

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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# 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](http://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 Parson'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](http://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](http://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](http://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](http://www.texworldusa.com)

[www.apparelsourcingshow.com](http://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](http://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](http://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](http://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](http://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](http://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

## LOS ANGELES FASHION MARKET

JUN 5-8  
JUL 31 - AUG 3  
OCT 9-12

Presenting the LA Fashion District's largest selection of brands in Showrooms & Tradeshows hosted at the CMC.

[CMCDTLA.COM/MARKET](http://CMCDTLA.COM/MARKET)

## CMC SHOWROOMS

JUN 5-8  
JUL 31 - AUG 3  
OCT 9-12

Find hundreds of apparel, accessories & lifestyle brands for Women, Men & Kids throughout the CMC.

[CMCDTLA.COM/SHOWROOMS](http://CMCDTLA.COM/SHOWROOMS)

## SELECT x *emerge*

JUN 5-7  
OCT 9-11

Showcasing premium Women's & Lifestyle Collections from established & emerging brands at LA Market.

[SELECTTRADESHOW.COM](http://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](http://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](http://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](http://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](http://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](http://LATEXILETRADESHOW.COM)

[CMCDTLA.COM/CALENDAR](http://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](http://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](http://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](http://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](http://www.americanevents.com)  
[www.thematerialshows.com](http://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**





# CURVE

MODE LINGERIE AND SWIM  
**NEW YORK — LAS VEGAS**

JAVITS CENTER  
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MANDALAY BAY  
CONVENTION CENTER

AUGUST

SUN 06

MON 14

MON 07

TUES 15

TUES 08

WED 16

SPRING  
SUMMER  
2018



# INTERFILIÈRE

NEW YORK

27 28  
SEPT. 2017

The Tunnel

THE #1 TEXTILE &  
SOURCING SHOW  
FOR INTIMATES,  
SWIM AND ACTIVE.



HAT: HELEN KAMINSKI, SKIRT: TRACY REESE, COAT: NVSCO,  
TOP: OST, NECKLACE: ORIENTAL ARTS CO., HANDBAG: O BAG



## DALLAS APPAREL & ACCESSORIES MARKET JUNE 14-17

WHERE STYLE STARTS



DALLAS MARKET CENTER  
60<sup>TH</sup> 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](http://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](http://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.

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**PUBLISHED BY**  
TLM PUBLISHING INC.  
**APPAREL NEWS GROUP**  
Publishers of:  
California Apparel News  
Waterwear  
Decorated  
**EXECUTIVE OFFICE**  
California Market Center  
110 E. Ninth St., Suite A777  
Los Angeles, CA 90079-1777  
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PRINTED IN THE U.S.A.







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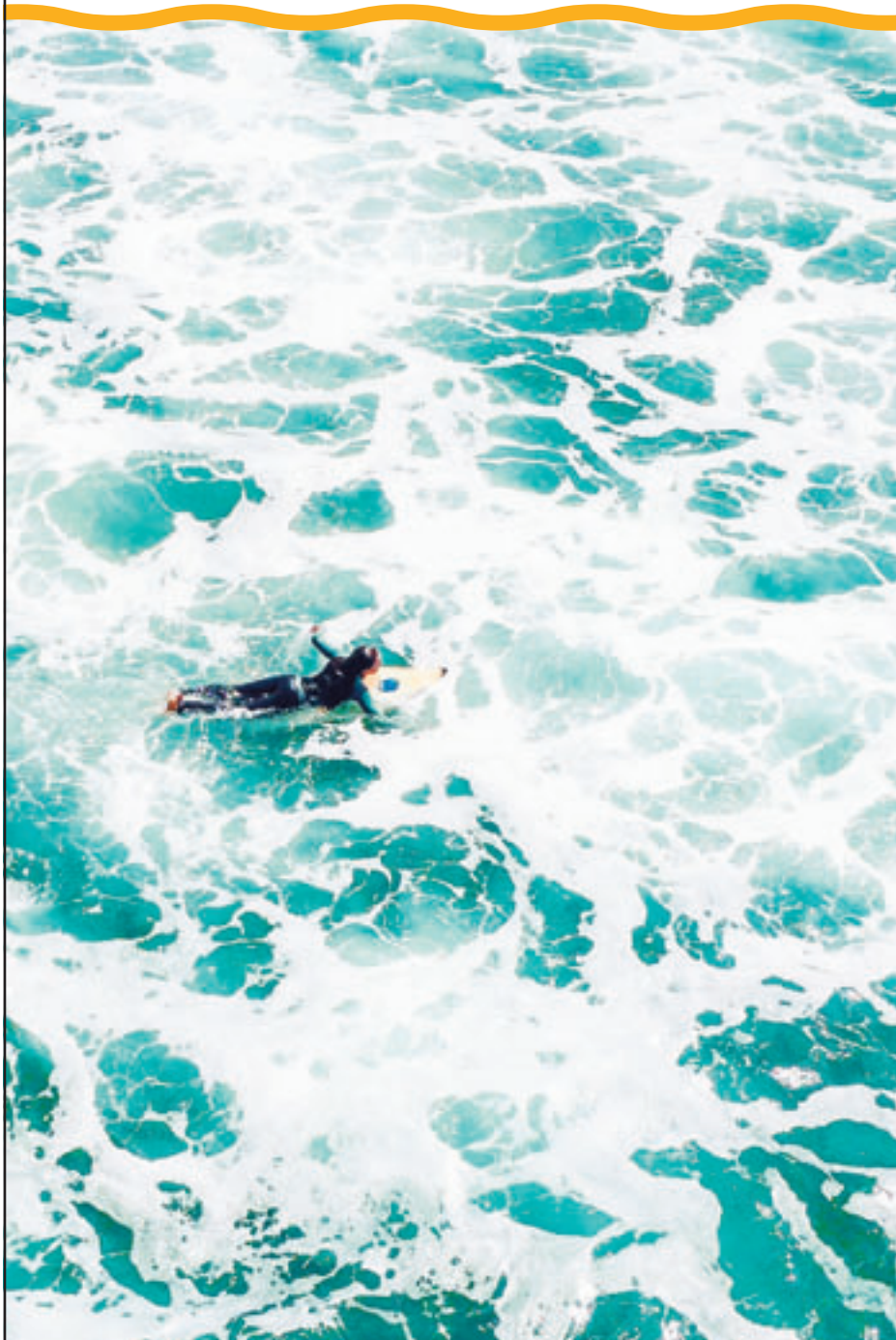
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## Q&A FEATURE

### Q&A Feature *Continued from page 8*

#### Andrew Olah

Founder

Kingpins

[kingpinsshow.com](http://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](http://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](http://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](http://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](http://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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# 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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)

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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](http://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](http://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



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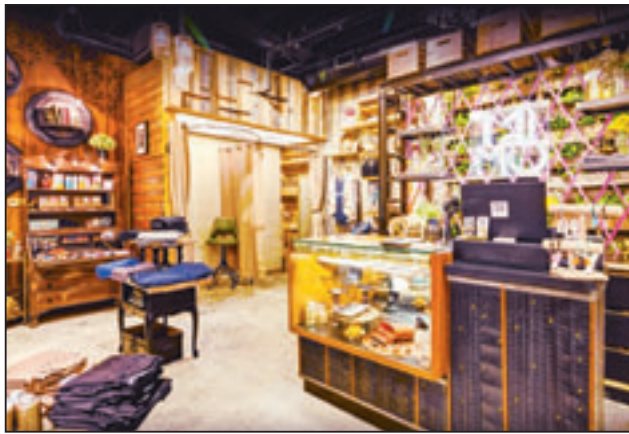
[www.iloveplaytime.com](http://www.iloveplaytime.com)

## 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](http://www.mimomarket.com)



Mimo Market



Olla

### Olla

1233 Lincoln Rd.  
(786) 717-5400  
[www.ollamiami.com](http://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.shopswhank.com](http://www.shopswhank.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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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](http://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](http://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](http://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](http://www.arizonaapparelshow.com) or [www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com) or email [info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com) or [chinds@sandiegoapparelshow.com](mailto: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](http://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  
**WWSRA Northwest Summer Preview**  
Portland, Ore.  
Through June 22  
**WWSRA 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](http://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

1,100 brands (and counting). One community.

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## Asia's Premier Fashion Week

A statutory body established in 1966, the **Hong Kong Trade Development Council** (HKTDC) is the international marketing arm for Hong Kong-based traders, manufacturers, and service providers. Our mission is to create opportunities for Hong Kong companies. With our network of more than 40 offices worldwide and the city's natural business advantages, we provide a range of services to help global trade and promote Hong Kong as a platform for doing business with China and throughout Asia. [www.hktdc.org](http://www.hktdc.org), [los.angeles.office@hktdc.org](mailto:los.angeles.office@hktdc.org), or (213) 622-3194

**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**

**Francaal**

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](http://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](http://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

# IFJAG™ INTERNATIONAL FASHION JEWELRY & ACCESSORY GROUP

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& ACCESSORY BUYERS,  
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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**  
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**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](http://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](http://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**

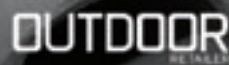
Hong Kong  
Through Sept. 1

**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 yearround 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](http://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](http://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](http://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](http://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](http://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](http://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



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*Continued from page 24*

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## 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](http://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



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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](http://www.hanafinancial.com)



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#### 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

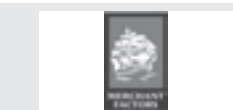
Pittsburgh  
Through Oct. 16

#### 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](http://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

**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

**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](http://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

**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

**Textfusion**  
London  
Through Nov. 1

**October TBA**  
**Art Hearts Fashion (TBA)**  
Los Angeles

**Brand Assembly (TBA)**  
Los Angeles

**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

**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



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**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



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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

**ALA (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](http://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



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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

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**18 | 19**  
AUTUMN  
WINTER