and Shanice Ashley Green

Estene Marquez

Laura Hidaka

Vivian Cho

Jeanne Marie Sanguinetti and Ryan Hsiang

Thao Thai and Naz Khorram

Erika Tompkins

Academy of Art University Honors *Vogue* Critic Sarah Mower at Graduation Fashion Show

Sarah Mower, chief critic for *Vogue*, was the honoree on May 6 when the **Academy of Art University** in San Francisco hosted its 2017 **Graduation Fashion Show**.

Dr. Elisa Stephens, AAU president, presented an honorary doctorate degree to Mower, who is the ambassador for emerging talent for the **British Fashion Council** and a co-chair of the **BFC NEWGEN** scholarship committee.

The May 6 runway show featured several collaborations between students in different fields of study.

Fashion design graduate Thao Thai worked with jewelry and metal arts graduate Naz Khorram on a collection that combined Thai's minimalist, deconstructed pieces with Khorram's metal-wire jewelry, which outlined the body.

Fashion design student Amy Hsu Tzu Chen worked with knitwear design student Xiaowen (Wendy) Zhang to create a collection that merged Chen's complex fabric textures with Zhang's highly textured knitwear made from unconventional materials such as packaging material, raffia and paper yarn. Chen is next headed to Paris to participate in the San Francisco–Paris Sister City Scholarship Exchange at **L'Ecole de la Chambre Syndicale de la Couture Parisienne**.

Fashion design student Jessica V. Wijaya and costume design student Clarkie Kabler collaborated on their brightly colored collection. Wijaya was inspired by the portraits of

photographer Wes Naman to create the asymmetrical silhouettes, which feature beading details Wijaya created in collaboration with Kabler. Wijaya was selected to participate in the **Council of Fashion Designers of America (CFDA) Fashion Future Graduate Showcase Curated Exhibition** and the San Francisco–Paris Sister City Scholarship Exchange at L'Ecole de la Chambre Syndicale de la Couture Parisienne in Paris.

Fashion design student Jeanne Marie Sanguinetti worked with jewelry and metal-arts student Ryan Hsiang for Sanguinetti's collection inspired by the 1980s arcade game **Pac-Man**. Sanguinetti and Hsiang created the LED lights and 3-D-printed elements featured in the collection, and Hsiang designed the headphones in the shape of Pac-Man characters.

Fashion design student Aastha Shah and textile design student Peggy Kuo worked together to create a collection that mixed traditional Indian silhouettes with Westernized street style all in colorful silkscreen-printed textiles designed by Peggy Kuo, who drew on traditional Hindi Madhubani paintings, Mendhi Henna drawings and the bright colors of India's Holi Festival. Shah was selected to participate in the CFDA Fashion Future Graduate Showcase Curated Exhibition.

Fashion design student Amanda Velasquez and knitwear design student Shanice Ashley Green collaborated to create a collection that combined Velasquez's clean, tailored looks with Green's knits, which were inspired by jellyfish tentacles and featured a plated knitting technique using silk rayon yarns. Velasquez received the YMA-FSF Geoffrey Beene National Scholarship and was selected to participate in the CFDA Fashion Future Graduate Showcase Curated Exhibition. She next heads to Paris to study at **Studio Berçot** through the San Francisco–Paris Sister City Scholarship.

Fashion design student Alvin Ang and textile design student Christina Miyagi collaborated on their collection, which featured layered ensembles of tailored pieces that mixed complex patterns and seam details to provide pops of color. Ang was selected for the **CFDA Fashion Future Graduate Digital Showcase**. His work will appear on CFDA's website (cfda.com). Miyagi was selected to participate in the CFDA Fashion Future Graduate Showcase Curated Exhibition in May.

Fashion design student Jane Wade was inspired by San Francisco's electric cables, streets and bridges to create her collection, which featured cord-bonding textiles and leather cording.

Menswear design student Julie Kintner worked with tex-

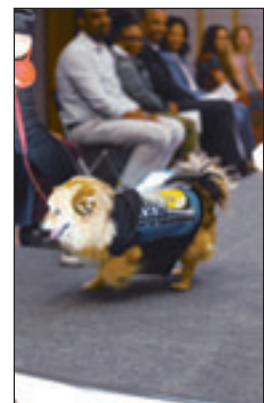
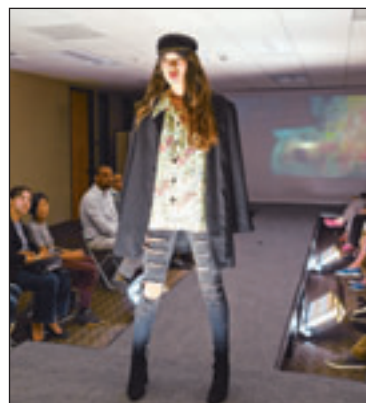
ArtCenter Hosts Multimedia Runway Show and Exhibition



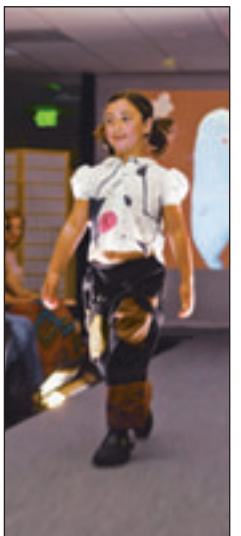
Emily Harrington and Shirley Van created an urban contemporary boxing apparel collection called Rumble Heat.



Rudy Grazziani created a timeless, genderless collection.



Alissa Wang's D'awpaw Collection



Grace Kim's Toys of Life childrenswear line was inspired by toys.

ArtCenter College of Design students showcased some of their recent work in the school's eighth annual Design Runway, an exhibition and multimedia runway show.

The students had just completed ArtCenter's 14-week Product Design course, and designs on display included fashions for men, women and kids as well as designs for dogs, accessories and footwear.

"The goal is to fully realize the designer's process to explore, innovate and create human-centered design," said Jus-

tine Limpus Parish, an apparel and product-design instructor at ArtCenter.

ArtCenter launched a new product-design specialization, Wearables and Soft Goods. Students in the program design footwear, clothing, headwear, equipment, bags and accessories. According to the design school, the focus of the new program is "on the human-centered design process, 3-D fabrication and material innovation." ArtCenter also recently established a Surface Design track for illustration.

"Our curriculum is really where industrial design meets fashion," Parish said.

For the April 14 runway show, held at ArtCenter's South Campus, on South Arroyo Parkway, in Pasadena, Calif., students presented a three-minute runway show that included video explaining the concept behind their designs. The students also presented their looks in a 10-by-10 trade show-booth display and a look book.—A.A.N.



Julie Kintner and Yan Li

Ann Zhang

Amy Hsu Tzu Chen and Xiaowen (Wendy) Zhang

Brandi Puckett

Jessica V. Wijaya and Clarkie Kabler

Jiran Xia and Pei-Ling (Ann) Tsai

Joanna Jadallah, Qin (Samantha) Xu and Cana Klebanoff

Bowen Tian

Dagny Steindorsdottir

Jane Wade

tile design student Yan Li to create a menswear line featuring exaggerated shapes, detailed textures and pops of bright yellow.

Fashion design student Brandi Puckett was inspired by the art and life of Salvador Dali to create her collection, which channeled surrealism with circular shapes, textures and prints. Puckett's work will appear in the CFDA Fashion Future Graduate Showcase Curated Exhibition later this month in New York.

Fashion design student Ann Zhang drew inspiration from fusion knots and the drawings of Glenn Brown to create the abstract shapes and knotted shapes featured in her collection. Zhang is a 2017 CFDA Kenneth Cole Footwear Innovation finalist.

Fashion design student Vivian Cho was inspired by Japanese "biker-girl gang culture" for her collection of layered looks accented with top-stitched judo-belt strap details.

Fashion design student Estene Marquez drew inspiration from the architecture and history of Antoni Gaudí's **La Sagrada Família** in Barcelona for her collection, which mixed fluid organza with tailored silhouettes. Marquez was selected for the CFDA Fashion Future Graduate Digital Showcase. Her work will be on display at CFDA.com.

Fashion design student Dagny Steindorsdottir found in-

spiration in the circuit boards and electric cables found in electronic devices. She used electric cables to create patterns and structural accents. Steindorsdottir's work will appear in the CFDA Fashion Future Graduate Showcase Curated Exhibition in May.

Fashion design student Erika Tompkins, a Portland, Ore., native, was inspired by her home city for her collection, in which the molds of old garments were used to create new ones, many altered further with a coating of silicone. Tompkins is a 2017 CFDA Kenneth Cole Footwear Innovation Finalist, and her work will appear on CFDA's website as part of the CFDA Fashion Future Graduate Digital Showcase.

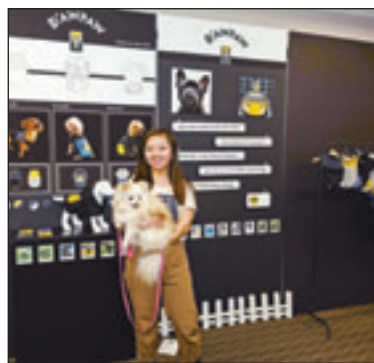
Fashion design student Bowen Tian explored scale in a collection featuring voluminous puffer garments with oversized buttons and trim. Bowen was chosen to participate in the CFDA Fashion Future Graduate Showcase.

Fashion design student Jiran Xia worked with jewelry and metal-arts student Pei-Ling (Ann) Tsai on a collection that featured Xia's geometric silhouettes and floral prints and Tsai's acrylic and metal jewelry. Xia received the **Surtext International Student Design Competition: designext** and will participate in the CFDA Fashion Future Graduate Showcase Curated Exhibition.

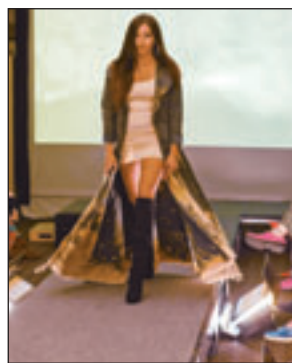
Fashion design student Laura Hidaka was inspired by her birthplace, Honolulu, for her collection, which explored the traditional Hawaiian kahiko hula skirts, as well as prints and appliques based on Henri Matisse cutouts and his "Blue Nudes." Fashion design students Claudia Tan and Virginia Yue did the embroidery and weaving for the collection. Hidaka is participating in the CFDA Fashion Future Graduate Showcase Curated Exhibition in May.

Fashion design student Joanna Jadallah took inspiration from her Palestinian heritage to create a menswear collection that adds fluid drape and texture to "nomadic" menswear. Jadallah worked with jewelry and metal-arts student Qin (Samantha) Xu and knitwear design student Cana Klebanoff to create ethnic-inspired jewelry, including an ear cuff made from horn beads and metal wire. Additional beading and embroidery for the collection were done by Klebanoff and apparel design student Jeanniffer Tirtamarta. Klebanoff also created the knits used in Jadallah's collection, which were inspired by Japanese samurai armor and the architecture of castles. Klebanoff received the San Francisco–Paris Sister City Scholarship Exchange to study at Studio Berçot in Paris.

—Alison A. Nieder



Alissa Wang created an apparel line for dogs and their owners called D'awpaw.



Canvas by Jessica Nares featured artwear coats.



Mono by Henry Song techwear separates



Syn by Mindy Wang featured indigo hand-dyed coats.



Canvas by Jessica Nares featured artwear coats made with handcrafted, painted, silk-screened and digitally printed fabrics.



Liz Eun Sol Kim's Friday by the Weekend collection featured separates and original textile designs.



Adi Aro footwear by Daniel Yim



Fraktal footwear by Ben Chang

Key Industry Issues on the Agenda at AIMS360 Empowerment Conference

By Alison A. Nieder *Executive Editor*

Don Nunnari first began working with **True Religion** when the premium-denim brand was in its infancy.

“When True Religion started, they were a small company hoping to do \$1 million to \$2 million per year. No bank would lend them money because they were too small,” recalled Nunnari, executive vice president and regional manager of **Merchant Factors**, which factored the company.

By the time True Religion de-factored and took its financing in-house in 2009, the company had been factoring \$10 million in invoices every month—or \$120 million per year, Nunnari recalled.

“Without factoring, you wouldn’t have a garment industry as we know it,” he said.

Nunnari relayed that anecdote during a panel discussion on key industry issues hosted by the **California Fashion Association** and held on May 16 at **AIMS360**’s Empowerment Conference at the **Biltmore** hotel in downtown Los Angeles. The all-day event featured networking opportunities and workshops covering everything from EDI (electronic data interchange) to top reports to run in AIMS360 to tools for managing inventory and shipping. **Joor** sponsored a discussion of using the B2B software to manage purchase orders in the showroom and on the road.

CFA Executive Director Ilse Metchek moderated the industry issues panel, which featured Nunnari as well as attorney Deborah Greaves, the former in-house counsel for True Religion, who is now a partner with **Brutzkus Gubner LLP** in Woodland Hills, Calif.; Ron Friedman, partner with **Marcum LLP**, an international accounting and consulting firm; and Spencer Hong, a partner with **Fineman West & Co.**, a Los Angeles accounting and business advisory firm.

In her introduction, Metchek encouraged the large crowd to take advantage of the combined knowledge of the panelists.

“This has nothing to do with fashion. It has to do with how to make a living in this business,” she said.

Metchek started with an overview of the current state of the industry, one in which apparel manufacturers have a diverse range of distribution channels, including department

stores, e-commerce, mobile commerce, TV, pop-up shops, catalogs, big-box stores and specialty retailers.

“We are the only country in the world that has this amount of distribution channels,” she said.

Specialty stores account for 25.9 percent of the apparel business, followed by mass merchants, which account for 18.4 percent, and national chains, which account for 12.4 percent.

Offprice retailers, which account for 9.1 percent of apparel sales, and factory outlets, which account for 2 percent, are among the fastest-growing sectors.

“There were 360 new outlets that opened in 2016,” Metchek said. “The only major building a new store is **Nordstrom** opening in New York. For the most part, outlets are what’s being built.”

Online sales, currently at 8.5 percent, are also on the rise. Online apparel sales are on track to grow to \$86 million this year. By 2025, 30 percent of total retail will be online, Metchek said, although she added that the “touchy-feely” nature of apparel will ensure that physical stores still have a role in the business.

“E-commerce, of course, is the big gorilla in the room,” Metchek said. “By year-end, it’s estimated that 60 percent of in-store sales will be influenced by the Internet. Someone who doesn’t do both is making a big mistake.”

Appropriate distribution remains at the core of a successful brand, Friedman said.

“You have to put the product in the right channels,” he said. “Maintain your price point. You have to not be willing to discount. You have to fight to keep the mystique of the name, and that costs a lot of money. The minute you start discounting and your product goes down-channel, you’re going to lose that mystique.”

Greaves agreed that brand integrity is critical, as is maintaining the quality of the raw materials used and ensuring consistent fit and quality construction.

“Protect the brand,” she said. “If you take it downstream, you make it less aspirational or prestigious. You’ve lost

uniqueness. It’s important to protect the brand name from counterfeiters. You need to start thinking about that from day one. If you’re putting out fires once your building is in ashes, you’re a little late.”

Worldwide intellectual-property rights is “probably the No. 1 issue in our industry,” Metchek said, outlining some of the differences between trademark protection and copyright, which covers artwork only.

“In this day and age, you need to think about going global as you start your business,” said Fineman West’s Hong. “Many businesses can grow faster if they can find a way to sell globally.”

But there are challenges in planning for global growth. Hong relayed a story about an apparel company that thought it was restricting its sales to just the U.S. when it began selling to Nordstrom, which also sells in Canada. A Canadian firm challenged the trademark and it cost the U.S. company \$1 million in legal fees to defend itself and the company lost a season in the process.

“It was detrimental to the company,” Hong said. “I strongly recommend protecting the brand in the U.S. and in Canada.”

Companies should also consider protecting their brand in the countries where the line is produced, Greaves said. Many companies plan to distribute their line in Canada and Europe, but most manufacture in Mexico and China, she noted.

“If you are manufacturing in China, or Vietnam, register your trademark in China and Vietnam,” Metchek said. “Otherwise it will go out the backdoor.”

Companies should have a strategy to protect their trademark and understand the cost of protecting it, Greaves said.

“There are a lot of reasons to protect trademark,” Greaves said. “As you gain brand recognition, the more valuable your intellectual property is, the better deals you will strike for the company. Another reason is so somebody else doesn’t take it. The laws in the U.S. are vastly different than the laws in China. You need to understand the risk to your IP.” ●

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Mad Engine Acquires Neff

In April, Danish Gajiani, chief executive officer of **Mad Engine LLC**, a designer and distributor of licensed apparel, said that his company would acquire more branded apparel and accessories labels.

On May 17, he made good on his forecast. He announced that his 30-year-old San Diego-headquartered company had acquired **Neff**, a headwear, accessory and fashion brand that has been popular with the action sports and streetwear set. It has been sold at **Macy's**, **Tilly's**, **Zumiez**, **Pacific Sunswear** and **Active**.

Mad Engine declined to state the terms of the deal but noted that **Moss Adams**, **Buchalter** and **Wells Fargo** advised them in the transaction with **Marlin Equity Partners**, a global investment firm with offices in Hermosa Beach, Calif., and London. Marlin made an

announcement that it had invested in Neff in 2012.

Gajiani also announced that Shaun Neff, the founder of his self-named brand, will join Mad Engine as the group's chief creative officer. He will work out of Mad Engine's new branded division office in Orange County. The office opened earlier this year when Mad Engine announced that it had acquired **Lifted Research Group**, another prominent label popular with the streetwear set, for an undisclosed amount.

Neff said that he was looking forward to serving in a creative role for Mad Engine. "This is a great thing for Neff. Mad Engine has a phenomenal team, they're strong financially, and they've got superior supply-chain capabilities. Most importantly, they have a deep passion for our business," he said.—*Andrew Asch*

Neault Joins Style Fashion Week

Christina Neault, who formerly worked as an executive producer for **Mercedes-Benz Fashion Week**, has joined **Style Fashion Week**, a producer of the biannual series of runway shows during **Los Angeles Fashion Week** and **New York Fashion Week** as well as events in other cities including Palm Springs, Calif.; Miami; and Dubai.

Veronica Kerzner, president of Style Fashion Week, made the announcement on May 16. Neault will serve as a global fashion consultant for Style Fashion Week. She will consult on production, business development, programming and relations with established and emerging designers and brands, Kerzner said.

Style Fashion Week has been producing fashion week shows in Los Angeles since 2011. In 2016, the show moved locations from downtown Los Angeles to the **Pacific Design Center** in West Hollywood, Calif.

Along with showcasing runway events from designers such as Mario De La Torre, "Project Runway" alum Malan Breton, **Naven**, Shahida Parides, Thomas Wylde and the brand **Moods of Norway**, Style Fashion Week also puts together arts installations at its shows

and features musical performances. In March 2017, it announced that it would partner with concert promoters **Insomniac** and **Cirque Du Soleil's** "Zumanity" to create a festival atmosphere at the show.

In 2018, Kerzner said, she will introduce a new brand called **Style Fashion X**. It will be a series of fashion, music and art events that will be produced outside the United States in countries including Mexico, Japan and Vietnam. "We will work with governments to boost economic development and brands through fashion, music, art and culture," she said. "We'll be creating an international exchange program that will help grow business."—A.A.



Christina Neault

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Trade Shows

May 2017

2017



Q&A

Feature:

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organizers
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Open for Business

In the months leading up to their events, trade-show organizers are working to create an environment for attendees that will facilitate their business—from fine-tuning the exhibitor mix to lining up a slate of B2B seminars. The key to a successful trade show is to make that environment as entertaining as possible for everyone involved. We caught up with several show organizers to find out what programs they are planning to make sure attendees' time at the show is efficient, productive and fun.



Tommy Fazio



Sam Ben-Avraham



Katy Albrecht



Brittany Carr



Jennifer Bacon



Lucía Palacios



Roy Turner

What programs do you have planned to make sure attendees' time at the show is efficient, productive and fun?

Tommy Fazio

Fashion Director

UBM Fashion Group

www.ubmfashion.com

Elevating the customer experience is a primary goal for the UBM Fashion Group and was a consistent theme throughout all the Q1 calendar of shows. As we move into the second half of the year we are excited to continue to enhance the show experience for our industry.

UBM Fashion is coming together for three days this August to unite the industry during this interesting time of change and exploration of the retail environment. As the future of retail is evolving, our primary goal is to produce shows that focus on education, creativity, commerce and knowledge on how we as an industry can grow and prosper together.

Below are just a few of the exciting initiatives UBM Fashion has planned for the upcoming August Las Vegas marketplace:

After a successful relaunch of SWIMLESSONS in NY, which took place at Parsons's School of Design on May 4, UBM Fashion is excited to announce the second edition—SWIMLESSONS LA, taking place June 8 at Mack Sennett Studios in Los Angeles. SWIMLESSONS is an educational forum geared to help brands to build and evolve in this uncertain market. The success of SWIMLESSONS is credited to the fact that people leave at the end of the day feeling a stronger sense of community, more educated and confident in themselves and with the industry.

Coeur, the upscale accessories and lifestyle trade show, is partnering with Project Womens to launch a "premiere apothecary, home and gift trade fair" during the Aug. 14–16 run of Project Womens at the Mandalay Bay Convention Center. Dubbed Coeur x Project Womens, show organizers have enlisted interior designer Joseph Jagod to showcase ways retailers can "incorporate gifts, home, apothecary and tech accessories into their ready-to-wear stories. Among the companies showing at Coeur x Project Womens are Los Poblanos, Lux-Eros, Kelly

+ Jones, Castify, Capri Blue, Happy Habitat by Karrie Dean, Spongelle and Esselle.

WWD MAGIC is bringing back our inspirational panels at the Social House, located on the concourse of the Las Vegas Convention Center, which showcase inspirational and informative talks by industry influencers. In addition, Fashion Snoops will be creating an inspirational and informative series of trends display that will offer a snapshot into what is trending at retail right now. The new décor elements, which debuted during this past February, will be on display and continue to highlight who our WWD MAGIC "girl" is. Between floral, art work, music and décor, WWD MAGIC continues not only be a place for retailers to shop their favorite brands but provides an environment for the industry to connect and discover. Laura Marano will be making an appearance as she is now working with the WWD MAGIC footwear brand Not Rated. Laura is known for playing Ally on the hit Disney channel show "Austin and Ally."

Sourcing at MAGIC's August 2017 Focus Country is Vietnam: This August, join over 40 of Vietnam's best selection of manufacturers and resources at the front of the show. Show attendees are invited to attend an educational, Vietnam-focused sourcing seminar giving more background and exposure to the country's capabilities and advancements. Other new initiatives and activations planned for are August are:

Performance Textiles Display: Get front-row access to Pantone's full lineup of color products for the fashion industry and purchase an exclusive MAGIC Pantone color card.

Denim Trend Display: Sourcing. Check out our Denim Trend Area and see innovative product proposals from fiber companies, fabric mills, garment manufacturers, developers of technologies and universities.

Technology Innovations + Demonstrations: Explore the most talked-about technology and witness live demonstrations featuring fabric printing, scanning, 2-D/3-D production tools and robotics. Participation by EFI Regani, SoftWear and more!

Home and Interiors (August exclusive): The HOME is a mix of international and domestic resources and provides a great platform to connect with designers, purchasing agents, private retailers and other industry professionals. Categories that are offered at

the HOME section are textiles, decor, accessories, housewares and much more.

FN PLATFORM is looking to engage the industry again this season through its always fun and exciting opening-night concert, where world classic rockers—original band members from Journey, Santana, Boston, and Lynard Skynrd—will be performing on Monday, Aug. 14.

Sam Ben-Avraham

Founder

Liberty Fairs

libertyfairs.com

As part of the brands' ethos, Liberty always strives to create more than just a trade show for our brands and attendees; it's about creating an experience where the community can reunite while do business in a comfortable space without a ton of distractions. From complimentary signature cocktails to all-day coffee and haircuts, the emphasis on amenities speaks volumes to the attendees while they're busy. To enhance the camaraderie further, our show floor is merchandised to tell a story and create distinctive homes within the venue, so while you can interact with world renewed photographers for portraits in certain areas, you can listen to live podcasts or engrave custom leather goods in another.

Katy Albrecht

Publishing Editor

Offprice

www.offpriceshow.com

In the last year, the Offprice show has noticed a significant demand in footwear and children's apparel. Our buyers asked, and we delivered. We have expanded both our footwear and children's apparel section to accommodate our buyers' requests. Just as retailers look for ways to improve the in-store experience, we look for the best ways to expand our guests' experience.

With technology and social media being a must-have business tool, the Offprice show has created an innovative mobile app to help buyers maximize their time while shopping the show floor. Our social-media platforms are linked to our mobile app, allowing retailers to have one-on-one contact with us during the show. Lastly, we like to

let loose at the end of day 1 at #OPLV with an opening-night party at The Venetian bar and restaurant locations.

Brittany Carr

Director of Tradeshow and Events

California Market Center

www.californiamarketcenter.com

We understand how overwhelming market might be for a buyer given the incredible variety of lines and shows available to buyers each season, so the CMC's preshow planning tools are designed to highlight the most compelling brands and special features buyers won't want to miss during their trip to market. We do this in a variety of ways, including social media, weekly email blasts, mailers and personal store visits. Additionally, we offer special incentives for top-requested buyers to pre-register and assist with travel to market.

And while great brands are obviously the most important reason for a buyer's visit, buyers can always expect special market features that create a well-rounded, productive and enjoyable market experience. This includes our highly-attended, complimentary Retail Seminar Program; Market Passport Sweepstakes, awarding five buyers \$500 each; Opening Night Party; and a host of lounges and special events featuring complimentary food, refreshments and cocktails. Lastly, to help buyers navigate the market and hone in on the resources relevant to their stores, our team offers personal tours and one-on-one assistance at our various Buyer Information desks to help with brand, showroom and exhibitor booth recommendations.

Jennifer Bacon

Show Director, Fashion and Apparel

Messe Frankfurt North America

Texworld USA, Apparel Sourcing USA, Home

Textile Sourcing, Avanprint USA

www.texworldusa.com

www.apparelsourcingshow.com

At Texworld USA, our No. 1 goal is to create a comprehensive industry event that is a true one-stop shop for our buyers and visitors. We know how strapped for time our

Q&A Feature *Continued from page 3*

visitors and anyone working in the apparel and fashion industries are today. So, we think a lot about how to create an efficient, fun and productive experience from start to finish with each edition. The simple answer is that we focus on giving our attendees three main opportunities: to do business, to learn and to network at every turn.

Our summer show roster—comprised of Texworld USA, Apparel Sourcing USA and Home Textiles Sourcing—exists as such because we realize that providing one easy-to-access destination where buyers can source across product categories under one roof is of tremendous value to the industry. The industry's current focus on speed-to-market means that designers and buyers are under more pressure than ever, so we want to provide the most efficient platform possible for them.

We also work diligently to curate groups of trustworthy mills, manufacturers and products from around the globe for each of these shows. Texworld USA and Apparel Sourcing USA have become known as order-writing shows and destinations for quality textile and manufacturing sourcing because we work hard to deliver what we see as the key combination: dependable suppliers who offer quality products at the right price point.

Our most exciting addition to the summer shows is the debut of Avanprint USA, our new digital printing-focused show. With this launch not only are we filling a market de-

attendees. With the help of Lenzing Innovation we have expanded our complimentary seminar series to over 20 free sessions covering a range of industry topics and have also added a series of more-intimate floor sessions led by industry experts. The floor sessions also include a series of "performance pitches," which give some of our select exhibitors the opportunity to "pitch" their newest products and innovations to attendees directly, which also gives our visitors more exposure to the best of what can be found on the Texworld USA show floor. Overall, we'll have over 30 free educational opportunities for our visitors to take advantage of in July.

Finally, the shows are first and foremost incredible business and educational platforms, but they are also a great opportunity for the industry to come together to discuss and network. For summer 2017 we have lined up some special additions that will appeal to professionals in all levels of the industry, including an emerging designer meet-up in partnership with StartUP FASHION and a series of sustainability-focused roundtables led by Textile Exchange as well as additional lounge areas on the show floor where visitors can meet and relax.

As Texworld USA, Apparel Sourcing USA and Avanprint USA grow, so do the opportunities to provide our visitors with access to more exciting suppliers and emerging sourcing destinations, education and insight, and chances to network and build connections within the industry. We're

modern and entrepreneurial region.

Roy Turner
Senior Vice President
Emerald Expositions
Surf Expo
www.surfexpo.com

At Surf Expo, we focus on making the experience for buyers optimal before, during and after the show. We leverage email and social marketing to keep attendees updated on exhibitors we'll be featuring and events being planned for the show. We have invested a lot of time and effort in refining the exhibitor list functionality on our website and on our show app. With 12 categories of watersports and beach apparel and hard-goods under one roof, our tools and on-site floor plan have to work together to make it easy for buyers to find who and what they are looking for.

Our floor plan always includes buyer lounges on the show floor to offer buyers the chance to relax in between appointments and catch up with industry friends for category events and seminars/panels hosted by our key association and media partners.

We are an order-writing show, and buyers typically have back-to-back appointments each day, but we always end with happy hours or a post-show event. Our industry is fun by nature, so the Surf Expo show experience comes with many events to relax, catch up with friends, meet new ones and celebrate the industry via annual award cer-

ees. Through the New Mart Network (hosted on YouTube and iTunes), attendees can get to know our building before they arrive. This has allowed our attendees exposure to new opportunities, faces, collections and compelling information—before show time. The New Mart wants nothing more than for our guests to enjoy themselves, partake in new opportunities and be able to join us in the Los Angeles fashion industry regardless of where they are from.

Currently, The New Mart stands alone in creating a district-wide event experience for our visitors. By partnering with local eateries, fitness, hospitality and nightlife teams, we offer attendees more than just a place to do business. Instead we want our guests to enjoy themselves and become immersed in the local DTLA scene. LA is unique and special—and during market people celebrate that fact. Yes, they come for the business, to see new lines and to meet new people, etc., etc., but it's also *the* place to have fun in the sun!

Cindy Morris
President and Chief Executive Officer
Dallas Market Center
dallasmarketcenter.com

Attending a show at Dallas Market Center has gotten much more dynamic and digitally driven in 2017. We now connect exhibitors and buyers via stronger technology platforms to make their experience much more



Ashleigh Kaspszak



Cindy Morris



Hillary France



Caron Stover



Deirdre Maloney



Hisham Muhareb



Henri Myers

mand, but it also helps us move forward on our mission to create one of the largest and most comprehensive sourcing events in the U.S.—our visitors can source textiles, trims and accessories at Texworld USA, visit Apparel Sourcing USA to source international manufacturing possibilities, and now they can also visit Avanprint USA to discover digital-printing innovations.

The addition of Avanprint USA also means that we will be adding a third trend area for visitors to explore and gather inspiration. The Avanprint USA Print Park will showcase digital textile prints designed by local design studio Nuprimary as well as finished apparel using digital prints. Our buyers will also have the unique chance to observe the digital textile process from start to finish through live textile design demonstrations in partnership with Lectra and Nuprimary. The demonstrations will show how hand-painted designs are easily uploaded to digital format using Lectra scanning software and are then printed into fabrics by Avanprint USA exhibitor technology.

Beyond traditional fabric suppliers, new digital printing technologies and manufacturing services, we'll also be adding a new Resource Row to the show floor. Resource Row will feature fantastic companies that provide information and services in recycling, ethical factory sourcing, trend and fashion forecasting, 3-D printing services, educational resources, and more. Some of our resource partners for summer 2017 include Thr3fold, Heisel, Fashiondex, FabScrap, FIT Bookstore, Brooklyn Fashion + Design Accelerator and more.

Our educational offerings have always been and continue to be a big draw for our

very excited to show our visitors what we've been working on and for them to experience the summer 2017 shows this July.

Lucía Palacios
Marketing & Promotion
VESTEX
Guatemala Apparel & Textile Association
www.apparelexpo.com

The Apparel Sourcing Show 2017 has different events catering to each of its specific audiences. Its grand inaugural event will host the exhibitors, clients and prominent government officials including President Morales. During this breakfast, industry leaders will introduce the show and welcome all its participants.

The seminars will address current issues that are important to the industry and the region such as the new trade policies in the United States and how to turn the Central American region into a fast-fashion center. Additionally, targeted to management and operative workers, we will have workshops focusing on imports and exports, printing techniques such as sublimation, and environmental practices.

An element of technology will transform the exhibition floor. A mobile app has been developed to help visitors navigate the floor, know about the events within the floor and coordinate meeting with exhibitors. This app is designed to keep clients and suppliers in contact even after the trade show is over.

Finally, networking events will take place in order to work on further engagement on the exhibition floor and in other locations so that clients and exhibitors can get to know a

monies such as our upcoming Wakeboarding Magazine Wake Awards and AWSI Annual Windsurf, Kiteboard and SUP Athletic Awards.

Ashleigh Kaspszak
Assistant Property Manager
Director, Marketing & Public Relations
The New Mart
www.newmart.net

At The New Mart Building there is an undeniable energy during Los Angeles Market Week.

We have 12 floors in a high-rise building dedicated to showcasing the most cutting-edge and contemporary lines on the market. There are 100-plus permanent showrooms here that carry 500-plus fashion lines. Each line and showroom represented at The New Mart shares its own special announcements and will often host its own events during Market Week (which we of course show love and support for!). This pop-up, party-style atmosphere brings attendees from all over the world to share in conversation and have fun while conducting business.

One of our floors is an event space, which has been occupied with trade shows during Market Week for nearly 20 years. Whether it is a trade show, presentation or seminar discussion—our building's mission is to be an epicenter for innovation and fashion education year-round, especially during Los Angeles Market Week. Follow us on social and sign up for our newsletter to stay in touch.

We are the only trade-show producer to offer a network of interviews for our attend-

rewarding. It starts with a significant investment in increasing total bandwidth and wireless access points. With better connectivity, we have created a 360-degree communications experience at market via social media, emails, the Dallas Market Center app, on-site monitors, live events, streaming content and seminars. Buyers want to see and feel products while here but they also want to access trend information on the go, plan their appointments, take notes, and share their feedback and ideas with exhibitors and even customers. The process of getting to market has also changed, with smoother registration and better travel deals to make the trip easier for the thousands of buyers that visit. Finally, we have added more energy to the shows with pop-up events, fashion shows, and entertainment for enjoying (and sharing).

Hillary France
CEO, Cofounder
Brand Assembly
www.brandassembly.com

Brand Assembly always sets out to produce fun, relaxing and engaging shows from the outset. Every season Brand Assembly LA provides amenities throughout the show for brands and buyers to feel like they have a relaxing, uplifting and stress-free environment to execute their business. Additionally, we really make a point to help promote and connect our community. From hosting panel discussions with partners such as The Zoe Report and happy hours at the newly opened

CMC // MARKETS & TRADESHOWS | JUN-OCT 2017

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SELECT x *emerge*

JUN 5-7
OCT 9-11

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SELECTTRADESHOW.COM

ALT

JUN 5-7
OCT 9-11

LA Market's dedicated Athleisure & Lifestyle Show, focusing on Activewear, Yoga, Swim & Lifestyle Basics.

ALTSHOWLA.COM

TRANSIT

JUN 5-7
OCT 9-11

LA's Footwear & Accessories Show. Presenting a curated selection of brands for Women, Men & Kids.

TRANSITSHOW.COM

CONTEMPORARY CURVES

OCT 9-11

The new West Coast trade event dedicated to highlighting the best plus-size brands on the market.

CMCDTLA.COM/CURVES

LOS ANGELES MAJORS MARKET

OCT 2-4

The bi-annual West Coast tradeshow connecting Major Brands to Major Retailers for Major Business.

CMCDTLA.COM/MAJORS

l.a.textile los angeles int'l textile show + **sourcing**

OCT 2-4

The West Coast Trade Event for Textiles, Design & Production resources from around the world.

LATEXILETRADESHOW.COM

CMCDTLA.COM/CALENDAR

Q&A Feature *Continued from page 4*

Freehand Hotel, we always want to create engaging initiatives that hopefully enhance everyone's market experience.

The Assemblist, one of our newest projects, brings our online blog to print. With *The Assemblist*, we love to highlight our exhibitors, fellow buyers and create other fun features that express our always fun and quirky point of view. Additionally, The Square by Brand Assembly, our year-round co-working space in the Cooper Design Space (we also have one in New York City), is a new concept where buyers can shop additional brands, have private meetings and, most importantly, charge their phone while taking a much needed break. We are constantly creating, collaborating and curating something new each season in an effort to keep a fresh outlook on market weeks.

Caron Stover

Vice President—Apparel
Atlanta Apparel
www.AmericasMart.com

Atlanta Apparel is the largest apparel trade show on the East Coast, meaning there is a lot of ground for our buyers to cover. To help buyers make their visits as efficient as possible, we have developed some great planning tools.

The AmericasMart app, available in the iTunes store and Google Play, was recently updated to include even more exciting features. On the app, users will find a new market plan where they can find and save must-see exhibitors, events and specials, a budget tool to track spending and a note tool to save thoughts on exhibitors and events as well as real-time app notifications of what's hap-

pening at market, social-media updates and information about on-site amenities including dining and transit. Complementing the app is improved search on *AmericasMart.com* so buyers can better find the lines they need. Atlanta Apparel's social-media channels are a curated presentation of trendsetting collections showing at market.

Our dedicated Atlanta Apparel Retail Services team provides personalized assistance to buyers ranging from arranging travel to developing a market plan and making exhibitor suggestions. They are available to assist buyers as they plan their trips to Atlanta and for at-market consultations.

At market, trends take center stage in Daily Strut fashion shows that present looks from across the permanent showrooms and temporary collection. The evening Atlanta Apparel runway show is a must-see runway event that is the highlight of the market programming. Trends are further showcased in vignettes around the market.

Just as market is a time for buyers to learn about trends and order for the upcoming season, it's also a time to celebrate the industry. Atlanta Apparel buyers will find an elevated market experience with an exclusive Atlanta feel featuring treats and drinks from local favorites plus pampering and events at every turn.

Chad Timney

Show Director
Womenswear In Nevada (WWIN) Show
www.wwinshow.com

At WWIN, there is such a thing as a free lunch. Free breakfast, too. We know time is money, so we work hard to make sure our buyers and exhibitors make the most of both. The cornerstone of that strategy is WWIN's popular hospitality, which reinforces its reputation

as a business-oriented, order-writing show with a fun, relaxed environment.

We offer complimentary breakfast and lunch daily for our buyers and exhibitors. In addition, we extend our opening Monday hours until 8 p.m.—serving complimentary wine and cheese on the show floor—giving everyone more time to mix, mingle and do business.

A new feature we've added this year is Terrific Tuesday. Buyers will have the chance to take advantage of exclusive show specials, booth giveaways and other promotions WWIN exhibitors will be offering only on Tuesday of the show. And, back by popular demand, T.J. Reid, editor of *Fashion Advantage*, will be leading a series of seminars and networking sessions throughout the show.

Buyers are also invited to explore our Fashion Showcases before they step onto the show floor. Located throughout the show lobby and corridors, these grid and mannequin displays feature the newest designs from exhibiting companies. Each display includes a QR code that buyers can scan with the show's mobile app to find the exhibitor's booth location and more details.

Perhaps most important, WWIN offers retailers a one-stop resource for more than 1,500 womenswear lines covering every category—from misses, tall and petite to plus, traditional, contemporary, accessories and more.

Deirdre Maloney

Cofounder
Capsule
www.capsuleshow.com

We're focusing our attention on presenting an exciting assortment of the best independent labels and getting all of the right retailers on the floor. We'll do this by en-

suring that they have a great and productive time via offering small concierge-related luxuries, the chance to win money for buyers to invest in new brands, an expanded cash-and-carry shopping section, a celebratory 10-year anniversary lounge at our New York Men's show, and a resources section that will enlighten brands and buyers alike.

Hisham Muhareb

Cofounder
NW Materials Show
NE Materials Show
SoCal Materials Show
www.americanevents.com
www.thematerialshows.com

Thanks to our ever-increasing and diverse roster of attendees, The Materials Show has gained a credibility like no other. We have realized that high-tech and automotive industries participate in our shows to discover what the apparel and footwear companies are up to. Many of the athletic and outdoor brands recommend their approved and potential suppliers to participate in our trade shows.

The Materials Show has become the main sourcing event for the athletic and outdoor industries. Many of the major and smaller brands have requested that we recruit suppliers from different markets that do not typically exhibit at our type of trade shows.

We are on a journey to find suppliers whose product might be relevant and or applicable for use in apparel, footwear and accessories but also in other applications from car seats to iPads.

Our trade shows are one-of-a kind in the U.S. We provide an intimate business atmosphere to attendees and exhibitors who

➡ Q&A Feature page 8



NEW DATE PATTERN FOR 2017

June Atlanta Apparel
SHOWROOMS & TEMPORARIES
Wed., June 7–Sat., June 10

August Atlanta Apparel
SHOWROOMS: **Tues., August 1–Sat., August 5**
TEMPORARIES: **Wed., August 2–Sat., August 5**

October Atlanta Apparel
SHOWROOMS: **Tues., October 10–Sat., October 14**
TEMPORARIES: **Wed., October 11–Sat., October 14**

Visit AmericasMart.com for the latest Market date information.

FEATURED LINES: Endless Rose, French Connection, Liebeskind, Love Poppy Jewels, Matisse, Sam Edelman, Sylvia Benson, TJD, ZAC ZacPosen

AmericasMart.com/Apparel | @AtlantaApparel | #atlapparel
Dates are subject to change. | ©2017 AMC, Inc.

 **AmericasMart Atlanta**



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The Tunnel

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TOP: OST, NECKLACE: ORIENTAL ARTS CO., HANDBAG: O BAG



DALLAS APPAREL & ACCESSORIES MARKET JUNE 14-17

WHERE STYLE STARTS

DMC

DALLAS MARKET CENTER
60TH ANNIVERSARY

Q&A FEATURE

Q&A *Continued from page 6*

make every minute of the two-day shows count. We offer coffee and tea all day long in addition to great daily lunches. This affords our attendees and exhibitors the ability to utilize their time efficiently.

Our partnership with Peclers Paris and design professionals adds tremendous value to the shows. Attendees can take an hour of their busy first day to learn about trends and influences in the industry via a presentation from Jennifer Karulewa. From design to color forecasts, the presentation prepares our attendees to hit the ground running to look for what's next in color, fashion, design and performance materials/components.

To top off the first day, we host an industry evening reception to help further connect industry professionals with other like-minded individuals.

Given the advancements in mobile and Web technology, we are working on a number of tools to enhance the buyer's experience at the show, including mobile navigation at the show site and a searchable index of exhibitors in our show directories.

Henri Myers

Cofounder, Creative Director
COEUR Tradeshow
www.coeurshow.com

Coeur is excited to be partnering with UBM/Project Womens for Spring/Summer 2018 shows in Las Vegas set for the Aug. 14–16 market. It's an exciting time for Coeur, and by working alongside Project Womens we look forward to introducing the Las Vegas market to the Coeur aesthetic and our new concept focused specifically on an array of hand-selected apothecary, home and giftable items. Throughout the three-day showcase, we hope to educate retailers on how these brands are not just point-of-sale goods but items that can be incorporated into their ready-to-wear and fashion-focused stores every day. We're also looking forward to making this a great market with a strong visual presence within the show and of course a little bit of fun too!

Gilles Lasbordes

General Manager
Première Vision
www.premierevision.com

Evolution, innovation, news and creativity. These are the words that illustrate best the spirit of the next Première Vision Paris show, Sept. 19–21 at Parc des Expositions de Paris Nord Villepinte, dedicated to Autumn/Winter 2018–19 collections.

[The] four key words mean to respond to the needs and issues of both exhibitors—yarn producers, weavers, tanners, print studios, accessory makers and manufacturers—and visitors, the luxury houses, medium and high-end fashion and accessories brands, major retail brands. Four key words are destined to carry the creative fashion industry forward in 2017 for a year marked by a renewed vitality.

In a complex and changing global context, the creative positioning of Première Vision Paris is a strength. For brands, creativity is actually a strategic vector of differentiation and growth as well as a true advantage in a highly competitive environment. And this next edition will definitely shed light on creation and innovative creativity.

An illustration is the new campaign image. It's a very emotional image, drawing on luxury codes, that situates the Première Vision brand and business activities on the front lines of art and culture, and capitalizes on inspiration. This inspiration can be drawn from anywhere, and Première Vision's role is to bring it to its exhibitors and visitors to decode it and provide an idea of its various sources. The tagline Cloud of Fashion anchors firmly Première Vision in a fashion universe, both upstream and downstream.

Driven by its creative, selective offerings presented in its six complementary shows, innovative and inspirational information, and enhanced efficiency—with de-partitioned industry sectors

and synergies between business activities—this next edition will be the place of a particularly rich program of news and innovation to go on stimulating, inspiring and informing the creative fashion industry.

Among the initiatives are the PV Awards. This is a very exciting date on the industry's calendar for both weavers and tanners and buyers too. They are also an excellent way to promote the sector's creativity. This ninth edition will again feature a prestigious jury awarding the creativity, inventiveness and imagination of Première Vision Fabrics and Première Vision Leather's exhibitors.

As the festival's leading partner, Première Vision again awarded the Grand Prix du Jury Première Vision for the fashion division at the Hyères International Fashion and Photography Festival. This partnership also includes helping the 10 Hyères fashion finalists create and manufacture their collections. For the first time this February, Première Vision also welcomed the finalists in the new fashion accessories competition. The prizewinner and its collection will be displayed at the show in September.

Once again in September will take place a space specifically dedicated to Smart Creation—a platform to help interested exhibitors promote their responsible sourcing, creation and production initiatives. This edition, it will be located in Hall 3 at Première Vision Leather.

In addition to communication tools such as the mobile app and website, for example, this provides a physical place to talk to visitors. The purpose of this information area, the Smart Creation Square, is to explain to visitors the idea behind this platform and guide buyers looking for responsible companies. It's also a place to present products and provide information on specific topics through talks [and] master classes.

Première Vision Paris will also continue to roll out new services to the footwear and leather-goods markets. In September will be inaugurated an exhibitors space featuring shoe and leather-goods manufacturers. This offering which will be located in Hall 3 of Première Vision Leather, will complement the tanners and manufacturers of technical components in Halls 3 and 4. At the same time, the integration of the Bag & Shoe Elements trend area, which takes place in the Trend Gallery in Hall 3, will be updated.

Many other initiatives, as well as accurate specific or transversal fashion seasonal orientations displayed in specific areas, will be part of this next edition, which should confirm the position of Première Vision Paris as a leading event for the whole international fashion industry.

Apparel News Group

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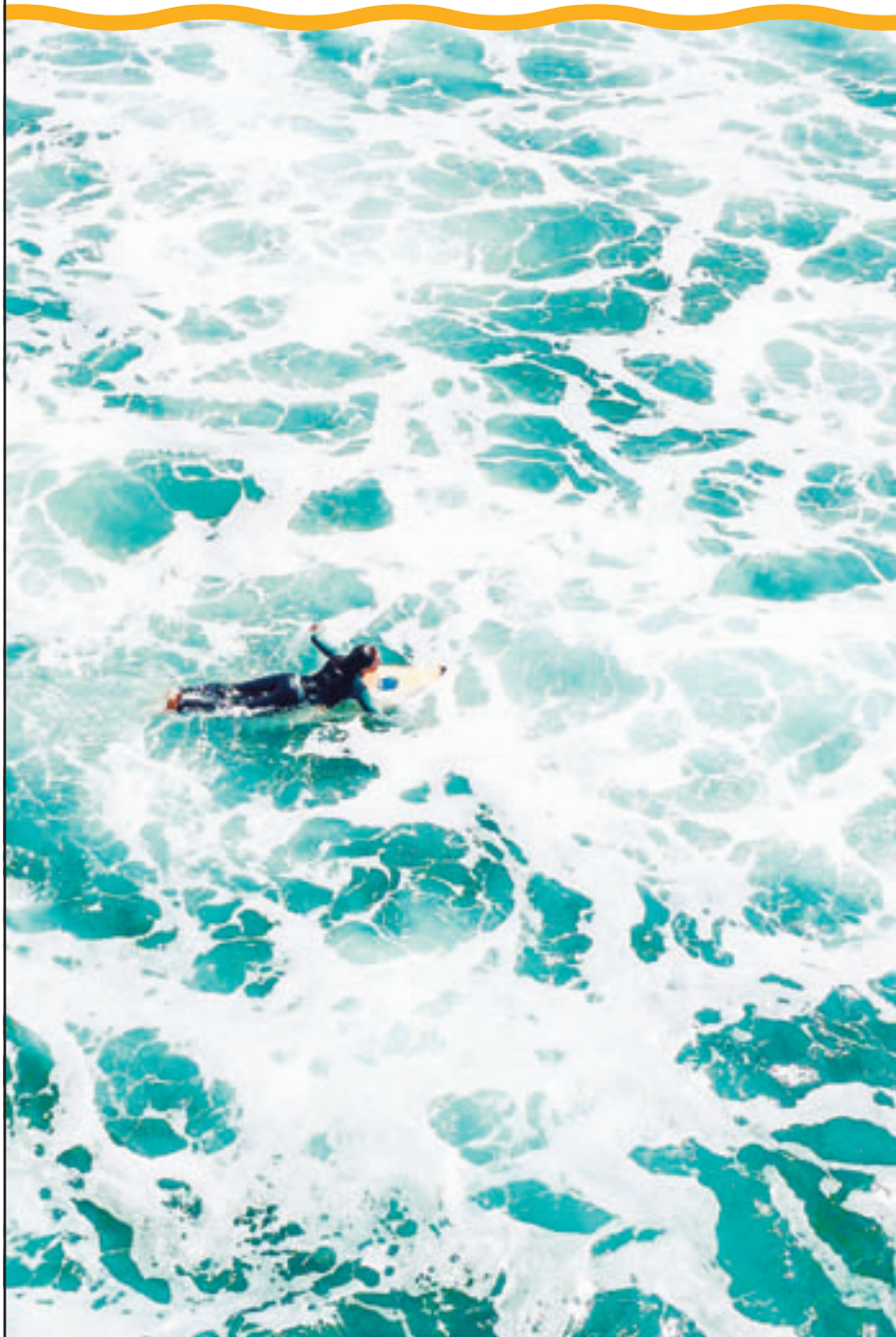
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Q&A FEATURE

Q&A Feature *Continued from page 8*

Andrew Olah

Founder

Kingpins

kingpinsshow.com

Kingpins looks to have a good mix of information, events and initiatives to best serve our attendees. Our Kingpins show app is a great tool for attendees to pre-plan their visits to our show, from seminars and floor plans to party times and special show initiatives. Once they arrive at the show, our goal is to make sure everyone is comfortable and informed and that the show floor is conducive for working and community building.

Pierre-Nicolas Hurstel

Chief Executive Officer

CurvExpo

www.curvexpo.com

exciting lecture from Mike Campion on the subject of “How to make your store a customer magnet.” His points were valuable for both buyers and vendors and could apply to us at FMNC as well. Attendees were eager to implement learned action items, and we have put some of his ideas into play already.

FMNC has events planned for each market going forward.

FMNC began as a regional market over five decades ago. We have evolved into an important venue that attracts retailers and vendors from beyond the NorCal border. We have 15 to 25 new vendors each show, more than 1,800 brands each market, a lot to view in three short days.

FMNC is launching a Frequent Buyer Program to encourage retailers to shop the floor all three days. Stay tuned for details.

FMNC continues to offer a daily lunch coupon, snacks in the afternoons, free parking on Monday and Tuesday, and a Mon-



Suzanne De Groot



Ed Mandelbaum



Judy Stein

Eurovet Americas, producer of the CurveNewYork and CurveLas Vegas shows, is committed to providing streamlined processes and complementing the show atmosphere with added-value events and exhibits to aid attendees in what they do best—conduct business.

We want to make sure that buyers spend a good time visiting our shows while being efficient as much as possible. Therefore, we keep a strong relationship with them before, during and after the shows through perks: the personal shopper program, which is a perfect way for new and returning buyers to grow their business; the VIP lounge; the after-show party; the appointment-booking system; the new account program, which encourages them to open a new account and win a trip to Paris; and the Eveden Fit School to learn to properly fit a bra.

Each year, we try to improve ourselves and find new ways to attract visitors and keep them engaged, and this year we introduced new features such as the lead retrieval and networking feature in the mobile application; the Just for You program, offering an exclusive selection of brands, collections, products and lines available solely for specialty stores; the selection guide where buyers can discover unique and fresh products; and innovative trend presentations.

We also try to facilitate the buyers' venue as much as we can, and we work hard to find a curated selection of new and innovative brands for them to discover.

Suzanne De Groot

Executive Director

Fashion Market Northern California

www.fashionmarketnorcal.com

Fashion Market of Northern California is the largest open-booth-format show on the West Coast.

We successfully provide an informal, friendly atmosphere where vendors and retailers gather five times per year for our market experience.

We send out a comprehensive show directory before each show to help retailers plan their shopping experience in advance.

We recently began an educational seminar series to help retailers and vendors navigate the changing wholesale/retail landscape. At our April market, we heard an

day late-night shopping and happy hour. We offer a complimentary hotel night to stores attending for the first time, and our partnership with the local Marriott allows for a special show rate for all show attendees, retailers and vendors alike.

Ed Mandelbaum

Cofounder

Designers and Agents

www.designersandagents.com

From its inception, Designers and Agents' vision has been consistent.

The mission was to create an alternative to the existing trade-show model and to provide a vibrant atmosphere where retailers would discover new and established talent. D&A provides its audience a truly curated selection of brands possessing originality and creative integrity from the USA, Italy, France, Japan and beyond. The atmosphere is one where relationships develop and business gets done. This is the content provided and it is exactly what D&A attendees come for—with the addition of the guacamole, of course!

Judy Stein

Executive Director

Swimwear Association of Florida/Miami

SwimShow

www.swimshow.com

It's always necessary to understand the views and opinions of all participants—trade shows are just as important for the vendors as they are for the buyers. We've done quite a few surveys with our exhibitors and retailers to find out what's important to all of our attendees. This is one of the reasons that we've incorporated a fit seminar for our retailers and a social marketing/e-commerce seminar for our exhibitors, plus up-to-the-minute social-media engagement for our buyers, vendors and media guests.

Our beauty amenities have been a huge hit as well. The Miami weather is fickle—with either the humidity or sudden sun-showers, everyone could use a dry and braid bar or nail salon for quick touch-ups, massage bar and a henna bar for a fun addition before they head out into the glittering South Beach nightlife. ●

This July, Texworld USA co-locates with Apparel Sourcing USA and Avanprint USA to create "a one-stop-shop, destination, and marketplace."

It almost goes without saying: In the apparel business, time has never been a more precious commodity. Seasons are turning faster than ever before, and even becoming somewhat irrelevant, as a steady stream of seasonless fashion—buy today, wear today—is increasingly the norm. With apparel production resembling more and more a mad dash to retail, there is a clear need to grease the wheels any way possible.

This challenging reality is something Jennifer Bacon understands well. As show director of fashion and apparel for the German exhibition juggernaut Messe Frankfurt North America—the preeminent textile show Texworld USA is under her aegis, plus four others—Bacon knows that for buyers and vendors to commit to a trade show it had better be worth their while, and not just financially. "People are more strapped for time than they've ever been," she points out. "They want ways to make their job easier, to save time and make sure their experience is as efficient as possible."

And that is why Bacon has co-located not just one but three complementary fashion textile trade shows under one roof at New York City's Javits Center for three days this July 17–19. The well-respected Texworld USA, now in its 11th year, will be joined once again by its companion Apparel Sourcing USA, which focuses on contract manufacturing, private label development, and finished apparel. New to the mix, and making its debut, is Avanprint USA, specializing in digital printing technology and sourcing. One registration gains entrance to all three shows.

"It's our biggest show ever, five halls and the entire lower level of the Javits Center," Bacon notes—some 118,000 square feet to serve over 6,000 attendees. The number represents a 20 percent increase over last year for the twice-yearly Texworld USA and Apparel Sourcing USA, which also take place in January.

For textile buyers, independent designers, fabric sourcing professionals, and anyone looking for manufacturing or private-label development or who has an interest in the burgeoning area of digital printing, the depth and richness of the offerings makes this powerful trio of trade shows, Bacon emphasizes, "a one-stop-shop, a destination, and a marketplace."

Texworld USA typically draws "two distinct groups of buyers," Bacon explains. There are the "big buyers" such as the Walmarts, Targets, and Macy's who buy massive

amounts of fabric. "Our sweet spot is mass market to contemporary and bridge," Bacon says. "So the quality fabric is there, but so is our price point." The other group is the smaller brands down to the "indie designer who is sourcing fabric for his or her second collection," as well as the startups. This group has received particular attention from Bacon.

"Over the last year and a half, we've expanded our efforts to help smaller designer and startup brands navigate the show and the industry in general," she says. A separate indicator in the show directory points to vendors who supply low minimums. And there are educational seminars during the show designed to "help them network, grow, learn, and find their footing in the industry."

The 540-plus exhibitors are not the only draw here. Texworld USA has always emphasized educational outreach through its seminar programs, which this year will number 20-plus over the three days. "We have doubled the educational offerings since last year," Bacon reports, which now, in addition to the more-formal seminars, will include the debut of textile talk floor sessions, a more intimate and fluid series of 10 drop-in sessions right on the show floor, as well as one-per-day industry roundtables.



Avanprint USA

Topics are wide-ranging, from fiber development to eco-friendly apparel designs, how to start a fashion line, sustainability, global trade, and, of particular interest this year, the political landscape that may have a great impact on apparel in general. The seminars, as well as the Floor Sessions and the industry roundtables, are all free to attendees.

Beyond the education platform, "we offer a full spectrum of apparel sourcing needs," Bacon explains. Helping to provide focus, there is the "Spotlight" area, which highlights a trend—this year it is shirting. The high-traffic "Showcase" trend forum, located in two expanded areas, gives an overview of each of the show's 16 product categories, roughly grouped as informal, casual, and active, including performance fabrics, plus findings, trimmings, and accessories. A "Resource Row" section includes a bookstore and a fabric recycler.

Value-added components such as these have set Texworld USA apart from its competitors and is the fuel powering its continued growth and dynamism. Lenzing, its big pavilion "front and center," plays a sizable role at the trade show and coordinates the seminars.

But the shows' evolution is driven by its parent com-



Texworld USA

pany, Messe Frankfurt GmbH, now the world's largest textile show producer. Texworld USA's wide-ranging selection of fabrics come from trusted suppliers all over the globe through relationships built with Messe Frankfurt. Texworld USA's fabrics are known to be not just on trend but also of high quality and affordability.

"We've heard in the industry that a lot of buyers go to other shows to see the very high-end fabrics and get inspiration," Bacon says, "but they come to our show to place orders and buy."

Buyers also come because Bacon and her group are exceptionally responsive to feedback. Seven years ago, when buyers began requesting access to manufacturing sources, Messe Frankfurt U.S. responded by creating Apparel Sourcing USA. A buyer can purchase fabric, walk down the hall and find a source for contract or original design manufacturing, private label development, and finished apparel. "Adding that manufacturing piece makes it a simpler process and a faster journey," Bacon says. "It adds another layer to the show as well."

The inclusion in the July show of Avanprint USA is the latest effort to provide strong leadership in a blossoming fashion-meets-technology sector that is coming of age—"an area where the growth is crazy," Bacon says. This show, which is scheduled to take place once a year in July, brings together digital printing pioneers such as Lectra and Kornit with top apparel design and sourcing professionals to showcase the latest innovations in digital textile printing technology, including machinery, inks, software, products, and services. Exhibitor interest is strong, Bacon reports.

Avanprint USA may turn out to be the liveliest scene at Javits. Its "Print Park" display area will be replete with digitally printed garments perfect for summer fun. And there will be an artist on the floor hand-painting designs that will be scanned into a printer and turned into printed fabric before visitors' eyes.

It is Bacon's desire and goal that this triad of textile shows serves its clientele, buyer and seller, in as complete and seamless a way as possible. "We focus on the business, networking and educational aspects of the industry to make this a dedicated marketplace that is efficient," she says. "We want people to get as much as possible out of their visit."



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July 17–19, 2017
Javits Center, New York City

Shop & Dine

By Andrew Asch and Deborah Belgum

The trade-show season is a year-round circuit that is like a movable feast when it comes to hunting for new styles and fashions.

That movable feast is also about finding new up-and-coming restaurants or popping into a new boutique that demonstrates how the latest fashions are curated and displayed on racks and in windows. It seems that every trade-show city is popping with choices.

Here are a few suggestions about dining and shopping in the cities that make up the major trade-show route that winds its way across the United States.

LOS ANGELES

Peri. A

146 N. Robertson Blvd.
(310) 659-9940

When Peri Arenas opened her multi-brand boutique in April, she knew she was taking a gamble on real estate. Robertson Boulevard was once acknowledged as one of Los Angeles' top retail streets, but it was hit hard during the Great Recession, and its rebound has been slow.

Change may be on the horizon. The exclusive Blue Bottle Coffee roaster is scheduled to move onto Robertson in the second half of this year. With the debuts of a few more restaurants, Arenas forecasts that bigger crowds will come to Robertson and the thoroughfare will become a more prominent center for independent boutiques and fashion.

Arenas hopes that her boutique will serve as an alternative. She searches for emerging designers from around the

world and intends to introduce them at her store. One such designer is India's Rahul Mishra. Arenas said that she is the only store in the United States to offer the designer's Spring/Summer 2017 clothes while others will start with Mishra's Fall/Winter 2017 looks.

Vying to be a fashion alternative is rooted in Arenas' interest in serving as a merchant. She relies on personal taste to inform the boutique's buying. "I'm a shopaholic," she said. "I'm bored of what's out there. I joke that I buy one for me, one for the store, but it is not much of an exaggeration."

Arenas crafted the look of her boutique with interior designer Lynda Murray. Dressing rooms are covered by curtains bearing the slogan "Peek a Boo." A table at the edge of the boutique displays vintage *Playboy* magazines. It's there for the husband/boyfriend/culture hound willing to peruse pop culture from more than 40 years ago. The boutique interior is all about a party. "I'm very tongue in cheek," Arenas said. "I try to bring fun into my life and hopefully other people's lives."



Peri. A

Otium

222 S. Hope St.
(213) 935-8500
www.otiumla.com

After you wander through a small grove of 100-year-old olive trees shipped from Italy and wind up at Otium, you realize this is no ordinary eatery located near the Broad Museum.

The wood, glass and steel structure that sits on Bunker Hill is an ode to fine cuisine created by Timothy Hollingsworth, who partnered with the Broad Foundation and Sprout LA to open the dining spot last year.

Hollingsworth is known for his years as the chef de cuisine at the multi-award-winning French Laundry restaurant in Napa Valley. But five years ago, he headed south to start his own culinary venture, which resulted in Otium—where he delivers his own interpretation of California cuisine.

Seafood and vegetables are heavily represented on his

avanprint

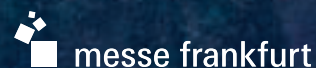
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Otium

menu, which ties in with California's obsession with freshly sourced ingredients, but there are also plenty of plates that incorporate lamb, chicken, beef and pork. Different cuisines from Latin America, Asia and Europe are also spotted on the menu.

For an extra-fresh-food emphasis, the herbs for various plates are grown on the restaurant's roof.

Favorites are the carrots served with a Mexican pepian sauce or the falafel with eggplant and cucumbers or the squid-ink pasta with an arrabiata sauce, salted, cured fish roe and cuttlefish.

The tart crust layered with steamed oxtail is far from ordinary, and the lamb with Middle Eastern herbs conjures up images of Lebanon. For an unusual twist, try the foie gras funnel cake with beets and fennel.

The restaurant's stellar location overlooks parts of downtown Los Angeles, and the windows let a stream of light into the dining room. Because there's not much separation between the dining room and the kitchen, you might get an idea of what's up with your order.

SAN FRANCISCO

Reformation

914 Valencia St.



Reformation

(855) 756-0560

www.thereformation.com

The environment is a serious matter in San Francisco. Along with police, fire and education, the San Francisco city and county government runs a department of the environment. It works on toxics reduction, urban forestry and agriculture, and a school education plan, among other programs. In such an eco-minded city, it was only a natural that Reformation, a Los Angeles company founded on the goal of making eco-friendly clothes, open a shop there.

In February, Reformation opened in the city's Mission District. More specifically, it is on a stretch of Valencia Street that has increasingly become the site of stylish contemporary boutiques.

Environmental concerns were placed in the foundation of The Mission's Reformation shop. A shop wall uses rammed earth blocks, a sustainable building material, which is considered in eco-construction circles to generate little waste and reduces need for lumber.

The Mission's Reformation shop mixes environmental concerns with another San Francisco obsession, technology.

The shop's dressing rooms are equipped with touchscreens. Register a request on the touch screen, and store staff will bring clothes the shopper ordered to the dressing

room. The touch screen also offers Reformation's online catalog. If the shopper's size or silhouette is not in stock, she can order it through the touch screen.

Dressing rooms offer special lighting, allowing discerning shoppers to test how they will look at different times of the day. The store sells Reformation's dresses, swimwear and denim, among other styles.

Rooh

333 Brannan St. #150

(415) 525-4174

www.roohsf.com

The South of Market district in San Francisco is increasingly becoming the city's hot dining-out spot as a wave of urban coolness sweeps over the area.

So it isn't surprising that a new hip and modern Indian restaurant should select this barrio to open its first eatery in the United States.

Rooh opened its doors in February after much anticipation for a new kind of progressive Indian menu created by chef Sujan Sarkar to compete in a city known for its selection of fine restaurants.

The owners of the restaurant—the Good Times Restaurant Group, run by the Bhambri family—have more than nine outposts in India. So they have a little experience running eateries with a certain flair.

For their San Francisco location, they went for a sophisticated and stately interior design heavy on bold blue and gold. As diners walk in, they are greeted by a long white marble bar on top of a bright-blue base.

Rooh's nod to India is seen in a tall fresco painting of a woman in a traditional Indian sari painted over a warm yellow wall.

The culinary team at Rooh includes a mix of professionally trained U.S. and Indian cooks who prepare dishes that are Indian with a California touch. There are offerings such as foie gras paté with masala or tuna bhel, which is a take on street vendor food that includes a mix of puffed rice, vegetables and potatoes.

The menu is a mix of small plates, entrées and large platters as well as a separate seven-course tasting menu for \$80

➔ Shop & Dine page 14

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Shop & Dine Continued from page 13

that takes you on a gastronomical journey through India.

Some favorite small plates among diners are the butter chicken with red pepper makhani and the keema kyderabadi, which is minced meat with potato mousse and green peas. Vegetarian plates include vegetable dumplings with spinach purée, saffron cream and lotus-root crisp and tandoori seasonal mushrooms with polenta, Parmesan cream and truffles.

Large plates include a lamb chop with pistachio, curry leaf, keema moussaka and chutney. Or there is the Alaskan halibut prepared with gun-powder spice, seafood and millet kichdi.

Rooh has an exotic cocktail menu that incorporates the six tastes of Ayurveda: sweet, sour, salty, pungent, astringent and bitter.

There is also a selection of beers and wines. The wines tend to be on the pricy side, so you might want to bring your own bottle and pay the \$30 corkage fee.

One outstanding feature here at Rooh is there is even a tea sommelier.



Rooh

has a look of an interstellar disco, what with triangle-shaped lights on its ceiling, black walls and racks of high-end sneakers that are backlit with bright lights.

Feature's sartorial tastes range from exclusive Japanese brand Visvim to \$42 T-shirts made by Reigning Champ. The store's curation mission runs through its store staff. Everyone at Feature contributes to the post, Feature'd Outfit of the Week. In this post, a Feature staffer styles an outfit with pieces ranging from designer styles to basics.

Famous DJs such as Diplo shop at Feature when they are in town. The shop's influence is being felt around the world. About 65 percent of the retailer's revenue comes through its e-commerce. It also hopes to put itself out there through footwear collaborations. Feature has worked with Los Angeles footwear brand Clae to design a high-end sneaker. It also collaborated with sneaker brands Asics and Saucony for capsule collections. With Saucony, the store developed a collection inspired by a dessert masquerading as breakfast: the Belgian waffle. Blue, green and red pops of color on the sneaker represented blueberry and mint on the proverbial waffle. The sole of the shoes represented the grids of the waffle itself. Feature

LAS VEGAS

Feature

3735 Spring Mountain Road,
Suite 205

(702) 463-3322

www.featuresneakerboutique.com

From nightclub bars to retail shop floors, Las Vegas boutique Feature plans to live up to its motto, "All Things Good."

At its physical location in Las Vegas' Chinatown section and its Instagram account (www.instagram.com/feature), the boutique looks to curate the best of the tastes of the owners. They are Ajay Bouri, EJ Luera, Keith Iavazzi and Aaron White, who spins tunes under the name DJ Ikon. Said Bouri, "The basic premise of the store was to be about music, fashion and art. It embodies the vision of everything that is good."

Most of Feature's partners started their entrepreneurial careers in Nevada's nightclub world. The 2,200-square-foot boutique



Feature



Momofuku

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Pax & Parker

produced a booth at Agenda Las Vegas in February 2017 to display the Saucony collaboration collection. The look of the booth? A waffle house.

Momofuku
3708 Las Vegas Blvd. South
Cosmopolitan Hotel
(702) 698-2663
www.vegas.momofuku.com

Momofuku is a vibrant Asian restaurant that has several outposts on the East Coast as well as in Sydney, Australia, and Toronto.

But recently it opened its first West Coast restaurant inside The Cosmopolitan Hotel, located on the strip.

Momofuku has a modern interior accented with big installations by artists from around the world. There is a super-graphic installation by U.K.-based photographer Liam Wong, and there is a red-and-gray knitted lighting installation by Korean artist Kwang-Ho Lee. On one wall is a mammoth five-canvas graffiti installation by American artist David Choe.

The first Momofuku restaurant opened in 2004 when chef David Chang started his Momofuku Noodle Bar in the East Village of New York with a loan from his father and a family friend and some of his own money.

Chang, then a 26-year-old graduate of New York's French Culinary Institute who also spent a year studying Japanese food in Tokyo, would go on to open several New York locations and then branch out to other regions.

The various eateries all have one thing in common—cuisine that is influenced by Korea, Japan and the United States. The menu is filled with items such as steamed buns, noodles, meat and seafood.

Most of the menu is filled with small plates that are meant to be shared. Steamed buns include selections of pork belly, shrimp, shiitake mushrooms or chicken. The raw bar features oysters on the half shell, scallop poke and sashimi.

Noodle and rice dishes are herb-infused dishes. There is the king-crab cold noodle dish with lemon dashi and smoked trout roe or the spicy Sichuan rice cakes that have pork sausage, broccoli and crisp onions. Diners rave about the pork ramen, whose broth is built on powdered mushrooms, chicken bones, kombu, rendered bacon fat and a tare infused with bacon ends.

Meat and seafood plates in-

clude dry roasted mussels with bacon and Momofuku furikake or katsu chicken with a bulldog sauce and cabbage.

There's a reason David Chang won the James Beard Foundation Award in 2013 for best chef.

DALLAS

Pax & Parker
1621 River Run, Suite 116, Fort Worth
(817) 439-9581
www.paxandparker.com

When counted together, the Dallas/Fort Worth megalopolis ranks as one of Texas' biggest cities. However no one would say they are twin cities. Fort Worth is the more laid-back sibling of Dallas, said Alari Paxson, cofounder of the Pax & Parker boutique.

There's something of a small-town feel in Fort Worth. Game day at Texas Christian University is a big deal here. Paxson and her business partner, Winston Parker Ley, opened a multi-brand boutique, Pax & Parker, in December 2015 in WestBend, a new retail center on the banks of the

Trinity River. West Bend will celebrate its grand opening later this year.

But even in a big town with a significant population of college-age kids, Fort Worth did not enjoy an independent boutique scene for contemporary fashions. Paxson and Parker, Fort Worth people who met in San Antonio working at the high-end Julian Gold boutique, thought they were exactly the people to bring a new verve in indie boutiques to the town, which describes itself as a city of "Cowboys and Culture."

The Pax & Parker cofounders weave themselves into their city's life by producing events for nonprofits. There was a pop-up shop for the Leukemia & Lymphoma Society of North Texas on April 29. In February, they participated in a denim drive fundraiser for the Ronald McDonald House charity, Paxson said.

"It's not just, 'Hey, c'mon, buy something!' It's about being involved in the community," Paxson said of her shop.

The shop also participated in the American Cancer Society's annual breast-cancer fund-raiser titled Real Men Wear Pink. It also produced a "style show" at the Evening of Hope

➡ Shop & Dine page 16

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Shop & Dine Continued from page 15

gala, which benefited an AIDS outreach center.

The store's collections include Milly, Rebecca Taylor, Tri-na Turk, Eberjey, DL1961, Billy Reid, Jack Spade, Zachary Prell, Cuisse de Grenouille and Paige Denim.

They are housed in a space designed by Bart Shaw, a Fort Worth architect who won an International Interior Design Association award for crafting the look of the shop. It features an architecturally unique screen made out of 1,800 white hangers.

Ley forecasts that Pax & Parker will open another location in the future. "We are not a one-store company. We're waiting for the right time and place," he said. "Growth is on the calendar."

Town Hearth
1617 Market Center Blvd.
(214) 761-1617



Town Hearth

If you're on the hunt for a primo steak house located in an over-the-top-designed restaurant, try Town Hearth.

This recently opened restaurant located in the Design District, not far from the Dallas Market Center, is getting lots of stars just for the imagination and time spent on the décor.

Imagine 64 chandeliers packed into a 6,000-square-foot restaurant that has a silver 1961 MG roadster parked in front

of the kitchen and a yellow mine-sweeping submersible encased in a large fish tank. Add a couple of vintage Ducati motorcycles, and you get the picture. This is no ordinary restaurant.

The man behind the restaurant is Nick Badovinus, the owner and chef who spent three years amassing an eclectic assortment of odds and ends that went into the place. He got a bit of a head start with the vintage Navajo rugs from his father's collection. They hang near the entryway.

Badovinus is no stranger to the restaurant business. He already has two other eateries open in the Dallas area: Neighborhood Services and Montlake Cut. But this is probably his most outlandish place.

Town Hearth is known for its high-end steaks, which are cooked on an open grill. There are bone-in prime ribs and steaks that are dry-aged for 45 days. This is also a place where comfort food reigns supreme. There are items like the "tot du jour," a plate of tater tots prepared differently every day. Think tots with beef bourguignon or tots with béarnaise sauce.

One of the more interesting appetizers is the fried oysters served in escargot cups that are not filled with snails but with

kale and splashes of aioli.

Of course, there are plenty of other things on the menu if you're not into steak, such as homemade pasta, whole fish and chicken. There are also things such as Cobb Creek chicken with herbes de Provence and potatoes, spaghetti Vongole and grilled veal chops.

NEW YORK

In Support Of
342 W. 13th St.
(646) 657-0724
www.insupportof.us

Tanya Sheikh and Ivan Gilkes were living a fashion business dream. They co-founded a showroom representing independent designers who often garnered ink from fashion journalists. A New York address and fashion biz credentials helped gain entry to a Manhattan dolce vita of culture, restaurants and nightlife, Sheikh said. But they thought they could do more.

"For me, the industry was only satisfying to a point," Sheikh said. "You have to start thinking about the community that you are living in and using your platform for helping others," she said.

The platform was based in retail. They opened boutique In Support Of in Manhattan's Meatpacking District. It was a boutique to represent the underrepresented. Proceeds from sales go to nonprofits supporting children, education and women. The store's racks featured designs from self-funded, emerging designers, many only working on creative inspiration and a fashion dream.

Currently, the boutique sells fashions by emerging designers such as Scapes NY, Allina Liu, Aza Ziegler: Calle del Mar and House of 950. With some of the new labels, such as Scapes NY and Aza Ziegler, In Support Of started working with these labels as they were about to graduate fashion school.

If the shop's designers are diverse, there is a unifying thread, Sheikh said.

"We buy pieces that are wearable silhouettes. They are super detail oriented and unique. There is a specific point-of-view on every piece. We are not trying to be



Fashion Springs to Life

Hong Kong is the famous trendsetter, gathering international fashion brands and designs. Boasting around 1,200 international exhibitors in 2017, the fashion week is a one-stop shop for sourcing and merchandising. It offers buyers a fantastic spread of the latest trend in garments and accessories from high-end fashion to mass merchandise.

A Vivacious Market for Business

Around 20 product zones in the Fashion Week. Product Zones highlight include Fashion Accessories, Fashion Gallery, Menswear, Fabrics & Yarn and Clothing Accessories. Two new zones this year - Fashionable Sportswear and Urban Clothing. Once again the hktdc.com Small Orders zone caters to buyers with low volume orders of five to 1,000 pieces.

Event Excitement

The great atmosphere of this internationally renowned fashion week is created by the full array of parade shows. There are also trend forecast seminars by Fashion Snoops and WGSN group and buyers' forum. Networking events facilitates the cozy environment for buyers to expand the business with industry peers.

CENTRESTAGE Returns (6-9 Sep 2017)

The inaugural CENTRESTAGE 2016 was a rousing success as the world of fashion converged in Hong Kong to shine a spotlight on Asia's blossoming landscape. CENTRESTAGE will return in September 2017 and we will take you behind the red velvet curtain once more with world-class labels, next-gen design talent, timeless elegance and a look at the future with spectacular runway shows and thought-provoking seminars. Please visit centrestage.com.hk for details and free buyer registration.



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the store that carries basics. We are trying to get people to buy things that are unique. They'll say, 'I bought this In Support Of,'" she said.

In Support Of often takes its show on the road. In February, it produced a fundraiser in a gritty, Lower East Side bar with twin DJs Angel + Dren, who are sponsored by the Nike brand. Sheikh and Gilkes also run a showroom that shares the moniker "In Support Of." The Manhattan-headquartered showroom, devoted to emerging designers, produces a traveling showroom called The Turf @ In Support Of. The Turf rents racks for what Sheikh said was a minimum price, often for a period longer than a trade show. It produces shows in New York, Paris and, eventually, Los Angeles. A show might come to Los Angeles in October, Sheikh said.

Nur

34 E. 20th St.
(212) 505-3420
www.nurnyc.com

A bit of the Middle East touched down in Manhattan when Moroccan/Israeli chef Meir Adoni recently opened his first New York City restaurant.

This is a return to New York after 15 years for Adoni, who studied in Paris and did a brief stint working at the now-shuttered restaurant Cello. But he knew he always wanted to start his own eatery here. He has partnered with Gadi Peleg, who spent his first 13 years in Israel and is the founder of Breads Bakery.

This casual brasserie-style location, which seats 60, is in an area popping with new eateries not far from Union Square.

Adoni, who has two restaurants in Israel, is offering up his spin on high-end modern Middle Eastern dishes whose recipes emanate from various countries in the region. He grew up in Morocco but has spent most of his life in Israel.

The menu is filled with small plates that are meant to be shared. Representing Morocco is the spiced glazed octopus with baby carrots, cardamom yogurt and Moroccan harissa.

The Palestine tartare, which is one of Adoni's signature dishes, consists of chopped raw beef with black smoked eggplant cream, shaved artichokes, sheep yogurt and raw tahini.

From the ocean is a poached-fish stew with mussels and a side of hand-rolled couscous, and there is also a grilled lamb tenderloin served with a lentil ragout, baby artichokes and bulgur-filled onions.

For a true touch of the Middle East, this is one of the rare places you will find kubaneh, a challah-like Yemenite bread served with zhug and grated tomatoes.

MIAMI BEACH

Mimo Market
2619 NW 2nd Ave. Miami
(786) 577-0389
www.mimomarket.com

After stints working at fashion magazines in Manhattan and, later, retail buying gigs, Florida girls Leilani Sanchez and Lisa Tam started independent fashion boutique Mimo Market in Miami's Wynwood Art District. Sanchez



In Support Of



Nur

said that the aim of the store was to give Miami a boutique as eclectic as its people.

"We have national and international designer brands that we carry in our store. We also partner with local artisans and sell locally made merchandise. There's a lot of talent in Miami, and we love being able to support local designers," Sanchez said. The co-owners aim to keep all merchandise

under \$100.

Being eclectic is important in Miami. The town is famous for its significant Latin American population, but it also hosts immigrants from all over Europe and Asia. Also important, a steady stream of tourists from around the globe

➔ Shop & Dine page 18



**playtime
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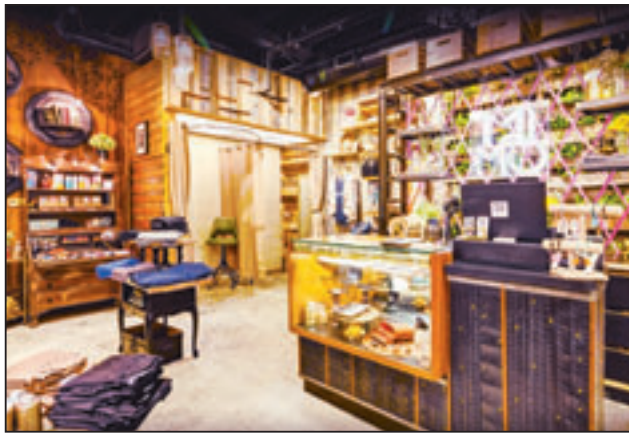
www.iloveplaytime.com

Shop & Dine Continued from page 17

passing through Wynwood. The enclave is the address for the world-famous Art Basel fair, which takes place every December. At the art fair, artists from around the world exhibit their work at a backdrop of parties and festivals.

Mimo Market is housed in an interior that Sanchez characterized as “rough luxe.” The luxe comes in hints of metallics and gold colors in the store. The “rough” comes with natural textures in the store such as wood and cement.

Brands include Minkpink and Motel for women’s clothing and California brands Altru Apparel and Banks Journal for men’s brands. In the second half of 2017, Mimo will introduce its e-commerce shop at www.mimomarket.com



Mimo Market



Olla

Olla

1233 Lincoln Rd.

(786) 717-5400

www.ollamiami.com

Cuban cuisine is found everywhere in the Miami area. But

Mexican cuisine? It’s there, but is it really as good as anything found in California or Texas?

Chef Scott Linquist set out to prove that Miami can have a top-notch Mexican restaurant.

Linquist has been serving up Mexican dishes since 1991.

His most recent stint as executive chef was at Coyo Taco, known for its Mexican street food. But he has also held other positions at Mexican restaurants including Dos Caminos in New York and Border Grill in Los Angeles—not far from where he grew up in Covina, Calif.

Linquist is a man who takes his Mexican cuisine seriously. He and his amigos often take monthlong trips south of the border to small villages around Oaxaca, Jalisco and Veracruz to bone up on local recipes that might not even make it north of the Rio Grande.

For his newest venture, Linquist is experimenting with the concept of shared clay pots—called *ollas* in Spanish. The clay pots are filled with such delicacies as roasted cauliflower combined with toasted pumpkin seeds, ground bread, aged cheese and poblano cream. There is also the noodle bowl filled with vermicelli pasta, pork belly, chipotle tomato sauce and cilantro. The huitlacoche bowl comes with corn truffles and wild mushrooms, fresh garlic cheese, truffle cream and epazote—a sharp Mexican herb.

Continuing along with the container theme, some dishes are served in jars. There is the jar of *chapulines*, or roasted grasshoppers served with Spanish Marcona almonds, raisins, cucumbers and avocado puree. Another jar is filled with lamb tartare, capers, quail egg with roasted jalapeno and a flour tortilla.

Rounding out the main course selection are all kinds of enchiladas, meat selections paired with rich mole sauce and seafood dishes such as steamed littleneck clams, seared cuttlefish and charbroiled salmon.

About the only thing you won’t find on this menu are tacos.

ATLANTA

Swank

Phipps Plaza

3500 Peachtree Road NE

(404) 231-4114

www.shopswank.com

In Los Angeles, many think the connection between reality shows and fashion boutiques started and stopped with the Kardashians. Wait until you go to Atlanta.

Emily Dees Boulden played the “Queen Bee” character—a catty, competitive mom and businesswoman—in Lifetime reality show “Pretty Wicked Moms” in 2013. Later, she starred in the spin-off show “Get Swank’d,” where she gave fashion makeovers to women.

Off camera, Dees Boulden ran

27
28

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AMERICAS



Swank

a shop called Swank in Atlanta's stylish Buckhead section. In interviews with Atlanta media, she swears that the Queen Bee character is just that, a character. When audiences are not watching, she's a nice country girl, mother of three and a wife to Peter Boulden, a photogenic cosmetic dentist.

In June, the stylish in Atlanta are going to be treated to a new Swank shop. A former physical space closed in 2016. But Dees Boulden is scheduled to open a nearly 2,000-square-foot boutique in the Buckhead section, across the street from the old store. She also runs an e-boutique (www.shopswank.com).

On the shop floor, Swank offers clothes with a boho and a chic edge. Popular brands in the shop are Lauren Moshi, Tete by Odette, Michael Lauren, Shahida Parides, Show Me Your Mumu, Mara Hoffman, Black Orchid, Alexis and Janessa Leone.

The shop has been featured in the Dees Boulden's show, but there's been a lot of action at her e-boutique. The site features the popular delivery service Swank to You, which delivers Swank styles to addresses located in an area 30 miles or less away from Swank headquarters. For those who spend more than \$500, a Swank stylist will deliver the ordered goods and offer styling tips.

Another website for Swank fans is www.emilydeesboulden.com, where she posts fashion tutorials from Get Swank'd. In the 2016 segment "Tomboy Transformation," she advises a poet to wear a feather dress. "You should wear feathers at least one night in your life," Dees Boulden advised. "But not like B-zork, or whatever her name is, that wore the swan dress." (Bjork, a singer, made fashion headlines across the globe in 2001 when she wore a swan costume dress to the Academy Awards.)

The Federal

1050 Crescent Ave. NE
(404) 343-3857
www.thefederalatl.com

In the midtown section of Atlanta, a major restaurant makeover has taken place.

What once was a fast-casual dining experience called Bantam + Bidy has undergone a complete transformation into a stately eatery with crisp linen tablecloths, warm pumpkin-hued banquettes and a Euro-centric menu with a touch of Americana.

The Federal is helmed by chefs Shaun Doty and Lance Gummere, who opened their Bantam + Bidy restaurant at a time when the recession called for inexpensive options for eating out and they provided one with a casual fried-chicken menu.



The Federal

Now that the economy is back on track, they switched gears, shuttered Bantam + Bidy, did a complete remodel and opened as The Federal, which pays homage to the nearby Federal Reserve Bank building.

The menu is not overly wrought with a long list of dishes

that make it hard to make a decision. The tightly edited selection of mostly bistro-style plates consists of appetizers such as Sardinian flatbread covered with a simple salad with jack cheese or chopped chicken liver toasts with cornichons. A favorite is the traditional French onion soup layered with thick Gruyère cheese.

Main dishes cover all the bases with a whole Mediterranean sea bass with a chick-pea pancake, fennel, olives and saffron yogurt. The pork schnitzel served with an onion salad is a favorite, and the West Texas venison cheese pierogi served with red cabbage is a nod to chef Doty's personal tastes.

On the steakhouse side of the menu, various cuts are cooked in a cast-iron skillet to give that American feel to beef.

Obviously, the chefs are doing something right. The restaurant wasn't open that long before it was named a semi-finalist as best new restaurant in the 2017 James Beard Foundation awards. ●

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International Trade Show Calendar

May 18
Imprinted Sportswear Show
Nashville, Tenn.
Through May 20

May 19
Modaprima
Florence, Italy
Through May 21
International Jewelry and Merchandise Show
New Orleans
Through May 22
Si'Sposaitalia Collezioni
Milan, Italy
Through May 22

May 20
GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through May 22

May 21
Surtex
New York
Through May 23

May 22
Spree Recon
Las Vegas
Through May 24

SUN STATE TRADE SHOWS

Sun State Trade Shows, LLC, is a company that organizes and promotes wholesale booth-inspired trade shows in Phoenix and Mesa, Arizona, as well as San Diego, Calif. We feature clothing lines for misses, juniors, and contemporary sizes, petite to plus. We also feature accessories, shoes, hats, and gifts from the moderate-to-better price range. Upcoming 2017 show dates for the Arizona Apparel, Accessories, Shoes and Gift Show are June 11–12 (Mesa), Sept. 24–26 (Phoenix). We will be announcing dates for the San Diego Apparel, Accessories, Shoes & Gift Show at the Town & Country Resort & Convention Center. For more information, visit www.arizonaapparelshow.com or www.sandiegoapparelshow.com or email info@arizonaapparelshow.com or chinds@sandiegoapparelshow.com

May 23
Apparel Sourcing Show
Guatemala City
Through May 25
Licensing Expo
Las Vegas
Through May 25
May 24
Kingpins
Hong Kong
Through May 25
May 31
Shoes & Leather Guangzhou
Guangzhou, China
Through June 2

June 1
Fukuoka International Gift Show
Fukuoka City, Japan
Through June 3
The NBM Show
Indianapolis
Through June 3

June 3
Black & White Ball, benefiting National Jewish Health
Pasadena, Calif.
Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through June 5

June 4
Denver Apparel & Accessories Market
Denver
Through June 5
ITMA Showtime
High Point, N.C.
Through June 7

June 5
ALT, Emerge, Select, Transit
Los Angeles
Through June 7
Brand Assembly
Los Angeles
Through June 7
Designers and Agents
Los Angeles
Through June 7
LA Fashion Market
Los Angeles
Through June 8
LA Kids' Market
Los Angeles
Through June 8



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MosShoes
Moscow
Through June 8

June 7
Atlanta Apparel
Atlanta
Through June 10

June 11
Arizona Apparel, Accessories, Shoes & Gift Show
Mesa, Ariz.
Through June 12
Northstar Fashion Exhibitors
St. Paul, Minn.
Through June 12
NW Trend Show
Seattle
Through June 13
New England Apparel Club
Marlboro, Mass.
Through June 14

June 13
New York Shoe Expo
New York
Through June 15
Pitti Immagine Uomo
Florence, Italy
Through June 16
Yiwu Tex
Zhejiang, Yiwu, China
Through June 17

June 14
FIG
Dallas
Through June 16
Dallas Apparel & Accessories Market
Dallas
Through June 17

June 17
White
Milan, Italy
Through June 19



The next edition of **Première Vision Paris**, the global event for fashion professionals that includes six complementary trade shows, will be held Sept. 19–21 at Parc des Expositions de Paris Nord–Villepinte. Three days to discover the Autumn/ Winter '18-'19 collections, seasonal trends, and main directions of some 1,800 international selected fashion companies: from yarns and fiber producers (Première Vision Yarns) to weavers (Première Vision Fabrics), tanneries and fur providers (Première Vision Leather); from surface design studios (Première Vision Designs) to accessories makers (Première Vision Accessories) and Euro mediterranean manufacturers (Première Vision Manufacturing). Then, the Spring/Summer '19 collection in Première Vision Paris will be in Feb. 13–15. It's a leading hub for business and inspiration. Other Première Vision shows will take place July 18-19 in New-York (which includes fabrics, leather offerings, trim and components makers, textile designs, and manufacturing area) as well as Oct. 18-20 in Istanbul, Nov. 14–15 in Paris for Denim Première Vision, July 4–5 and Dec. 14–15 for the pre-collection show Blossom Première Vision in Paris, and March 28–29, 2018, in Paris for the Made in France Show. www.premierevision.com

June 20
CALA
San Francisco
Through June 21
OC.Mix
Irvine, Calif.
Through June 21
Ambiente
New Delhi, India
Through June 22
Heimtextil India
New Delhi, India
Through June 22
Techtextil North America
Chicago
Through June 22
WWRSA Northwest Summer Preview
Portland, Ore.
Through June 22
WWRSA Rocky Mountain Outdoor Show
Denver
Through June 22

June 21
The Metropolitan New York Shoe, Footwear & Accessories Market
Edison, N.J.
Through June 22
Men's Fashion
Paris
Through June 25
Dallas Total Home & Gift
Dallas
Through June 27
Kidsworld
Dallas
Through June 27

June 22
Coast
Miami
Through June 23
Pitti Immagine Bimbo
Florence, Italy
Through June 24
Hong Kong Jewellery & Gem Fair
Hong Kong
Through June 25

June 23
Tranoï
Paris
Through June 25



CURVE is the only show in North America solely dedicated to intimate apparel, swimwear, and men's underwear. The CURVE shows will be presenting the collections of over 350 brands at CURVENEWYORK Aug. 6–8, and at CURVELASVEGAS Aug. 14–16. The CURVE shows are produced by EUROVET AMERICAS, a EUROVET company. INTERFILIÈRE is the leading trade show for intimates, beachwear, and swimwear fabrics. The show takes place July 8–10 in Paris, Sept. 10–11 in New York, and October in Shanghai. EUROVET is the undisputed world leader in lingerie and swimwear, with international events in Paris, New York, Shanghai, Hong Kong, Las Vegas, Cannes, and Moscow. It is also the French reference for sports textiles and equipment trade shows. www.eurovetamericas.com

June 24
Capsule
Paris
Through June 26
GTS Florida Expo
Orlando, Fla.
Through June 26

June 25
The Deerfield Show
Deerfield, Ill.
Through June 26
Chicago Apparel and Accessories Market
Chicago
Through June 27
Fashion Market Northern California
San Mateo, Calif.
Through June 27
SMOTA
Miami
Through June 27

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June 26

CALA

Denver

Through June 27

June 27

Fashion London SVP

London

Through June 28

June 28

KPNY, The 21st Annual Korean Textile Show

New York

Through June 29

Pitti Immagine Filati

Florence, Italy

Through June 30

June 30

India International Garment Fair

New Delhi, India

Through July 2

June TBA

ABC Salon (TBA)

Munich, Germany

Mercedes-Benz Fashion Week

Berlin (TBA)

Berlin

Michigan Women's Wear Market (TBA)

Livonia, Mich.

Offprice (TBA)

Miami

Tissu Premier (TBA)

City TBA, France

July 1

Playtime

Paris

Through July 3

July 2

Franca

São Paulo

Through July 5

Haute Couture

Paris

Through July 6

July 3

Spinexpo

Paris

Through July 5

July 4

Blossom Première Vision

Paris

Through July 5

Panorama

Berlin

Through July 6

Premium

Berlin

Through July 6

Seek

Berlin

Through July 6

July 5

Playtime

Berlin

Through July 8

July 6

Connections

Berlin

July 7

Connections

New York

Through July 8

ispo

Shanghai

Through July 8

July 8

TrendSet

Munich

Through July 10

Interfilière

Paris

Through July 10

Mode City

Paris

Through July 10

July 9

Modefabriek

Amsterdam

Through July 10

July 10

Swim Collective

Huntington Beach, Calif.

Through July 11

Hong Kong Fashion Week

Hong Kong

Through July 13

July 11

Milano Unica

Milan, Italy

Through July 13

Shirt Avenue

Milan, Italy

Through July 13

Atlanta International Gift & Home Furnishings Market

Atlanta

Through July 18

July 12

The ASI Show

Chicago

Through July 13

July 13

Agenda

Long Beach, Calif.

Through July 15

July 15

Designer Forum

New York

Through July 17

July 16

Bubble London

London

Through July 17

Hammock

South Beach, Fla.

Through July 18

MRket/VG

New York

Through July 18

Project, Project Sole, The Tents

New York

Through July 18

July 17

Avanprint

New York

Through July 19

Active Collective

Huntington Beach, Calif.

Through July 18

Capsule

New York

Through July 18

Apparel Sourcing USA

New York

Through July 19

Home Textiles Sourcing

New York

Through July 19

CMC

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

Texworld USA

New York

Through July 19

July 18

Première Vision

New York

Through July 19

Intermoda

Guadalajara, Mexico

Through July 20

Spinexpo

New York

Through July 20

Lineapelle New York

New York

Through July 21

July 19

DG Expo Fabric & Trim Show

New York

Through July 20

London Textile Fair

London

Through July 20

July 20

The NBM Show

Long Beach, Calif.

Through July 22

Jewelry, Fashion & Accessories Show

Rosemont, Ill.

Through July 23

Swim Miami

Miami

Through July 24

Market (LA Mart)

Los Angeles

Through July 24

July 21

California Marketplace, Kentia Collective

Los Angeles

Through July 24

July 22

SwimShow

Miami Beach, Fla.

Through July 25

Cabana

Miami

Through July 24

Dallas Men's Show

Dallas

Through July 24

July 23

Cobb Trade Show

Atlanta

Through July 24

JA New York

New York

Through July 25

Pure London

London

Through July 25

Philadelphia Gift Show

Oaks, Penn.

Through July 26

July 26

Outdoor Retailer

Salt Lake City

Through July 29

July 27

Gallery Shoes

Düsseldorf, Germany

Through July 29

July 29

Innatex

Frankfurt, Germany

Through July 31

July 30

Chicago Collective

Chicago

Through Aug. 1

ASDMARKETWeek

Las Vegas

Through Aug. 2

July 31

LA Fashion Market

Los Angeles

Through Aug. 3

LA Kids'Market

Los Angeles

Through Aug. 3

July TBA

Anteprima (TBA)

Milan

CALA (TBA)

TBA



AmericasMartAtlanta

Atlanta Apparel is the largest apparel market on the East Coast, offering thousands of contemporary and ready-to-wear women's, children's, and accessories lines all together in one location at one time. As the apparel and accessories collection of AmericasMart® Atlanta, it features an expansive—and growing—product mix, including contemporary, ready-to-wear, young contemporary, social occasion, bridal, activewear, resortwear, swim, lingerie, fashion jewelry, fine jewelry, shoes, handbags and more showcased in permanent showrooms and temporary exhibition booths. Atlanta Apparel presents five apparel markets and three specialty markets: WORLD OF PROM (prom, pageant, quinceañera, social occasion) each year and VOW I New World of Bridal twice each year. www.AmericasMart.com/apparel

Colombiamoda (TBA)

Medellín, Colombia

EIMI (TBA)

Bucaramanga, Colombia

Fashion Designers Expo (TBA)

Los Angeles

Homestextiles Sourcing (TBA)

New York

Liberty Fairs (TBA)

New York

Los Angeles Swim Week (TBA)

Los Angeles

Mercedes-Benz Fashion Week

Amsterdam (TBA)

Amsterdam

Prima Mu (TBA)

Milan, Italy

SoCal Materials Show (TBA)

Los Angeles

Aug. 1

Moda 360

Los Angeles

Through Aug. 2

New York Shoe Expo

New York

Through Aug. 2

Aug. 2

Atlanta Apparel & World of Prom

Atlanta

Through Aug. 6

➔ Trade Shows page 22

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Watches ■ Sterling Silver ■ Hats

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WE WELCOME FASHION JEWELRY
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AND VOLUME BUYERS

Sterling Solutions for the Industry's Credit Challenges

It's no secret that e-commerce in all its iterations has done a number on traditional bricks-and-mortar retail. And retailers themselves have sometimes set the stage for their own demise by opening too many stores, oversaturating the market. But even veteran watchers of apparel commerce have been taken aback by the number of retail bankruptcies recently.

John La Lota, president of the factoring and trade finance division of Sterling National Bank, is one such veteran. "We started to notice the trend in early 2016," he says, "but this year, according to sources, retail bankruptcies in the first three months were as high as all of 2016 and are on pace to being the highest since 2009."

It is, indeed, a tough marketplace out there. Manufacturers develop relationships over the years with their retail clients. To question whether or not to take on a contract because of concern over a retailer's finances is a dilemma of the first order.

"Nobody likes to walk away from a sale," La Lota acknowledges. "It's hard enough doing business in this market as it is, with continued pressure on margins and a shrinking customer base. In addition to risking losing a customer, they have to make a business decision on whether they can afford to take a credit loss."

Or not. This scenario is precisely one in which a savvy and creative factor can make the difference between profit and loss, preserving relationships between supplier and retailer, and keeping the product flow going for as long as possible.

Factoring has been a part of the apparel industry since its inception. In simple terms, a factor purchases a manufacturer's receivables and then collects what is owed from the buyer. An experienced and deeply staffed factor such as La Lota's group at Sterling National Bank can do much more.

"Our job is to protect and manage our clients' receivables," he says, which involves "an ongoing dialog and guidance." Sterling's resources include a full credit department dedicated to analyzing, reviewing, and otherwise following the financial trends of retailers. "We use that expertise to communicate with our clients," La Lota explains. "We keep them up-to-date on the customers we are watching."

When a manufacturer obtains an approval for an order through Sterling's system, Sterling will take on the credit risk, collect the receivables, and provide detailed daily reports.

In addition to providing financing, credit protection, and accounts receivable management, there are many intangible benefits.

For one, La Lota notes, it can help preserve relationships with their customers. "'I'd love to do business with you, but my factor won't approve your credit.' That can make it easier for them."

More to the point, Sterling's experience and wide-ranging client base gives it

exceptional bargaining positions. "We can sometimes negotiate with the customers," La Lota explains, "maybe work out special financial arrangements, such as a letter of credit, shorter terms, or some form of collateral or deposits, just to keep the flow of goods going to them."

Sterling also has expertise in working with private equity-backed companies. It was reported that more than half

the bankruptcy filings this year came from retailers previously purchased by private equity firms, whose financial information is not always public. In most of these cases the companies were highly leveraged and saddled with debt. "In many cases Sterling is able to obtain the information required to make a sound credit decision," La Lota says.

Sterling's ability to take on risk can save a company in ways it might not have foreseen. One risk "people tend to overlook is preference risk," La Lota says. If you were paid within 90 days of a bankruptcy filing, it is common for the trustee to demand you to pay back the entire amount. This can happen up to two or three years after a company files for bankruptcy. "That's a very big risk that could be financially devastating. If the invoices were factored, that risk could be eliminated," La Lota says.

"The suppliers have seen a long run of stability in the retail credit markets," La Lota notes, which has led to what he terms "a false sense of security" that is being challenged every day now. In the current economic climate, with a number of companies on the watch list for potential problems, the protection and expertise a factor like Sterling provides may just be the best smart play.

"Everyone needs to take this seriously," La Lota says. "The increase this year in bankruptcies are a warning sign and should be a wakeup call. They shouldn't wait until the last minute. If not currently factored, or have credit insurance on their customers, now is the time to consider it."



STERLING
NATIONAL BANK

Sterling National Bank
John La Lota
jllalota@snb.com
www.snb.com/factoring-trade-finance
(212) 575-4415

TRADE SHOWS

Continued from page 21

Aug. 4

Memphis Gift and Jewelry Show
Memphis
Through Aug. 6

Aug. 5

GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through Aug. 7

Wäsche Und Mehr

Koln, Germany
Through Aug. 7

Westcoast Trend Show

Los Angeles
Through Aug. 7

AGHA Melbourne Gift Fair

Melbourne
Through Aug. 9

Aug. 6

TRU Show

San Francisco
Through Aug. 7

Accessorie Circuit

New York
Through Aug. 8

Accessories The Show

New York
Through Aug. 8

Children's Club

New York
Through Aug. 8

CURVENEWYORK

New York
Through Aug. 8

Fame

New York
Through Aug. 8

Intermezzo

New York
Through Aug. 8

Moda

Birmingham, U.K.
Through Aug. 8

Moda

New York
Through Aug. 8

Playtime

New York
Through Aug. 8

Aug. 8

Printsource New York

New York
Through Aug. 9

Aug. 9

Copenhagen International Fashion Fair

Copenhagen
Through Aug. 11

Dallas Men's Show

Dallas
Through Aug. 11

FIG

Dallas
Through Aug. 11

Dallas Apparel & Accessories Market

Dallas
Through Aug. 12

Dye + Chem Bangladesh

Dhaka, Bangladesh
Through Aug. 12

International Yarn & Fabric Show

Dhaka, Bangladesh
Through Aug. 12

Kidsworld

Dallas
Through Aug. 12

Textech International Expo

Dhaka, Bangladesh
Through Aug. 12

Aug. 12

OffPrice

Las Vegas
Through Aug. 15

Aug. 13

Toronto Gift Fair

Toronto
Through Aug. 16

Sourcing at MAGIC

Las Vegas
Through Aug. 17

Aug. 14

Agenda

Las Vegas
Through Aug. 16

Capsule

Las Vegas
Through Aug. 16

Children's Club

Las Vegas
Through Aug. 16



Surf Expo is the largest and longest-running boardsports and beach/resort lifestyle trade show in the world. Produced annually in January and September, the show draws buyers from specialty stores, major chains, resorts, cruise lines, and beach rental companies across the U.S., the Caribbean, Central and South America, and around the world. The show is consistently awarded by the trade-show industry; most recently both the January and September show were ranked 95 and 96 of the largest trade shows in the U.S. by TSNN. Surf Expo is a trade-only event. Surf Expo is owned by Emerald Expositions, the largest operator of business-to-business trade shows in the United States, with its oldest trade shows dating back over 110 years. More information about Surf Expo can be found online at www.surfexpo.com.

Coeur

Los Angeles
Through Aug. 16

CURVELASVEGAS

Las Vegas
Through Aug. 16

FN Platform

Las Vegas
Through Aug. 16

PGA Expo

Las Vegas
Through Aug. 16

Pooltradeshow

Las Vegas
Through Aug. 16

Project

Las Vegas
Through Aug. 16

Project Women's

Las Vegas
Through Aug. 16

Stitch

Las Vegas
Through Aug. 16

The Collective

Las Vegas
Through Aug. 16

The Tents

Las Vegas
Through Aug. 16

WSA@MAGIC

Las Vegas
Through Aug. 16

WWD@MAGIC

Las Vegas
Through Aug. 16

WWIN

Las Vegas
Through Aug. 17

Aug. 16

NW Materials Show

Portland, Ore.
Through Aug. 17

Aug. 17

The NBM Show

Secaucus, N.J.
Through Aug. 19

Aug. 18

Northwest Shoe Travelers Market

Shakopee, Minn.
Through Aug. 20

New Orleans Gift and Jewelry Show

New Orleans
Through Aug. 21

Seattle Gift Show

Seattle
Through Aug. 21

Aug. 19

Atlanta Fashion Shoe Market

Atlanta
Through Aug. 21

NY Now

New York
Through Aug. 21

STYL/KABO

Brno, Czech Republic
Through Aug. 21

Aug. 20

Travelers Show

Philadelphia
Through Aug. 21

Fashion Market Northern California

San Mateo, Calif.
Through Aug. 22

Toronto Shoe Show

Toronto
Through Aug. 22

Aug. 21

Apparel Textile Sourcing Canada

Toronto
Through Aug. 23

Aug. 22

Playtime

Tokyo
Through Aug. 24

Stylemax

Chicago
Through Aug. 24

Aug. 23

NE Materials Show

Danvers, Mass.
Through Aug. 24

Travelers Show

Baltimore

Through Aug. 24

Intertextile

Shanghai
Through Aug. 25

Rocky Mountain Gift Show

Denver
Through Aug. 28

Aug. 25

Denver Apparel & Accessories Market

Denver
Through Aug. 27

Aug. 26

Boston Collective

Boxborough, Mass.
Through Aug. 28

Trendz

Palm Beach, Fla.
Through Aug. 28

Aug. 27

Michigan Shoe Market

Livonia, Mich.
Through Aug. 28

Travelers Show

Pittsburgh
Through Aug. 28

Couture

Las Vegas
Through Aug. 29



If your business is womenswear, **Womenswear In Nevada (WWIN)** is your show. Held semi-annually—with upcoming editions slated for Aug. 14–17, 2017, and Feb. 12–15, 2018—at the Rio Hotel & Casino, WWIN is the show for contemporary, traditional, missy, petite, plus, and tall resources. The show also features a tremendous selection of accessories—shoes, hats, purses, jewelry, belts, scarves, and more. More than 1,500 lines of top-name brands and emerging leaders. Custom-tailored for today's independent retailer, WWIN also offers a host of buyer amenities, including complimentary breakfast, lunch, and afternoon refreshments each day, deeply discounted hotel rates, educational programs, and more. www.wwinshow.com

Northstar Fashion Exhibitors

St. Paul, Minn.
Through Aug. 29

Alberta Gift Fair

Alberta, Canada
Through Aug. 30

New England Apparel Club

Marlboro, Mass.
Through Aug. 30

Aug. 28

Bodyfashion

Mijdrecht, Netherlands
Through Aug. 29

Coast

Miami
Through Aug. 29

Japan Jewelry Fair

Tokyo
Through Aug. 30

Las Vegas International Lingerie Show

Las Vegas
Through Aug. 30

Aug. 29

Spinexpo

Shanghai
Through Aug. 31

All China Leather Exhibition

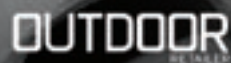
Hong Kong
Through Sept. 1

All China Leather Exhibition

Shanghai
Through Sept. 1

SAPICA

León, Mexico
Through Sept. 1



Outdoor Retailer brings together manufacturers, buyers, advocates, and media as the leading growth vehicle for the outdoor industry. Stores from around the world come to shop the largest collection of innovative gear, apparel, footwear, and accessories for the outdoor and lifestyle markets. Outdoor Retailer also provides and promotes retailer education, advocacy, responsibility, and critical face-to-face business initiatives within the outdoor industry. Consistently named among Trade Show News Network's 25 fastest-growing trade shows by attendance, Outdoor Retailer connects approximately 50,000 attendees on a semi-annual basis for its Summer and Winter Market shows and thousands more through its year-round online resources and platforms. Outdoor Retailer Summer Market will be held in Salt Lake City, July 26–29, with the All Mountain Demo held on July 25. www.outdoorretailer.com



DG Expo Fabric & Trim Show is a two-day show featuring U.S. and Canadian companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In addition to the two-day show, there is a three-day seminar program. Upcoming shows dates are July 19–20 in New York. Visit our website for details and to register. www.dgexpo.net



The trend driven and easy-to-shop **Fashion Market Northern California** is the largest open-booth show on the West Coast, with over 2,000 apparel and accessories lines. Our exhibitors showcase every category: European to contemporary to updated to juniors, plus a wide range of classic to trendy accessories. Every market offers complimentary continental breakfast, lunch coupons for buyers, and coffee and cookies in the afternoon—another plus! The buzz is that this is the show to attend! We are offering free parking to all buyers on Monday and Tuesday until 10 a.m. Buyers can turn in their receipts at the registration desk for reimbursement. Our popular “Late Night at FMNC” will continue—extended hours on Monday—to allow buyers to miss the evening traffic commute and enjoy complimentary wine or beer from 4 to 7 p.m. We invite any new buyer to come check us out—with a complimentary one-night stay at the Marriott during the show. Buyers get rewarded for shopping FMNC with our frequent-buyer program. Contact us for details. www.fashionmarketnorcal.com

August TBA

Art Hearts Fashion (TBA)

New York

CALA (TBA)

TBA

Capsule (TBA)

Paris

Cashmere World (TBA)

Hong Kong

Edit (TBA)

New York

Fashion Access (TBA)

Hong Kong

International Textiles Expo (TBA)

Las Vegas

JFW International Fashion Fair (TBA)

Tokyo

Lakme Fashion Week (TBA)

Mumbai, India

Mercedes-Benz Fashion Week

Sydney (TBA)

Sydney

Michigan Women's Wear Market (TBA)

Livonia, Mich.

Spinactive (TBA)

Shanghai

The Metropolitan New York Shoe, Footwear & Accessories Market (TBA)

Edison, N.J.

Sept. 1

Bread and Butter

Berlin

Through Sept. 3

Sept. 2

I.L.M. International Leather Goods Fair

Offenbach, Germany

Through Sept. 4

Sept. 3

Londonedge

London

Through Sept. 4

Sept. 5

BTS, Fast Fashion, Next Season, Pozna Fashion Fair

Pozna, Poland

Through Sept. 7

Munich Fabric Start

Munich

Through Sept. 7

Sept. 6

Indiana Women's Apparel Club

Plainfield, Ind.

Through Sept. 7

Premium Incentive Show

Tokyo

Through Sept. 8

Tokyo International Gift Show

Tokyo

Through Sept. 8

rooms35

Tokyo

Through Sept. 8

The One

Dallas

Through Sept. 9

Sept. 7

Dallas Total Home & Gift

Dallas

Through Sept. 9

Imprinted Sportswear Show

Orlando, Fla.

Through Sept. 9



IFJAG trade shows feature fashion jewelry and accessories direct from USA manufacturers and USA importers. Our exhibitions are formulated for volume buyers and are held in hotel suites to offer our buyers a private and professional environment. The upcoming Orlando, Fla., show runs Sept. 7–10, 2017, at the Embassy Suites by Hilton. You can pre-register at our website (www.ifjag.com). We offer our buyers discount hotel rates and a complimentary grand buffet lunch. We welcome new exhibitors who wish to participate in our shows.

Surf Expo

Orlando, Fla.

Through Sept. 9

IFJAG

Miami

Through Sept. 10

Trends The Apparel Show

Edmonton, Canada

Through Sept. 10

Sept. 8

Norton's Apparel, Jewelry & Gift Market

Gatlinburg, Tenn.

Through Sept. 9

The NBM Show

Denver

Through Sept. 9

Western Imprint Canada Show

Calgary, Canada

Through Sept. 9

International Western/English Apparel & Equipment Market

Denver

Through Sept. 10

Premiere Classe

Paris

Through Sept. 11

Sept. 10

Interfilière

New York

Through Sept. 11

Luggage, Leathergoods, Handbags & Accessories Show

Toronto

Through Sept. 11

Riviera by Mode City

Cannes, France

Through Sept. 11

SMOTA

Miami

Through Sept. 11

Profile Show

Toronto

Through Sept. 13

Sept. 11

MosShoes

Moscow

Through Sept. 14

Sept. 12

Dye + Chem Brazil

São Paulo

Through Sept. 14

International Yarn & Fabric Show

São Paulo

Through Sept. 14

Trendz West

Palmetto, Fla.

Through Sept. 14

VOW

Atlanta

Through Sept. 14

International Casual & Accessories Market

Chicago

Through Sept. 15

Sept. 13

Asia's Fashion, Jewellery and Accessories Fair

Hong Kong

Through Sept. 16

Hong Kong Jewellery & Gem Fair

Hong Kong

Through Sept. 17

Sept. 14

Indianapolis Children's Show

Indianapolis

Through Sept. 15



Republic Business Credit is an independently owned commercial finance company, headquartered in New Orleans, with regional offices in Los Angeles, Chicago, and Houston. Offering factoring and ABL, with seasonal over-advances, we focus on tailoring finance solutions to fit our clients' needs. At Republic, we are proud of our can-do, flexible attitude and our emphasis on responsiveness. www.republicbc.com



Playtime New York offers a curated domestic and international selection of today's best children's brands in a creative and warm work environment. "Playtime New York has become a hub for the very best children's brands."—Babyology. "After 30 years in the baby business and attending many disappointing shows, I found Playtime to be fabulous! As a buyer I am always looking for new and creative lines. At Playtime I found them!"—Denny's/J&S. Boy+girl, Caramel, Go Gently Baby, Little Goodall, Rylee & Cru, Misha & Puff, Mini Rodini, Molo, Oeuf, Tuchinda and Ovale already confirmed their participation in next edition, which will take place Aug. 6–8 at the Metropolitan Pavilion, New York. Other shows are July 1–3 in Paris, July 5–6 in Berlin and Aug. 22–24 in Tokyo. Check out details and pre-register for free: www.iloveplaytime.com

Sept. 15

Billings Market Association

Billings, Montana

Through Sept. 17

Hawaii Market Merchandise Expo

Honolulu

Through Sept. 17

International Yarn & Fabric Show

Sri Lanka

Through Sept. 17

London Fashion Week

London

Through Sept. 19

Mercedes-Benz Fashion Week

Madrid

Through Sept. 19

Sept. 16

Axis at Capsule

New York

Through Sept. 18

Capsule

New York

Through Sept. 18

Designers and Agents

New York

Through Sept. 18

Designers at the JW Marriott

Essex House

New York

Through Sept. 18

GTS Florida Expo

Orlando, Fla.

Through Sept. 18

Off-Price

London

Through Sept. 18

Accessories The Show

New York

Through Sept. 19

Coterie/Sole Commerce

New York

Through Sept. 19

Fame

New York

Through Sept. 19

Moda

New York

Through Sept. 19

Pooltradeshow

New York

Through Sept. 19

Sourcing@Coterie

New York

Through Sept. 19

Stitch

New York

Through Sept. 19

Micam

Milan, Italy

Through Sept. 20

Mipel

Milan, Italy

Through Sept. 20

Sept. 18

Apparel Sourcing Paris

Paris

Through Sept. 21



Finance One, Inc. is a commercial finance company specializing in creating unique financial solutions for small- to mid-size businesses. We offer full-service factoring and receivable management services at the most competitive rates, all while maintaining premium quality. By offering a wide array of services, our experienced staff assures our clients' assets are secure. We are undaunted by any challenge, and with a 17-year track record of success, there's no doubt as to why our motto is "Win/Win Factoring." tae.chung@finone.com

Continued from page 24

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www.hanafinancial.com

TRADE SHOWS

Continued from page 23

Texworld

Paris
Through Sept. 21

Kingpins China City Tour

China
Through Sept. 22

Sept. 19

Première Vision

Paris
Through Sept. 21

Sept. 20

Heimtextil Russia

Moscow
Through Sept. 23

Bisutex, Intergift, Madridjoya

Madrid
Through Sept. 24

Momad Metropolis, Momad

Shoes
Madrid
Through Sept. 24

Sept. 21

Osaka International Gift Show

Osaka, Japan
Through Sept. 22

Sept. 22

Imprinted Sportswear Show

Fort Worth, Texas
Through Sept. 24

The One Milano-Mifur, Mipap

Milan, Italy
Through Sept. 25



White Oak Commercial Finance

(WOCF) (Formerly Capital Business Credit/ Capital Factors) is a commercial finance company servicing the small-to middle-market enterprises by providing diversified credit products. The company's financial packages include: Factoring, Asset-Based Lending, Inventory financing, Term loans, and Trade Finance. WOCF is based in San Francisco, with offices in Los Angeles; New York; Charlotte; Fort Lauderdale, Hong Kong and Shanghai. www.whiteoaksf.com

Sept. 23

White

Milan, Italy
Through Sept. 25

Sept. 24

Syracuse Super Show

Syracuse, N.Y.
Through Sept. 25

Arizona Apparel, Accessories,

Shoes & Gift Show

Phoenix
Through Sept. 26

Market (LA Mart)

Los Angeles
Through Sept. 26

The Deerfield Show

Deerfield, Ill.
Through Sept. 26

National Bridal Market

Chicago
Through Sept. 27

Sept. 25

Sourcing at LA Textile

Los Angeles
Through Sept. 27

Atlanta Fall Design Week

Atlanta
Through Sept. 29

Sept. 26

Kansas City Apparel & Accessory

Market
North Kansas City, Mo.
Through Sept. 27

Ready to Wear

Paris
Through Oct. 3

Sept. 27

Interfilière

New York
Through Sept. 28

Sept. 28

Première Classe

Paris
Through Oct. 1

Sept. 29

Tranoi

Paris
Through Oct. 2

Sept. 30

GTS Jewelry & Accessories Expo

Greensboro, N.C.
Through Oct. 2

September TBA

CentreStage (TBA)

Hong Kong

CIFF (TBA)

Shanghai

GTS (TBA)

Kansas City

Melange (TBA)

Los Angeles

Milano Unica (TBA)

Milan, Italy

The Sourcing Connection (TBA)

Paris

Oct. 2

LA Majors Market

Los Angeles
Through Oct. 4



Interfilière is the proven platform for making contacts and doing business. It's the place where all the professionals from the international market come together. The trade show is an incubator for progressive thinking and an accelerator for trends. Interfilière explains what consumers want and anticipates evolutions in growth markets. More than ever before, it's the reflection of a constantly changing international market that's driven by innovation and performance. Show dates are July 8-10 in Paris and Oct. 10-11 in Shanghai. www.eurovetamerica.com



Hana Financial

Established in 1994, Hana Financial is a specialized nonbank financial institution that offers factoring, asset-based lending, SBA lending, home mortgage banking, investment banking, wealth management, and insurance services. Hana Financial evolved from a local startup serving a niche market of Southern California to a top 10 factor in the U.S. and a member of Factors Chain International, with offices in Los Angeles and New York. 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.

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Goodman Factors

Since 1972

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with our clients to tailor financial solutions that can help
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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

TRADE SHOWS

Goodman Factors

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. www.goodmanfactors.com

LA Textile + Sourcing

Los Angeles
Through Oct. 4

Luxe Pack

Monaco
Through Oct. 4

Surplus at Majors

Los Angeles
Through Oct. 4

Oct. 3

OC.Mix

Irvine, Calif.
Through Oct. 4

Oct. 4

Lineapelle

Milan, Italy
Through Oct. 6

Oct. 5

Coast

Nashville, Tenn.
Through Oct. 6

Fashion Week San Diego

La Jolla, Calif.
Through Oct. 8

Oct. 7

Couture

New York
Through Oct. 9

Oct. 8

Travelers Show

Philadelphia
Through Oct. 10

Oct. 9

Capsule

Los Angeles
Through Oct. 10

IWAC Michigan Clare Apparel Group

Clare, Mich.
Through Oct. 10

ALT, Emerge, Select, Transit

Los Angeles
Through Oct. 11

Coeur

Los Angeles
Through Oct. 11

Contemporary Curves

Los Angeles
Through Oct. 11

Designers and Agents

Los Angeles
Through Oct. 11

LA Fashion Market

Los Angeles
Through Oct. 12

LA Kids' Market

Los Angeles
Through Oct. 12

Oct. 10

Interfilère

Shanghai
Through Oct. 11

LA Men's Market

Los Angeles
Through Oct. 11

SGIA Expo

New Orleans
Through Oct. 12

Yarn Expo

Shanghai
Through Oct. 13



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Oct. 11

Interfilère

Shanghai
Through Oct. 12

Chic

Shanghai
Through Oct. 13

Inter textile

Shanghai
Through Oct. 13

FashionNXT

Portland, Ore.
Through Oct. 14

Atlanta Apparel

Atlanta
Through Oct. 15

Oct. 12

Jewelry, Fashion & Accessories Show

Rosemont, Ill.
Through Oct. 15

Oct. 15

Travelers Show

Pittsburgh
Through Oct. 16

Denver Apparel & Accessories Market

Denver
Through Oct. 17

Fashion Market Northern California

San Mateo, Calif.
Through Oct. 17



Merchant Factors Corp., conveniently located near the garment center, offers traditional non-recourse factoring. Our local management team offers very quick responses to all inquiries and flexibility to meet our clients' needs. Established in 1985 with offices in Los Angeles and New York, we pride ourselves on strong client relations. www.merchantfactors.com

➔ Trade Shows page 26



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Continued from page 25

New England Apparel Club
Marlboro, Mass.
Through Oct. 18

Oct. 17
Coast
Miami
Through Oct. 18

Axis at Capsule
Los Angeles
Through Oct. 19

Connections
London
Through Oct. 19
JITAC European Textile Fair
Tokyo
Through Oct. 19

Oct. 18
Première Vision Istanbul
Istanbul
Through Oct. 20

Oct. 20
Manila F.A.M.E. International
Pasay City, Philippines
Through Oct. 22

Oct. 21
Stylemax
Chicago
Through Oct. 24



Avanprint USA aims to bring together digital printing pioneers and North America's top apparel design and sourcing professionals over the course of three days in New York City. As a joint partnership with World Textile Information Network (WTIN), this new trade platform will showcase the latest innovations in digital textile printing technology, including: machinery, inks, software, services, and more. Avanprint USA will also provide attendees a rare opportunity to connect directly with market leaders in the digital printing industry in order to understand the advantages that advanced printing technology can provide throughout their design process and ultimately, to their bottom line. Show dates are July 17–19. www.avanprintusa.com



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Oct. 22
International Jewelry and Merchandise Show
New Orleans
Through Oct. 23
Travelers Show
Baltimore
Through Oct. 23
Oct. 24
New England Apparel Club
Hyannis, Mass.
Through Oct. 25

Oct. 25
Dallas Apparel & Accessories Market
Dallas
Through Oct. 28
Kidsworld
Dallas
Through Oct. 28
Kingpins
Amsterdam
Through Oct. 26
Travelers Show
Ocean City, Md.
Through Oct. 26
FIG
Dallas
Through Oct. 27
Oct. 26
The NBM Show
Charlotte, N.C.
Through Oct. 28
Oct. 28
Trendz
Palm Beach, Fla.
Through Oct. 30

Oct. 29
JA New York
New York
Through Oct. 31
Northstar Fashion Exhibitors
St. Paul, Minn.
Through Oct. 31

Oct. 31
New England Apparel Club
Portland, Maine
Through Nov. 1
Texfusion
London
Through Nov. 1

October TBA
Art Hearts Fashion (TBA)
Los Angeles
Brand Assembly (TBA)
Los Angeles
CALA (TBA)
TBA
Chic (TBA)
Shanghai
Children's Club (TBA)
New York
China Sourcing Fair (TBA)
Hong Kong
China Yiwu International Exhibition on Knitting & Hosiery Machinery (TBA)
Zhejiang Yiwu, China
DG Expo Fabric & Trim Show (TBA)
TBA
Exponoivos (TBA)
Lisbon
Interfilieri (TBA)
Shanghai
ITMA Asia + CITME (TBA)
Shanghai



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

LA Men's Market (TBA)
Los Angeles
London Textile Fair (TBA)
London
Made in France Première Vision (TBA)
Paris
Mercedes-Benz Fashion Week Istanbul (TBA)
Istanbul
Modama (TBA)
Guadalajara, Mexico
Plug In (TBA)
Tokyo
Portland Fashion Week (TBA)
Portland, Ore.
Source British (TBA)
Los Angeles
Style Fashion Week (TBA)
Los Angeles
Tranoï (TBA)
New York
Nov. 2
Mid-South Jewelry and Accessories Fair
Memphis
Through Nov. 5



Sterling National Bank is equipped to provide solutions beyond traditional banking, offering a range of specialty finance options. These flexible forms of financing help companies that are experiencing fast growth, are recovering from a difficult year, sell directly to retailers, have seasonal needs, or are undercapitalized and finding it challenging to obtain a line of credit from a bank to provide the necessary additional resources to support their business. Sterling offers specific expertise in a number of lending categories that many other middle-market providers do not offer. We've been building strong relationships in the specialty finance business for decades, serving clients through changing markets. With the resources of a large bank and the high-touch service typically only experienced at small banks, Sterling takes a personalized and strategic approach to serving every client, becoming a true collaborator for growth. Clients are connected to experts and decision-makers within each field who will help determine the solution that's right for their business. Please contact John LaLota, (212) 575-4415 for more information. www.snb.com

Nov. 7
Atlanta Fall Immediate Delivery Show
Atlanta
Through Nov. 9
Nov. 10
Hawaii Market Merchandise Expo
Honolulu
Through Nov. 12
Nov. 11
Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through Nov. 13
Nov. 14
Denim Première Vision
Paris



A California Apparel News Special Section

Trade Shows

May 2017

2017

Q&A Feature:
Open for Business: Trade-show organizers gear up for the shows

Shop and Dine:
LA, New York, San Francisco, Las Vegas, Miami, Atlanta and Dallas

Trade Show Calendar



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Nov. 16
Chicago Apparel and Accessories Market
Chicago
Through Nov. 17
Nov. 17
GTS Florida Expo
Orlando, Fla.
Through Nov. 19
Nov. 27
ShanghaiTex
Shanghai
Through Nov. 30
Nov. 29
Kingpins
Amsterdam
Through Nov. 30
New York Shoe Expo
New York
Through Dec. 1
Nov. 30
Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through Dec. 3
November TBA
Bodyfashion (TBA)
Mijdrecht, Netherlands
CALA (TBA)
TBA
China International Gold, Jewellery & Gem Fair (TBA)
Shanghai
Connections (TBA)
TBA
Denim Première Vision (TBA)
Paris



Dallas Apparel & Accessories Markets are held five times each year at Dallas Market Center. Located in one of the country's fastest-growing regions, Dallas Market Center brings together thousands of manufacturers and key retailers in an elevated trade show environment. Featuring 500 permanent showrooms and over 1,000 temporary booths, including expanded contemporary lines and resources, Dallas Market Center is where style starts. For the latest news and upcoming market dates, visit Dallas Market Center's website. www.dallasmarketcenter.com

Destination Africa (TBA)
Cairo
DG Expo Fabric & Trim Show (TBA)
San Francisco
Dye + Chem Indonesia (TBA)
Jakarta, Indonesia
Hong Kong International Jewelry Manufacturers' Show (TBA)
Hong Kong
India Leather Days (TBA)
Offenbach, Germany
International Yarn & Fabric Show (TBA)
TBA
Istanbul Leather Fair (TBA)
Istanbul
JFW Japan Creation (TBA)
Tokyo
Michigan Women's Wear Market (TBA)
Livonia, Mich.
Modaprima (TBA)
Florence, Italy
NW Trend Show (TBA)
Seattle
Ocean City Resort Gift Expo (TBA)
Ocean City, Md.
Premium Textile Japan (TBA)
Japan
San Diego Apparel Accessories, Show & Gift Show (TBA)
San Diego
San Francisco Cash and Carry Show (TBA)
San Francisco
Textech International Expo (TBA)
TBA
Tissu Premier (TBA)
Lille, France



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 YuniquePLM™ 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. www.gerbertechnology.com



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On the Cover: Sioni vest, Adiva blouse and Sound Style by Beau Dawson jean on the runway at Directives West. Photo by Norman Zeller

All show dates are verified prior to publication but are subject to change. Highlights are provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the International Trade Show Calendar.



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18 | 19
AUTUMN
WINTER