

CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 72 YEARS

\$2.99 VOLUME 73, NUMBER 28 JULY 7-13, 2017



ALISON A. NIEDER

Italian mills Candiani and Gruppo Albini joined forces to showcase innovation in Italian denim design at the Candiani Los Angeles Design Center in downtown Los Angeles. For more from the event, see page 6.

MID-YEAR FINANCIAL REVIEW

Solid Economic Growth Pushes Online Sales With Traditional Stores Revamping Their Fleet

By Deborah Belgum *Senior Editor*

Retail sales are inching forward this year with a strong nudge by online purchases fueled by millennials who prefer shopping on their smartphones and computers.

According to **Kiplinger**, a publisher of business forecasts and personal finance advice, e-commerce sales are expected to mushroom 15 percent this year, compared with 13 percent in 2016.

On the bricks-and-mortar side, in-store sales are only expected to rise at a 2 percent rate. Most challenged will

➔ **Finance** page 3

Fashion Business Inc. Shuttters After Nearly 20 Years

By Alison A. Nieder *Executive Editor*

After helping startup and growing apparel companies for nearly two decades, **Fashion Business Inc.** will shutter operations at the end of August.

The news came as a shock to many in the apparel industry, who heard about the closure shortly after founder Frances Harder informed the nonprofit organization's board of directors on July 2.

Harder started the organization in 1999 after a career spent teaching fashion design at the **Fashion Institute of Design & Merchandising, California Design College** and **Otis College of Art and Design** as well as creating her own designs for the likes of Priscilla Presley and the Sultan of Brunei.

After running into stumbling blocks with her own designs,

➔ **FBI** page 4

True Religion Files for Chapter 11 Bankruptcy Protection

By Deborah Belgum *Senior Editor*

True Religion, once a high-flying premium-denim brand so popular its blue jeans were constantly being knocked off by counterfeiters, filed for Chapter 11 bankruptcy protection on July 5 in U.S. Bankruptcy Court in Delaware.

The Los Angeles clothing company said it had \$483 million in outstanding debt. In a restructuring support agreement with lenders, True Religion said it will reduce its debt by \$350 million by converting loans into equity. The company expects to emerge from bankruptcy in 90 to 120 days and return to normal operations.

Meanwhile, the company will continue to operate without

interruption with the help of a loan from **Citizens Bank N.A.** for up to \$60 million.

"By dramatically improving our capital structure 24 months in advance of our term-loan maturity, we will continue business operations as usual and provide our employees and business partners the long-term stability they need," said John Ermatinger, president and chief executive of True Religion, in a statement. True Religion has 621 full-time employees and 1,084 part-time employees.

True Religion is just one of the latest apparel and retail ventures struggling to make it in a world where shoppers are

➔ **True Religion** page 2

BedHead Wakes Up With a New Owner

By Deborah Belgum *Senior Editor*

BedHead Pajamas, the nearly 20-year-old Los Angeles sleepwear company, has been acquired by **Komar** for an undisclosed price.

Komar—a New Jersey company started in 1908 that makes intimate wear, sleepwear and childrenswear—said BedHead will continue to operate as a distinct business unit and remain in Los Angeles while still manufacturing in the United States.

"Komar has the vision to help us to continue to build the BedHead brand while remaining true to the identity that we've worked so hard to build," said BedHead founder and owner Renee Claire in a statement. "We are excited about the possibilities and could not imagine a better home for BedHead."

Claire, who grew up in Canada, moved to Los Angeles in 1981 after graduating from college with the idea of starting a dress company. For five years, she designed and made the

Renee Claire dress line until dresses started to go out of style in the late 1990s.

She was delivering what she thought was her last collection of dresses to a local retailer when she saw a pair of pajamas in the window of a boutique and thought she could design a better pair of PJs.

Quickly she learned to make her own colored and patterned cotton textiles and BedHead was born.

According to the pajama company, in three years it was producing more than 50,000 pairs of pajamas a year that were locally cut and sewn.

BedHead pajamas frequently have been seen on the large and small screen, including in TV shows such as "How I Met Your Mother," "Sex and the City," "The New Adventures of Old Christine" and "2 Broke Girls."

BedHead has a flagship store at 8663 W. Third St. in Los Angeles and is sold at more than 1,500 boutiques and department stores including **Neiman Marcus** and **Nordstrom**. ●

INSIDE

Where fashion gets down to businessSM



Retail Sales ... p. 3

Denim ... p. 6

New Resources ... p. 7

Swim Resources ... p. 8

Resource Directory ... p. 9

www.apparelnews.net



Home Shopping Network Is Being Acquired by QVC

Two big television shopping cable networks will now be one.

QVC has agreed to acquire HSN and its various home and apparel lifestyle brands for \$2.1 billion.

QVC parent Liberty Interactive already owns 38 percent of HSN shares and is acquiring the other 62 percent.

Competition is getting steeper for home-shopping programs on cable TV as more people gravitate to their mobile phones to shop for their favorite items—from jewelry and clothing to BBQ grills and patio tents. HSN and QVC also have e-commerce sites.

HSN, based in St. Petersburg, Fla., broadcasts to 95 million households in the United States via cable as well as online stream-

ing. It also sells home and apparel brands through its **Cornerstone** business, which markets products through catalogs, branded e-commerce websites and 14 retail and outlet stores. The Cornerstone brands include **Ballard Designs, Frontgate, Garnet Hill, Grandin Road** and **Improvements**.

On the Home Shopping Network, electronics and home goods made up 53.5 percent of sales, beauty and health products were 23.3 percent of sales, fashion and accessories were 15.3 percent of sales, and jewelry accounted for 7.9 percent of sales.

HSN reported \$3.56 billion in revenues in 2016, a 3 percent decline over the previous year. HSN's headquarters will remain in St. Petersburg and be overseen by QVC Presi-



QVC Chief Executive Officer Mike George, left, at last year's opening of the company's first West Coast distribution center in Ontario, Calif., pictured right



dent and Chief Executive Mike George.

"HSN founded the industry 40 years ago and helped it grow with exciting initiatives like **Shop By Remote** and media integrations with leading content producers. By creating the leader in discovery-based shopping, we will enhance the customer experience, accelerate innovation, leverage our resources and talents to further strengthen our brands, and redeploy savings for innovation and growth," George said in a statement. "As the prominent global video commerce retailer and North America's third largest mobile and e-commerce retailer, the combined company will be well-positioned to help shape the next generation of retailing."

QVC expects the merger to increase QVC's competitive edge; create cost reductions and revenue-growth opportunities;

boost more development in e-commerce and mobile and Internet platforms; optimize programming across five U.S. networks; cross market to better engage existing and potential customers; and improve financial options due to HSN's lower debt level.

The deal should close during the fourth quarter of this year.

Last year, QVC opened its first West Coast distribution center in Ontario, Calif. Scheduled to be at full capacity by 2020, the new D.C.—spread across 1 million square feet of space—is anticipated to handle more than 20 percent of QVC's total shipments. Eventually, the Ontario distribution center will employ 1,000 people. The Ontario D.C. will join a networks of distribution centers in Virginia, Pennsylvania, North Carolina and South Carolina.—*Deborah Belgium*



QVC started as a direct-to-consumer cable channel in 1986. The company has grown to also include programming across the world in places such as the United Kingdom, Germany, China and Japan as well as e-commerce operations and mobile shopping.

True Religion *Continued from page 1*

perusing the Internet for clothing rather than hitting the shopping malls.

For years, much of True Religion's expansion came from its own stores. At the time of its bankruptcy filing, True Religion had 128 stores—73 are full-price stores, 53 are outlet locations and two are **Last Stitch** stores. Another 11 stores are outside the United States. Its collections are also sold at nearly 500 locations in the United States, Mexico and South America, including **Nordstrom, Bloomingdale's, Saks Fifth Avenue** and e-commerce sites.

For its fiscal year ending Jan. 28, 2017, the company's direct-to-consumer sales netted \$273 million, or nearly 74 percent of revenues. Its wholesale business in the Americas brought in \$54 million, or nearly 15 percent of revenue.

The premium-denim trend was just starting to soar in 2000 when **7 For All Mankind** was launched in Vernon, Calif., by Peter Koral, Jerome Dahan and Michael Glasser. The brand name was one of the hottest labels around and was worn by several celebrities such as Victoria Beckham, Katie Holmes and Jessica Biel. It was not unusual to see price tags of up to \$300 for a pair of blue jeans.

In 2007, 7 For All Mankind was sold to **VF Corp.** for \$775 million. Under VF Corp.'s ownership, revenues at the label gradually declined. Last year, VF Corp. sold the premium-denim label and two other contemporary brands to **Delta Galil**, an Israeli-based clothing company, for \$120 million.

Another premium blue-jeans label born in Los Angeles was **J Brand**, launched in 2004 by Jeff Rudes and Susie Crippen. The blue-jeans label quickly soared to popularity and was even a favorite of Kate Middleton, the Duchess of Cambridge, who is married to the future King of England.

In 2012, a majority share of J Brand was sold for about \$290 million to **Fast Retailing**, the Japanese venture that is the parent company of retailer **Uniqlo**.

In court documents, True Religion said

things were going fine until 2013, the year revenues hit \$490 million. The company began experiencing declining sales caused by the general trend of consumers veering away from traditional retail to online shopping.

"The volume of retailers either going out of business, over-inventoried or closing a significant number of physical locations has created a highly competitive promotional environment," causing the denim company to resort to big sales to drive traffic, bankruptcy filings said.

Also, denim entered a down cycle in 2013, the company said, caused in part by the growth of the "athleisure" trend.

Competition also increased from emerging and established fast-fashion and low-priced apparel retailers, which put pressure on blue-jeans prices. When the company was at its peak several years ago, its blue jeans were selling for \$150 to \$250.

Also, the company said it tried to launch new product designs, but they didn't resonate with shoppers.

In 2015, the company hired several new executives. True Religion brought in John Ermatinger to take over as CEO and president. The company also hired a new chief marketing officer and a new vice president of sourcing, who shifted more production from the United States to offshore locations.

A big push was made to reduce costs by cutting back on travel expenses, sample spending and other measures. But in 2016, True Religion saw another reduction in customer traffic and business, which prompted it to close 20 unprofitable True Religion stores. The company has reduced by 25 percent the number of employees who work at the company's headquarters and has worked to streamline and reduce the time between design and product arriving on store shelves.

True Religion was cofounded in 2002 by Jeff Lubell, who aggressively grew the company. In 2013, he sold True Religion to **TowerBrook Capital Partners** for \$835 million. TowerBrook has made investments in companies such as **Jimmy Choo, Odlo, BevMo! and Phase Eight**. ●



SOLEIL CAPITALE



Providing Trade Finance to the textile and apparel industry for over 15 years.

- ☑ Letter of Credit
- ☑ Standby Letter of Credit (SBLC)
- ☑ Bank Guarantee

www.soleilcapitale.com

55 Wall Street
Suite 530
New York, NY 10003

(646)415-8261

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

Aussie Brand Gorman Opens in West Hollywood

After 18 years selling contemporary women's fashion in Australia and New Zealand, the **Gorman** brand opened its first U.S. store in West Hollywood, Calif., recently.

Located at 8483 Melrose Ave., the new Gorman shop is located near the stylish corner of Melrose and La Cienega Boulevard in the neighborhood of Melrose Place, which is the address of high-end boutiques **Marc Jacobs**, **The Row**, **Marni**, **Isabel Marant** and **Monique Lhuillier**.

Melbourne resident Lisa Gorman cultivated a reputation for making colorful, art-inspired clothes that are environmentally friendly. The company's website (www.gormanshop.com.au) offers styles such as colorful leggings, leather miniskirts and skirts leopard-print jackets, cardigans, pantsuits, and footwear. Price points are \$30 to \$700.

The brand also has produced collections with artists such as Dana Kinter of Adelaide, Australia. "Print and color have always been at the forefront of the brand, teamed with a unique assortment of collaborations with local and international artists," Lisa Gorman said in a statement.

The 3,480-square-foot shop features



COURTESY OF GORMAN

some of the tile work of the previous tenants. The space also features brick walls, an exposed wood ceiling and natural light coming from the roof's skylights.

One reason why Gorman opened its first U.S. store in Southern California is because the region has similar weather and culture to Australia, she said. "In terms of collections, there won't be a huge contrast compared with what we have available in Australia. We may have opposite seasons, but it's important to us that we remain authentic in our worldwide approach and collection availability with the brand, regardless of the hemisphere and location," Gorman said.

—Andrew Asch

June Sales Sunny for Some Retailers

Some retailers saw June gloom. Some experienced a positively sunny June.

Traditionally a month to clear out inventory before the Back-to-School season starts, some retailers posted gains or beat forecasts. Others experienced declines.

Zumiez Inc., a mall-based action-sports retailer, led the pack by posting solid gains of a 5.3 percent increase in same-store sales. It beat forecasts of a 1.1 percent increase predicted by the **Retail Metrics** market-research firm. The good comps rested on the strength of men's and juniors categories, said Adrienne Yih, an analyst for **Wolfe Research**. But the retailer's sales for hard goods, accessories and footwear dipped, according to Yih's July 5 research note on Zumiez.

The Buckle Inc. reported a same-store-sales decline of 5.8 percent. It beat Retail Metrics' forecast of an 8.3 percent decline. The mall-based denim retailer is currently suffering through two years of same-store-sales declines. However, Ken Perkins of Retail Metrics noted that the Buckle's June 2017 results represent its second-lowest decline in 18 months.

June was tough for **L Brands**, the parent brand of **Victoria's Secret**, **Pink**, **Henri**

Bendel and **Bath & Body Works**. It reported a same-store-sales decline of 9 percent. A company statement noted that L Brand's exit of swim and apparel categories hobbled the company's June performance. The exit from the categories pushed the month's sales performance down 7 percent-

June Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales %
change			
The Buckle	\$73.60	-5.9%	-5.8%
Cato Corp.	\$74.70	-15.0%	-16.0%
L Brands Inc.	\$1,213.00	-6.0%	-9.0%
Zumiez Inc.	\$72.20	+8.4%	+5.3%

Information from company reports

age points.

Specialty retailer **Cato Corp.** announced that its same-store sales declined 16 percent in June. John Cato, the chairman, president and chief executive officer of the Charlotte, N.C.-based retailer, forecast turbulence for Cato.

"Our negative sales trends persisted in June and the decline in sales continues to put severe pressure on merchandise margins and profitability. Second quarter and full year earnings will be significantly below last year," Cato said.—A.A.

MID-YEAR FINANCIAL REVIEW

Finance *Continued from page 1*

be department stores, whose sales are sliding as they shutter some of their underperforming emporiums, which have become relics from the past.

One of those is **Macy's**, which last year announced it would be closing 15 percent of its store fleet—or 100 stores. Some 68 of those stores are scheduled to be shuttered this year, including the Macy's at **Irvine Spectrum** in Irvine, Calif.

Looking to its real-estate holdings to generate money, Macy's is also planning to sell a portion of its large Chicago flagship with the hope of garnering \$100 million in revenue. By the end of this year, Macy's will have 600 outposts in its lineup compared with 800 in 2014.

Even though more people are working and salaries are up, shoppers are still being shy. "It is amazing when you look at how many dollars consumers are trying not to spend," said Britt Beemer, a retail expert who surveys thousands of shoppers every week for his **America's Research Group**. "They are still very cautious. They have a great view of the long-term future, but they are pessimistic about the short-term future."

Recent reports by the U.S. Commerce Dept. show that personal income rose 0.4 percent in May, up from 0.3 percent in April. But consumer spending rose just 0.1 percent in May after climbing 0.4 percent in both March and April.

The gap between the May increase in income and the increase in spending drove the U.S. savings rate to 5.5 percent, the highest since last September.

Even auto sales have downshifted. In June, for the fourth straight month, automakers reported lower new car sales. The U.S. auto industry hit record sales in 2016 with 17.55 million new vehicles sold. But industry experts are expecting that this year new car sales will total 16.6 million.

There are some bright spots. The **National Retail Fed-**

eration is reporting there has been strong activity at building-materials stores, which saw a 14.2 percent jump in sales in April compared to the previous year. Also showing robust movement were furniture and home-furnishing stores, which saw sales rise 6.7 percent during the same period. Clothing and accessories stores saw a 2.1 percent increase while sporting-goods stores were hit hard and saw a 2.9 percent decline in April sales over last year.

Moving forward

Economists are still trying to estimate how fast the U.S. economy will expand this year. Most are expecting modest gross domestic product growth in the range of about 2 percent, which is on par with the last seven years.

President Donald Trump previously forecasted a 3 percent GDP jump, but that seems unlikely. "The difference between 2 percent GDP growth and more optimistic

numbers is that a lot of people were banking on more things coming out of Washington, D.C., that would pump up the growth rate, but that hasn't come to pass," said Robert Kleinhenz, executive director of research at **Beacon Economics**. "But in 2017, we expect strong business investment spending. The last few years, business investment spending was pulled down by what was happening in the energy extraction/drilling sector. With lower prices for energy, there was less interest in doing new drilling, which was weighing

down business investment. That drag is not as pronounced this year, and that is helping GDP growth as well as investment in the housing industry."

This could be a banner year for business at the **Port of Los Angeles**, which is on track to process more cargo containers than ever. "Over the last couple of years, there was some economic weakness with our trading partners. That is less severe now. Even though they are not hitting on all cyl-

inders, at least they are doing better," Kleinhenz said.

The port last year handled 8.8 million 20-foot cargo containers, the most since the last banner year of 2006. This year, cargo-container traffic already is up 8.5 percent over last year.

At the same time, with the U.S. economy moving forward, imports are rising. In April, apparel and textile imports climbed 5.8 percent over last year. Nearly half of that came from China.

With the national unemployment rate at a 16-year low of 4.3 percent and the California unemployment rate slightly higher at 4.7 percent, economists wonder what effect this will have on salaries.

Many predict wages will rise to attract employees. In Los Angeles, wages have already increased with the minimum wage going up July 1 from \$10.50 an hour to \$12 an hour for companies that employ 26 or more workers. "Restaurants and hotels that employ minimum-wage workers are not going to pick up and move. They will have to make adjustments like raising their prices," Kleinhenz said. "Or they will adjust their staffing if they can't raise their prices."

The minimum-wage increase could lead some apparel companies to consider moving out of state or relocating to areas outside of Los Angeles County, Kleinhenz added.

Over the next few years, housing prices are expected to climb in California and across the country as demand outweighs supply.

Economist David Shulman of the **UCLA Anderson Forecast** noted that U.S. housing prices have rebounded since their low point in 2011. They are now up 44 percent and only 5 percent below the prior peak in 2006.

With more people staying longer in their homes, existing U.S. home sales remain well below their peak of 7 million units in 2005 compared to an estimated 5.5 million units this year.

While single-family housing starts are slow, construction of new apartment buildings is booming, Shulman noted. During the depths of the recession, only 112,000 apartment units were started in 2009. Last year that surged to 392,000 units. Now that retail-centric real estate is seeing higher vacancy rates due to online shopping, more investors are putting their money into apartments and condominiums.

Over the next three years, economists are expecting developers to add 400,000 units a year to the U.S. apartment community. Apartments have been popular because it is harder to get credit to buy a home, millennials prefer living in urban areas, and they are also delaying getting married and having children. ●

APPAREL AND TEXTILE EMPLOYMENT

Los Angeles County	May 2017	May 2016
Apparel manufacturing	35,100	38,900
Textile mills	4,900	5,600
Wholesale trade	26,900	26,900
California		
Apparel manufacturing	44,000	48,900
Textile mills	6,900	7,500
Wholesale trade	39,600	40,500

Source: California Employment Development Department

FBI

Continued from page 1

Harder said she saw a need for business education for fashion-industry professionals.

"I realized there's so much more to this than design," she said.

She taught continuing education courses and wrote the book "Fashion For Profit" and then teamed up with a partner who had connections with the city of Los Angeles. The first FBI office opened at **The New Mart**. After holding its first fashion show at the **Los Angeles Athletic Club**, FBI landed a \$250,000 grant from the **Los Angeles Department of Water and Power**.

Over the years, FBI received other government grants, but Harder said it's been challenging to get financial support from the city.

"It's a changing and challenging time," she said. "The unfortunate thing is, the city doesn't embrace an industry which is the largest employment sector in the world."

In addition to its business-to-business seminars and later B2B webinars, FBI also hosted runway shows and other networking events, including its annual **All Aboard Fashion Fundraiser** at **Union Station** in downtown Los Angeles.

Apparel-industry consultant Rob Greenspan has been a supporter and adviser for FBI and its members since the beginning.

"Over the past 19 years it has been my pleasure to support, help and advise FBI and its members," said Greenspan, who is the chief executive officer of **Greenspan Consult Inc.** "FBI has been unique in that it provided consultation services and education programs to help grow and support the apparel industry. From startup companies, helping displaced workers in the industry, branded companies, and, of course, our famous fashion shows FBI has been always there for its members. It has been a pleasure working with Frances Harder to support, develop and promote FBI. FBI helped out many people and companies in our industry."

Harder plans to continue to host B2B seminars at trade shows such as **Sourcing at MAGIC** and the **Los Angeles International Textile Show**. She will also continue to provide expert witness testimony for apparel-related lawsuits and will continue to act as an apparel-industry consultant for the

United Nations and private clients.

Many FBI members credit FBI with helping them launch and grow their apparel businesses.

Irvine, Calif.-based professional underwater photographer Bruce Elliott Rasner first encountered FBI when he was looking to create a swimwear line featuring imagery from his underwater photography. Harder and FBI Executive Director Trish Concannon suggested Rasner instead begin with scarves, which would better showcase his images. Rasner spent 20 years



FBI President Frances Harder with FBI Executive Chair Rob Greenspan and FBI Executive Director Trish Concannon at the All Aboard....LA's Fashion Platform event in 2014.

showing his photos in fine-art exhibitions but is now in the process of launching **Bruce Elliot Fashions**, which features his dramatic photography on silk and cashmere scarves, followed by apparel items such as tunics and caftans.

"Although I have talked to many people along the way, it wasn't really until Fashion Business Inc.—primarily Frances and Trish—who put me on the straight and narrow path," Rasner said. "They were terrific. They put on webinars that really educated me. When I had a question, I could always pick up the phone. They are just two great women and I think their business is going to be sorely missed by a lot of people. I'm very sad to

see them go."

Kathy D. Woods and her husband, Dana Michael Woods Sr., have been FBI members since 2012 and credit the organization with helping them build their **KWD** collection, a clothing line for little people.

"Because I'm not a designer by trade, [FBI] provided me with the tools and skills that I needed to launch, profit and maintain success," Kathy D. Woods said.

As a first-time fashion designer, Woods said she encountered a lot of unethical people looking to overcharge for their services.

"Because I was a novice in the fashion industry and I was the first 'Little Person Designer' to create a fashion line for little people, I had been ripped off so many times on my fashion-venture journey," she said. "After meeting Frances Harder, she and the organization became a safe haven for me."

Shazad Malik, co-owner of **Plush Cashmere**, said it was difficult to express the level of gratitude and appreciation he has for FBI.

"When you try to build a structure, FBI will guide you and make you well aware of all the materials, labor and services to ensure you have a strong platform to build upon. That's exactly what they have provided Plush Cashmere—a platform," he said. "They had an open-door policy for all emerging designers, including Plush, while constantly providing [encouragement] to attend educational, social media, industry speaker events for our benefit while introducing [us to] other brands and prospective clients."

Malik said his business partner in Nepal first met Harder at a United Nations event to assist Nepalese cashmere producers tap into the U.S. market.

Plush Cashmere originally launched in 2011 as a cashmere scarf collection but has since expanded to become a women's apparel collection. These days, Malik said, Plush Cashmere is doing a lot of pieces featuring digital printing on cashmere fabrics.

As an FBI member, Malik said he took advantage of FBI's webinars and networking opportunities, where members could exchange ideas and stories and look for opportunities to work together. The collection also participated in FBI runway shows, including the All Aboard show at Union Station.

"Frances and Trish are a great team," he said. "They have given us a lot of insight and exposure." ●

Everlane and Margaret O'Leary to Headline Dress for Success Gala in S.F.

To celebrate 12 years helping Bay Area women enter and succeed in the workforce, **Dress for Success San Francisco** has enlisted San Francisco brands **Everlane** and **Margaret O'Leary** for the nonprofit organization's annual gala fashion show.

The July 19 event, dubbed "Success: You Wear It Well," will be held at the **San Francisco War Memorial Green Room**.

In addition to designs by Margaret O'Leary and Everlane, the runway show will feature Dress for Success clients who have benefited from the organization's career programs. There will also be cocktails and tastings of food by top chefs—including **Nightbird's** Kim Alter, **The Alembic's** Rachel Aronow, **Bluestem Brasserie's** Lori Baker, **Black Cat's** Alicia Jenish-McCarron, **E&O Kitchen and Bar's** Sharon Nahm, **Mestiza's** Sophia Uong and **Dandelion Chocolate's** Lisa Vega. There will be hors d'oeuvres and small plates as well as music by DJ Page Hodel, two auctions—one silent and one live—and "stories of triumph." **Benefit Cosmetics** will style the models in the fashion show.

"We are very excited to celebrate the accomplishments of our local affiliate and are thrilled Dress for Success San Francisco has helped over 6,000 women since inception in 2006," said Renée Surcouf, executive director of Dress for Success San Francisco. "We look forward to providing career services to more women within our local community. Our annual event is a celebration of our clients, our community and our future."

Funds from the event support several programs, including Dress for Success San

Francisco's Suiting Program, the Job Search Program, the Professional Women's Group and the Career Center.

"Dress for Success San Francisco empowers women to secure employment, advance their career and change their lives and the lives of their families," Surcouf said. "Our organization provides a continuum of services so that we can address the needs of every woman at every stage of her career. Our annual event is an evening of inspiration and transformation as we celebrate our greatest achievements, the success stories of the women we serve and the lives we change as a result of our career programming."

Sponsors include **KPMG**, **Robert Half International**, **Capital One** and **DocuSign**.

Admission prices range from \$175 for Basic Black tickets up to \$250 for VIP tickets, which includes a gift and gift bag. The Success Sponsorship package is \$2,500 and includes eight tickets and all VIP benefits. For tickets and sponsorship information, visit <http://sanfrancisco.dressforsuccess.org/get-involved/events/annual-gala-fashion-show>.

Dress for Success San Francisco is a local affiliate of **Dress for Success Worldwide**, the international organization that assists working women. Dress for Success San Francisco works to "empower women to achieve economic independence by providing a network of support, professional attire and the development tools to help women thrive in work and in life."

For more information about the group, visit <https://sanfrancisco.dressforsuccess.org>.—Alison A. Nieder

Calendar

July 10

Hong Kong Fashion Week
Hong Kong Convention and Exhibition Centre
Hong Kong
Through July 13

July 11

Swim Collective
Hyatt Regency
Huntington Beach, Calif.
Through July 12

July 11

Milano Unica
Shirt Avenue
Milan, Italy
Through July 13

July 13

Agenda
Long Beach Convention Center
Long Beach, Calif.
Through July 14

July 16

Project The Tents
Project Sole
Vanguard Gallery
Javits Center
New York
Through July 18

July 17

Texworld USA
Apparel Sourcing
Hometextiles Sourcing
Avanprint
Javits Center
New York
Through July 19
Active Collective
Hyatt Resort & Spa
Huntington Beach, Calif.
Through July 18

Liberty Fairs
Javits Center
New York
Through July 19

Capsule
Javits Center

New York
Through July 18

July 18

Premiere Vision
Pier 94
New York
Through July 19

July 19

DG Expo
Penn Pavilion
New York
Through July 20

There's more
on ApparelNews.net.

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

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

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: **California Apparel News**, **Market Week Magazine**, **New Resources**, **Waterwear**, **New York Apparel News**, **Dallas Apparel News**, **Apparel News South**, **Chicago Apparel News**, **The Apparel News (National)**, **Bridal Apparel News**, **Southwest Images**, **Stylist** and **MAN (Men's Apparel News)**. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2017 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.



Candiani, Albiate 1830 and Matias Showcase Italian-Denim Innovation in LA

Albiate 1830, the denim division of Bergamo, Italy-based Italian mill **Gruppo Albini**, and Italian denim mill **Candiani** joined forces to create **FineFusions**, a collection that showcases “top Italian heritage, cutting-edge thinking and a virtuous spirit.”

The Italian mills turned to Los Angeles designer **Matias Sandoval**, owner of **Matias Denim**, to create a collection using fabrics from both companies.

The results were on display at the **Candiani Los Angeles Design Center** in downtown Los Angeles on June 30, where a group of local denim heads gathered to check out the collection, drop in on denim wash demonstrations and do a little DIY denim finishing of their own on special caps created using Candiani and Albiate 1830 fabrics. Party guests distressed their own caps before heading to the **Jeanologia** laser-finishing station to have custom messages etched into the final product.

LA denim brands make up a sizable percentage of business for Candiani, which has a similar Design Center at its headquarters in Robecchetto con Induno, Italy. Last year, Candiani opened the Los Angeles space to serve as an R&D center for U.S. denim labels to work with Candiani technicians on new wash techniques using equipment such as the Jeanologia laser-finishing machine, a spraying booth and stations for hand-finish-

ing jeans. According to the company, the Candiani Design Center uses less water than the standard dry cleaner.

—Alison A. Nieder



ITALIAN-MADE, LA-DESIGNED: Fashions made by LA-based Matias Denim and featuring fabric by Candiani and Albiate 1830 were displayed throughout the Candiani Los Angeles Design Center in downtown Los Angeles. Guests had the opportunity to hand-sand denim caps made from Candiani and Albiate 1830 fabrics and then take the caps over to the Jeanologia laser-finishing station to have the caps etched with custom messages.



ALISON A. NIEDER

YOUR LENDER OF CHOICE



WHITE OAK

COMMERCIAL FINANCE

(FORMALLY CAPITAL BUSINESS CREDIT / CAPITAL FACTORS)



- Asset-Based Lending
- Factoring
- Inventory Financing
- Term Loans
- Trade Finance

Rosario Jáuregui 213.226.5261 | Louis Sulpizio 213.226.5288
Gino Clark 213.226.5350 | www.whiteoaksf.com

LOS ANGELES | NEW YORK | SAN FRANCISCO | CHARLOTTE
FORT LAUDERDALE | HONG KONG | SHANGHAI



Hana Financial



FACTORING | ASSET BASED LENDING | SBA LENDING

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

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

www.hanafinancial.com

Latitude 10 Finds ‘In-Between’ Niche

There is a time in a woman’s life where she wants to wear juniors styles and trends but she is looking for silhouettes and clothes that an adult woman would wear, said Leslie Gardner, a career designer.

She serves as creative director for **Latitude 10**, a recently launched Los Angeles–based brand that plans to serve that in-between niche.

The new brand’s tops and dresses offer details such as tassels along with a style that Gardner described as a “trendy, free-spirited, California look.” It offers on-trend style touches such as off-shoulder tops but with more fabric covering the body. The brand intends to keep prices relatively low. Wholesale price points currently range from \$8 to \$19,



COURTESY OF LATITUDE 10



Rick Murray, left, and Leslie Gardner



said Rick Murray, the brand’s founder and chief executive officer. Murray and Gardner met when they both worked at Los Angeles–headquartered fashion company **One World Apparel**. Latitude 10 is named after an area in Central America on the Pacific coast of Costa Rica. It’s a favorite for surfers such as Murray.

The brand’s offices are located in the neighborhood of juniors brand **Stony Apparel Corp.** Dominating the skyline in their

neighborhood is the landmark **Sears** art-deco building in Los Angeles’ Boyle Heights neighborhood.

Latitude 10 made its official debut during the June fashion markets in New York City. The debut collection offers 120 pieces. Many items in the collection use prints made by Francis Spitta, who has spent a career designing prints and also teaches at the **Otis College of Art and Design**.

Spitta’s prints appear in tops and dresses in colorways Gardner described as “desert pastels” and “Palm Beach brights.”

Other pieces use knits and woven fabrics. Sublimation prints, crochets and embroideries will appear in the line later this year, Gardner said. Comfort is an important consideration for Gardner. She intends to make clothes in which women can look svelte, breathe easy but still be trend-right. If it sounds like a bal-

ancing act, Gardner guarantees that all of the competing considerations can find a happy harmony. “We keep the lines contemporary, but we make styles that feel like what is going on now,” she said. “Every time I design a dress, I’m shopping for that piece.”

Fabrics are sourced from India and China. The line is manufactured overseas. For more information, email debra@latitude10.net.

—Andrew Asch



The concept of factoring is simple:

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

Factoring Made Simple.

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

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

Goodman Factors

— Since 1972 —

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



When the aisles are packed your ads in California Apparel News will boost your exposure

Be seen by the waves of buyers, fashion icons, and the 100,000 industry decision-makers that attend Las Vegas Fashion Week, making the scene buzz with activity and traffic.

Reserve your advertising space in these issues.

July 28

Cover: LA Swim
New Lines
Miami Swim Week Wrap
Texworld Wrap
Premiere Vision Wrap

Las Vegas
Resource Guide
Industry Focus: Finance

Bonus Distribution

LA Fashion Market 7/31-8/3
AccessoriesTheShow/FAME/Moda
Manhattan 8/6-8
Curve NY 8/6-8
OffPrice Show 8/12-15
Sourcing@MAGIC 8/13-16
Agenda LV 8/14-16
CurveNV 8/14-16
POOL 8/14-16
Project 8/14-16
Project Women's 8/14-16
Stitch LV 8/14-16
WWD/MAGIC 8/14-16
WWIN 8/14-16
Liberty Fairs LV tba

August 4

Cover: Swim Trends
LA Market Wrap
Retail Roundtable

Fashion Advertorial
Sourcing & Fabric Special
Section with Tech

Bonus Distribution

OffPrice Show 8/12-15
Sourcing@MAGIC 8/13-16
Agenda LV 8/14-16
CurveNV 8/14-16
POOL 8/14-16
Project 8/14-16
Project Women's 8/14-16
Stitch LV 8/14-16
WWD/MAGIC 8/14-16
WWIN 8/14-16
Liberty Fairs LV tba

August 11

Cover: Runway
Technology
Denim Report
Street Scene
What's Checking
Made in America

Supply Chain Special
Section with Tech
Fashion Advertorial
Finance Advertorial
Made in America
Advertorial
Denim Advertorial

Bonus Distribution

OffPrice Show 8/12-15
Sourcing@MAGIC 8/13-16
Agenda LV 8/14-16
CurveNV 8/14-16
POOL 8/14-16
Project 8/14-16
Project Women's 8/14-16
Stitch LV 8/14-16
WWD/MAGIC 8/14-16
WWIN 8/14-16
Fashion Market Northern California
8/20-22
Liberty Fairs LV tba

CALIFORNIA
ApparelNews

Call now for special rates (213) 627-3737

THE APPAREL NEWS GROUP, 110 East 9th st. #A-777, Los Angeles, CA 90079 apparelnews.net



SWIM RESOURCES

Dock & Bay Dives Into Active With Eco-Friendly Collection

Lightweight, micro-fiber towel maker **Dock & Bay** has a new collection with a sustainable story behind it.

The company's Active Collection is made from a fabric that contains 30 percent recycled content made from plastic bottles. The new collection still features high-performance quick-dry features and follows the London-based company's clean, preppy aesthetic. Towels come in three sizes: small (40"x20"), large (63"x31") and extra large (78"x35"). Colors include rain-forest green, lagoon blue, mountain gray, dune orange and volcano red. Retail prices range from \$19 to \$30.

"We wanted to create a range of towels where the design really fit into the simplistic but high-end world of contemporary ac-



tivewear," said Andy Jefferies, Dock & Bay cofounder. "Our goal was to reinvent towels that people commonly use during workouts with a clean design and luscious feel while doing our bit for the world by offering a more sustainable product."

Founded in 2015, Dock & Bay makes compact microfiber towels for water sports, outdoor activities and the active lifestyle.

For more information, please visit www.dockandbay.com.—Alison A. Nieder



Patagonia's Bikinis, Boardshorts Hit the Fair-Trade Trail

Patagonia, the California outdoor-apparel company known as one of the first U.S. clothing companies to embrace the environment, is taking bikini and boardshorts production to a new level.

Starting with its Spring collections, the Ventura, Calif.-based venture is making all 48 styles of its bikinis and men's, women's and children's boardshorts in Fair Trade Certified factories, which is part of Patagonia's effort to support workers, elevate communities and do work in an equitable way.

"For a long time now, there's been too little transparency in the garment industry. When we buy clothing, we're often oblivious to the reality of how it was made—not to mention the true human and ecological costs of the manufacturing process," said Dave Rastovich, global surf activist at Patagonia. "The factories we rely on aren't just full of machines; they're also full of people with families, histories and futures who have been overlooked by the industry for far too long. Fair Trade extends a sense

of value, acknowledgment and respect to members of the human family who are often pushed to the margins."

Fair Trade Certified factories are required to adhere to Fair Trade USA's strict standards for safe working conditions and environmental responsibility. Fair Trade USA is a nonprofit that promotes sustainable livelihoods for farmers and workers and protects the environment.

For every product made at a Fair Trade Certified factory, Patagonia is paying a premium so that workers can elevate their living standards. Premiums from Patagonia purchases have been used to fund child-care programs and vouchers for medicine and household goods. At a factory in Los Angeles, workers voted for a dividend that equaled up to a week's pay.

In addition, Patagonia's surf and swim products incorporate recycled nylon or recycled polyester fabrics. The women's swimsuits and bikinis are printed using a laser process that minimizes fabric scraps and waste.—Deborah Belgum



Print +
Online +
Archives
= Total
Access

Get Yours
Today and
Save 75%!
call toll-free
(866) 207-1448

CALIFORNIA
ApparelNews



Action Sports Vet Smith Joins Boardriders

Nate Smith was named president of the Americas region for **Boardriders Inc.**, the Huntington Beach, Calif., parent company of **Quiksilver**, **Roxy** and **DC Shoes**.

Boardriders is the corporate name **Quiksilver Inc.** took after it emerged from Chapter 11 bankruptcy in 2016 and went private. Los Angeles-headquartered private equity firm **Oaktree Capital Management** was the majority stakeholder after Quiksilver emerged from bankruptcy.

Pierre Agnes, Boardriders' chief executive officer, said that Smith will help make the action sportswear company stronger. "Nate is a seasoned industry executive who will lead the company's business in the Americas toward accelerated growth. His distinctive leadership skills, strong business acumen and deep experience at leading

apparel and footwear companies is the right combination to drive Boardriders' transformation into its next phase," Agnes said.

Smith served as executive for action sports and action sports-friendly companies such as **Oakley**, **iPath** and **Patagonia**. He also earned an MBA from the **University of Chicago** and graduated from the **U.S. Naval Academy**.

Smith replaces Greg Healy. Healy will return to his native Australia to run Boardriders' Asia Pacific region. Healy started his U.S. stint two years ago, around the time Quiksilver declared bankruptcy.

"Greg made a huge sacrifice to uproot his family from Australia and move during a time of turmoil for the company. His leadership was critical to stabilizing the business and returning it to growth," Agnes said.—*Andrew Asch*

Resources Directory

FINANCE

Goodman Factors

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

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

Hana Financial, Inc.

1000 Wilshire Blvd., 20th Fl.
Los Angeles, CA 90017
(213) 977-7244
Fax: (213) 228-5555
www.hanafinancial.com
Contact: Kevin Yoon
kevin.yoon@hanafinancial.com

Products and Services: 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.

Soleil Chartered Bank

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

Products and Services: At Soleil Chartered Bank, we understand that it's not one size fits all. Soleil provides trade finance services for different industries

around the world. From textiles to raw commodities, Soleil's letters of credits and other financial instruments have helped importers and exporters achieve success in their businesses for over 13 years. We offer documentary letters of credit, standby letters of credit, bank guarantees and performance bonds. Soleil is a private bank offering competitive rates and personalized, effective straightforward service. Our textile portfolio includes clientele from China, Bangladesh, Korea, Thailand and the United States of America.

White Oak Commercial Finance

700 South Flower Street, Suite 2001
Los Angeles, CA 90017
Contact: Lou Sulpizio
(213) 891-1320
Fax: (213) 891-1324
www.whiteoaksf.com

Products and Services: 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.

FASHION

Agenda

www.agendashow.com
Products and Services: The Agenda trade show is a forum for the most inspired in the streetwear and action-sports industries to unite. Lines speak for themselves, and buyers are not intimidated by the usual overwhelming trade show experience. From the garage-run lines on the verge of explosion to the well-established elite, Agenda caters to the needs of buyers and brands that exist on a higher level of design and aesthetic. With a strong emphasis in style, art, music, and culture, the Agenda experience is as much a lesson as it is a tool. Make sure to come to Agenda's Long Beach show (July 13-15) and Las Vegas (Aug. 14-16), or for more info go to our website.

SoCal Blanks

17155 South Margay Ave.
Carson, CA 90746
(310) 965-9776
www.socalblanks.com

Products and Services: We at SoCal Blanks are committed to the highest standards in every aspect of our business. From manufacturing to customer service and shipping, every individual is dedicated to delivering our premium blanks with the highest level of quality and service. We offer you a wide variety of high-quality, off-the-shelf apparel as well as custom-dyed garments in

both men's and women's styles. In a hurry? We carry deep inventories of the most popular styles and colors in 100% ring-spun cotton, poly-cotton blend, and tri-blend fabrics. We produce our own yarn, create our own fabrics, and cut and sew in our own facilities. Quality is always consistent and turn times are usually a matter of hours, not days. Looking for something different? Our garment-dye options give you unlimited colors and choices. We can custom dye any of our premium garment-dye blanks to any color or colors you desire.

Swim Collective

www.swimcollective.com
Products and Services: The Collective Shows presents the Swim Collective trade show, hosted at the Hyatt Regency in Huntington Beach, Calif. The Swim Collective is recognized as the biggest West Coast swimwear trade show, offering buyers more than 800 lines across all swimwear categories. For more information, visit our website.

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

Apparel News Group

72
1945-2017

Seventy-two years of news, fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
ALISON A. NIEDER
SENIOR EDITOR
DEBORAH BELGUM

RETAIL EDITOR
ANDREW ASCH

EDITORIAL MANAGER
JOHN IRWIN

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

WEB PRODUCTION
MORGAN WESSLER

CREATIVE MARKETING
DIRECTOR
LOUISE DAMBERG

DIRECTOR OF SALES
AND MARKETING
TERRY MARTINEZ

SENIOR ACCOUNT EXECUTIVE
AMY VALENCIA

ACCOUNT EXECUTIVE
LYNNE KASCH

BUSINESS DEVELOPMENT
DANIELLA PLATT
MOLLY RHODES

SALES ASSISTANT/RECEPTIONIST
ASHLEY KOHUT

ADMINISTRATIVE ASSISTANT
RACHEL MARTINEZ

SALES ASSISTANT
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT
EXECUTIVES

ZENNY R. KATIGBAK
JEFFERY YOUNGER

CLASSIFIED ACCOUNTING
MARILOU DELA CRUZ

SERVICE DIRECTORY
ACCOUNT EXECUTIVE
JUNE ESPINO

PRODUCTION MANAGER
KENDALL IN

EDITORIAL DESIGNERS
JOHN FREEMAN FISH
DOT WILTZER

PHOTO EDITOR
JOHN URQUIZA

CREDIT MANAGER
RITA O'CONNOR

PUBLISHED BY
TLM PUBLISHING INC.

APPAREL NEWS GROUP
Publishers of:

California Apparel News
Waterwear
Decorated

EXECUTIVE OFFICE
California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777

(213) 627-3737
Fax (213) 623-5707
Classified Advertising Fax
(213) 623-1515

www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.



PROFESSIONAL SERVICES & RESOURCE SECTION

APPAREL PRODUCTION

MB Production

Extensive Experience

213-440-2918

mbproduction.la17@gmail.com

Services:

- * Computerized patterns and markers
- * 1st samples to complete production.
- * Welcome from anywhere global and US.

GARMENT CONTRACTOR



Body Basic Manufacturing, Inc.

Full Service CMT Factory
Located in Santa Ana, CA

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

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

MODEL SERVICES

Rage MODELS

"Real Models for Real Clothes for Real People!"

FIT MODELS

MODELS OF ALL AGES & ALL SIZES

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

818-225-0526

teamrage@ragemodels.com

www.ragemodels.com

FIT MODELS

FIT MODELS - ALL SIZES

Fit • Print • Runway • Showroom • Trade Shows

MAVRICK MODELS

323.931.5555

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

Penny@MavrickFit.com | Marley@MavrickFit.com

MavrickFit.com

GARMENT RACKS

323.588.0137

GARMENT RACKS
SERVICE SPEED RAIL SHELVING
PALLET RACKS FABRIC RACKS
PALLET FLOW CONVEYORS
PUSH BACK RACK CONSULTATION
ENGINEERING DESIGN
CHAIN LINK FENCING INSTALLATION

JCRACK.COM
RACK SYSTEMS
5232 ALCOA AVE. - VERNON, CA - 90058

Welcome to
our Re-Launch

PROFESSIONAL SERVICES & RESOURCE SECTION

Contact Terry Martinez at
(213) 627-3737
or terry@apparelnews.net for info

CLASSIFIEDS

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

www.apparelnews.net

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

Jobs Available

SALES ASSISTANT

- Commerce Based women's/junior apparel company seeks assistant to Sales Executives. Full time position.
 - Candidate should be enthusiastic with great attitude while being professional. Room to grow within the company.
 - Individual should work well under pressure to meet deadline, strong communication skills-written and verbal, eager to learn,
 - Great follow up skills, highly organized, attention to details, Team player, Self-starter and Responsible.
- Email resume and salary requirements to:
Alexandra.g@trixxi.net

FABRIC SPECIALIST

Responsible for fabric approvals and submits to CTL and Walmart. Well versed in fabric processes and CTL requirements. Navigate RetailLink and CTL websites. Detailed, urgent-minded, results-oriented. Must possess excellent communication skills.
Email: trankin@selfesteemclothing.com

DESIGNER

Domestic manufacturer looking for a young contemporary designer with minimum 5 years experience. Must work well with salesperson. Please send resume: lillian@rollacosterinc.com

Jobs Available

CUSTOMER SERVICE REPRESENTATIVE

An LA based Contemporary women's brand is searching for an enthusiastic and well rounded customer service representative. Must have excellent communication skills & a great attitude .
Core Skills:
• Full Circle
• Joor
• EDI
• Wholesale experience Shipping and Logistics
• Must be able to process returns in a timely manner. Salary: DOE / Competitive pay + perks
Please send resumes to:
Attn.careers@staud.clothing

DESIGN ASSISTANT

Established Kids/Junior brand seeking entry level Design Room Assistant. Must know Illustrator, Photoshop, Office.
Responsibilities include: sketching, line sheets, tech packs, photoshoot preparation, specs, communication with sales, data entry, etc.
• Strong communicational and organizational skills
• Full-time position located in Commerce, CA.
Email resume and salary requirements to:
Alexandra.g@trixxi.net

PART - TIME BOOKKEEPER

Bank Rec, Chargebacks , A/R
Apparel Accounting Exp. preferred.
Send resume to: HR@ddaholdings.com

Jobs Available

danielrainn

DESIGNER

Fast growing women's contemporary company seeks Associate Designer with 5-6 yrs experience for sportswear line. Candidate must have flair for fashion and detail oriented and know Adobe Photoshop/Illustrator & Microsoft Office. Please send resume to: jobshr000@gmail.com

COLLECTIONS/CREDIT

Collector w/retail chain accounts & providing customer service, collections, billing, cash applications, working on chargebacks & credit. Job Requirements
Qualified candidates must have the following experience: working in a medium size manufacturing or distribution company, working with retail accounts.
Email resume and salary requirements to:
Alexandra.g@trixxi.net

SALES ADMIN ASSISTANT

High-energy, passionate work ethic for fast-paced environment. Strong written/verbal communication, follow-up, detailed-oriented, multi-task & organizational skills. Write/Revise Orders, Sample Requests. Computer savvy. Apparel Industry exp critical. Send resume to: trankin@selfesteemclothing.com

CLASSIFIEDS

www.apparelnews.net

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

Jobs Available

PRODUCTION ASST

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

Jobs Available

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

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

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

Jobs Available

Karen Kane

PATTERN MAKER

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

CALIFORNIA ApparelNews

For classified advertising:

call Jeffery **213-627-3737 ext. 280**

email: classifieds@apparelnews.net or

jeffery@apparelnews.net

CLASSIFIEDS

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

www.apparelnews.net

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

Jobs Wanted

35 YRS EXP'D

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

Real Estate

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

SPACE FOR LEASE

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

Buy, Sell and Trade

WE BUY FABRIC!

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

•WE BUY ALL FABRICS AND GARMENTS*

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

CALIFORNIA
ApparelNews

COMING SOON IN CALIFORNIA APPAREL NEWS



July 14

Cover: Denim
Technology
Company Profile
Activewear

Tags & Labels Advertorial
Activewear Advertorial

Bonus Distribution

Active Collective 7/17-18
SWIMMIAMI 7/20-23
Cabana 7/22-24
Hammock 7/22-24
Miami Swim Show 7/22-25
Atlanta Apparel 8/1-5

July 21

Cover: Miami Swim Runway
Agenda Wrap
New Resources
Spot Check

Bonus Distribution

Outdoor Retailer 7/26-29
LA Fashion Market 7/31-8/3
Atlanta Apparel 8/1-5

July 28

Cover: Miami Swim Week Wrap
New Lines
Texworld Wrap
Premiere Vision Wrap

Las Vegas
Resource Guide
Industry Focus: Finance

Bonus Distribution

LA Fashion Market 7/31-8/3
AccessoriesTheShow/FAME/Moda Manhattan 8/6-8
Curve NY 8/6-8
OffPrice Show 8/12-15
Sourcing@MAGIC 8/13-16
Agenda LV 8/14-16
CurveNV 8/14-16
POOL 8/14-16
Project 8/14-16
Project Women's 8/14-16
Stitch LV 8/14-16
WWD/MAGIC 8/14-16
WWIN 8/14-16
Liberty Fairs LV 8/14-16

August 4

Cover: Swim Trends
LA Market Wrap
Retail Roundtable

Fashion Advertorial
Sourcing & Fabric Special
Section with Tech

Bonus Distribution

OffPrice Show 8/12-15
Sourcing@MAGIC 8/13-16
Agenda LV 8/14-16
CurveNV 8/14-16
POOL 8/14-16
Project 8/14-16
Project Women's 8/14-16
Stitch LV 8/14-16
WWD/MAGIC 8/14-16
WWIN 8/14-16
Liberty Fairs LV 8/14-16

CALIFORNIA
ApparelNews

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

- Garment Dye (PFD)
- Piece Dye Blanks
- Custom Cut & Sew
- Private Label Programs

SOCAL B L A N K S

Made in USA
Available upon request



Why Be Ordinary, When You Can Be Extraordinary!



Let's Create
Your
Custom
Color Palette



Any Color! Any Wash! Any Treatment!

www.SoCalBlanks.com

(310) 965-9776

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

N.Y. Textile Preview

July 2017

& RESOURCE GUIDE

TEXTILE TRENDS

Juice Up
Take Wing
Geo Pop
New Lines
Gray Day
Gold Standard
Hi-Lo Texture
Rose Gold
Velvet Crush
Sequins
Watercolors
Open Weave

TEXTILES
AFFOA Looking to
Drive Innovation for
Functional Fabrics

Hyosung and Sofileta
Partner for New Creora
Fresh Collection

TECHNOLOGY
Lectra Introduces
Fashion PLM 4.0 at
Industry 4/0 Event

COME JOIN US AT

TEXWORLD

JUL 17-19

BOOTH E01

Apparel by Three Dots / Fall 2015 Collection / threedots.com

MicroModal®-Friendly Supply Chain
Efficient Production
Product Consistency
Speed-to-Market

EFFICIENT & SUSTAINABLE

Eco-friendly Fiber
Oeko-Tex® Standard 100 Certified
Sustainable Processing
Lasting Quality



+



We make MicroModal® work.

Start your journey to sustainable quality.

buhleryarns.com/MicroModal



AFFOA Looking to Drive Innovation for Functional Fabrics

By John McCurry Contributing Writer

Advanced Functional Fabrics of America, commonly known as AFFOA, marked its one-year anniversary in April. The institute—which is based at MIT and has nearly 100 members from a diverse group of manufacturers, startups and institutes of higher learning—is leading a \$317 million private-public effort to drive innovation in textile and fiber manufacturing.

AFFOA members say the institute has already produced a major benefit in helping to bridge the information gap between universities and manufacturers. New networking opportunities have been created that have potential to drive innovation.

Many AFFOA members have either submitted project proposals or are working on proposals based on current research that they hope will meet AFFOA's approval for funding. AFFOA opened a new headquarters facility on June 19 in Cambridge, Mass., near MIT. It includes a fabric discovery center that will provide a base for prototyping ranging from fiber design to new textile products. Other centers will open later this year in Georgia, North Carolina and Pennsylvania.

The Fabric Discovery Centers will serve as regional incubators and accelerators for startup companies in advanced fabrics, provide rapid prototyping facilities and house training facilities for educational outreach and workforce development.

"Apparel will become the new platform from which the digital world will be operating," said Eric Spackey, AFFOA's chief marketing officer and the chief executive officer of **Bluewater Defense**, a Puerto Rico-based manufacturer of uniforms for the U.S. military. "Clothing will be able to interact with the outside world. It's an exciting time. We are about to create a new industry. This was a fantastic idea by the Obama Administration."

Spackey believes that a decade from now, AFFOA will have secured an important place in the history of textiles and apparel by rapidly deploying and funding existing research and turning it into innovation and jobs. It's all about taking the technology that's already in labs.

Following is a look at a few of the efforts to convert ongoing research into new products.

Brrr is an Atlanta-based startup apparel company that incorporated in 2014. Co-founder and CEO Mary-Cathryn Kolb said her company was asked to be a charter AFFOA member to provide an entrepreneurial voice. She says the projects that AFFOA will eventually bring to the market will have potential to bring manufacturing back state-side. Brrr's chemical-free technology is em-

bedded into garments at the nanotech level.

Kolb, which is partnering with the **University of Georgia**, the **University of Kentucky** and MIT, has two patent-pending projects that it is working on with AFFOA.

PVH Corp., sometimes known as **Phillips-Van Heusen**, is one of the largest global apparel companies with more than \$8 billion in annual revenues. It owns some of the world's best-known brands, including **Calvin Klein**, **Tommy Hilfiger**, **Van Heusen**, **Izod**, **Speedo** and **Arrow**.

In early 2016, PVH came to the conclusion that it needed to put more attention and resources into research and development. It was part of a realization that the apparel sector trails other industries in terms of investing in R&D. As a result, it created its **Innovation Next** division. Barry McGeough, group vice

president, likens it to the **Eureka Innovation Lab** at **Levi Strauss**, **Nike's Innovation Kitchen** and **Under Armour's Lighthouse**, all created over the past few years.

"The apparel industry is new to the innovation game," McGeough said. "We realized we had to start investing in R&D."

So Innovation Next was created to see how PVH could do things better across all of its different brands and regions. This involved listening to brands to solicit ideas with the goal of developing a competitive edge.

"We took ideas from the defense industry and other industries, and we are looking everywhere and finding amazing stuff," explained McGeough. "Here's my thinking. Your

car and everything in your world is smart and connected. What will your expectations be? Will you accept living in a smart world where everything is smart but your clothes? We know that people will expect their clothes to do something, and that's for brands to figure out."

Another apparel firm participating in AFFOA is Miami-headquartered **Intradeco**. The company operates a factory in El Salvador and sources products from other manufacturers. It is a major supplier to **Walmart** and also has licenses to manufacture products for such brands as **Fruit of the Loom**, **Jockey**, **Russell** and **Geoffrey Beene**.

Eduardo Siman, Intradeco's IT director, said one of the key areas his company is interested in is physiological monitoring, which he says is important to the company and is also has military applications. Intradeco is partnering with universities and startups, acting in an advisory capacity on manufacturing and merchandising.

"We are big in the activewear space," he said. "Monitoring from a garment will help us to understand measurements of sweat, temperature and pressure. If it can be done from a garment, it's a lot more convenient." ●



AFFOA MEMBER: Brrr is an Atlanta-based startup apparel company that makes garments embedded with chemical-free nanotechnology. The company is a charter AFFOA member. Brrr Co-founder and CEO Mary-Cathryn Kolb said the projects that AFFOA will eventually bring to the market will have potential to bring manufacturing back state-side.

swisstulle

swisstulle Ltd. is a leading European bobbinet and warp knit manufacturer with headquarters in Switzerland, founded in 1912.

- Factories in Switzerland and UK
- Servicing Bridal, Haute Couture, Pret-a-Porter, Lingerie and Embroidery Market
- Experts in high quality Silk and Cotton Bobbinet, as well as, Rigid or Elastic Rachel Tulle
- Innovation
- Quality
- Unparalleled Customer Service
- Custom orders welcome

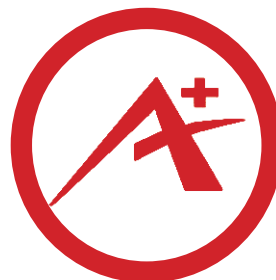
Contact: Martina Callegari will be pleased to show you our collection, m.callegari@swisstulle.ch or visit www.swisstulle.ch

swisstulle

A Local Pioneer in Fabrics with 26 Years Experience in Converting and Importing.

A Plus Fabrics, Inc.

WHOLESALE & IMPORT KNITS
A Tradition of Service and Quality
3040 E. 12th St., LA, CA 90023
Tel: (213) 746-1100
Fax: (213) 746-4400
info@aplusfabricsusa.com
aplusfabricsusa.com



Wovens:

Rayon Challis
Wool Dobby/Peach
Crepon
Gauze
Chiffon
Yoryu
And Much More ...

Warps:

Fishnet
Mesh
Laces
Metallics
Folds
Crochets
And Much More ...

Knits:

PFPs
Melanges
Novelty Blends
Velour
Loop / French Terry
DTY Brushed
Poly Linen
Slubs
Sweater Knits
Rayon Spandex
Hacci/Brushed
Burn-Out
Ribs
Modal Poly
Siro Modal
Stripes
Jacquards
Cotton Spandex
ITY
And Much More ...

You name it we do it.

Special orders
Drop shipments
Globally
Locally • Interstate
Call for appointment
Mention Code:
PFFA+

Juice Up

Textiles are awash in fresh shades of orange, persimmon and mango.



Asher Fabric Concepts
#WW2729 Dobby Open
Cotton Stripes Garment Dye



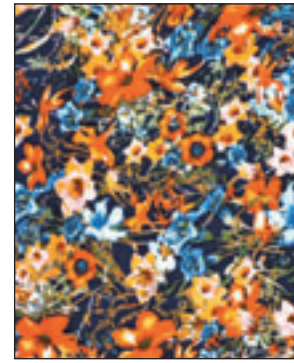
Cinergy Textiles Inc. #LVP-
2009-1289 Printed Liverpool



Kalimo #910769D/T33



A Plus Fabrics Inc. "Needles"



Cinergy Textiles Inc. #LVRCR-
FL3258 Liverpool Crepe Print



A Plus Fabrics Inc. #LC-NM01
Chili Pepper



Asher Fabric Concepts
#WW2628 Cotton/Viscose
Slub Open Weave Garment Dye



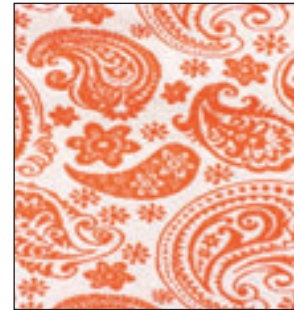
Josi Severson "Fieldwork"



Josi Severson "Los Barriles"



Cinergy Textiles Inc. #HMC-
LGS1607-324 Printed Chiffon



Cinergy Textiles Inc.
#Jacquard-1297 Jacquard
Paisley Knit



Cinergy Textiles Inc. #HB322
Stripe Knit Mesh



Cinergy Textiles Inc. #HMC-
MX3517G Hi Multi Chiffon
Print

REINVENT FASHION

ASHER
fabric concepts
www.asherconcepts.com

Model Wears Asher Fabric CC32- Supima Cotton and Poly Heavy Stripe Jersey

Made In The
USA

DESIGN KNIT

KNITTING MILL

TEXTILE INDUSTRY
LEADERS
IN CONTEMPORARY
ATHLEISURE
SPORTSWEAR
ACTIVEWEAR
& LOUNGEWEAR

32 YEARS
OF INNOVATIVE
DESIGN &
HIGH QUALITY
KNIT FABRICS
MADE IN LA

SUPIMA®

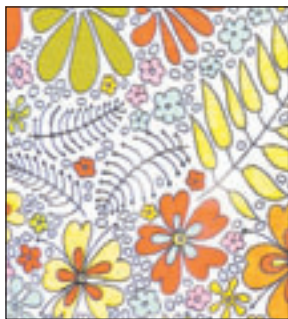
WORLD'S FINEST COTTONS INCORPORATED

SILK BLENDS
MicroTENCEL®
SUPIMA COTTON
ORGANIC COTTON
MicroMODAL® BLENDS
LINEN BLENDS
MELANGE
RAYON
SWEATER KNITS
WOOL BLENDS
CASHMERE BLENDS
TRI-BLENDS

TEXWORLD USA
JULY 17TH-19TH
JAVITS CONVENTION
CENTER
NEW YORK, NY
BOOTH #E02

Geo Pop

Pop Art motifs and bright colors mix with geometric design for a fresh take on geo patterns.



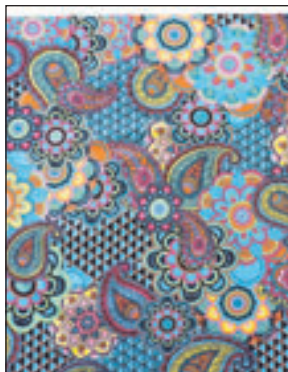
Confetti Fabrics #17745



Robert Kaufman Fabrics
#AFKM-17120-1



Josi Severson "Celebrate"



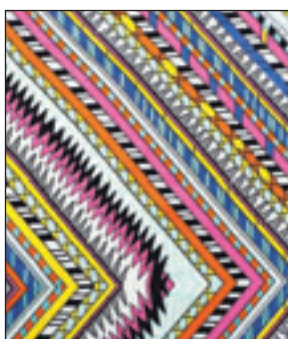
Pine Crest Fabrics #FTP9959



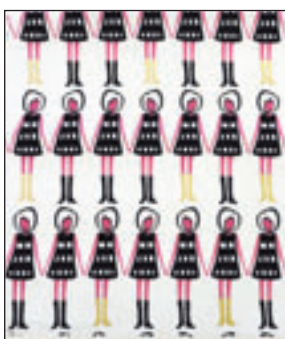
Kalimo #912381D/T117



Pine Crest Fabrics "Dr. Seuss"



Pine Crest Fabrics
#BTP091C1



Robert Kaufman Fabrics
#AFKM-17123-1

Hi-Lo Texture

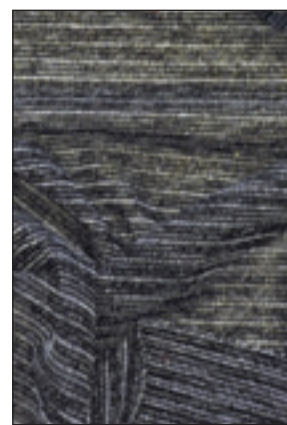
- Sweater knits, mélange patterns and twill weaves and prints showcase an extra dimension of textile texture.



A Plus Fabrics Inc. #837W
Black Chicago Knit



A Plus Fabrics Inc. #HC293
Poly/Rayon Sweater Knit



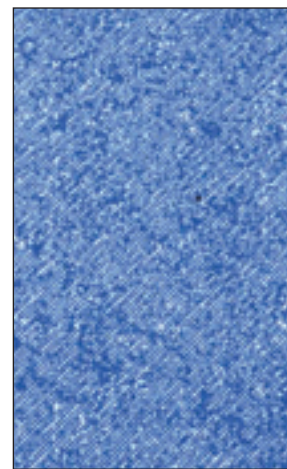
A Plus Fabrics Inc. #723G
Granny Sweater Knit



Asher Fabric Concepts
#NPC300 Nylon/Poly Blend
Crepe



Asher Fabric Concepts
#NPX175 Nylon/Polyester/
Spandex Interlock



Cinergy Textiles Inc.
#LVRPL-6418-1289 Denim
Look Liverpool Knit



CALIFORNIA LABEL PRODUCTS
BRAND IDENTITY | LABEL SOLUTIONS



PREVENT CHARGEBACKS

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

AXICON 6515
BARCODE VERIFIER

PRINTRONIX SL5000
ONLINE DATA VALIDATION

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

la.textile

los angeles int'l textile show

OCTOBER 2-4, 2017 // GET INSPIRED. F/W 18/19.

ALSO FEATURING **sourcing**

The West Coast's premier destination for Textile, Design & Production Resources from around the globe. Hundreds of Fabric & Trim collections. European Pavilion. Sourcing Showcase featuring Manufacturing, Design & Direction, and Tech Resources. Daily Trend Talks & Workshops.

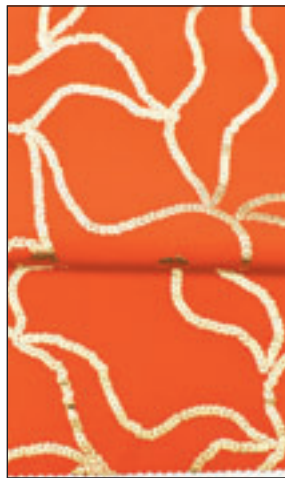
Located at the California Market Center. 9th & Main. DTLA.

LATEXILETRADESHOW.COM

@LATEXILE

Sequins

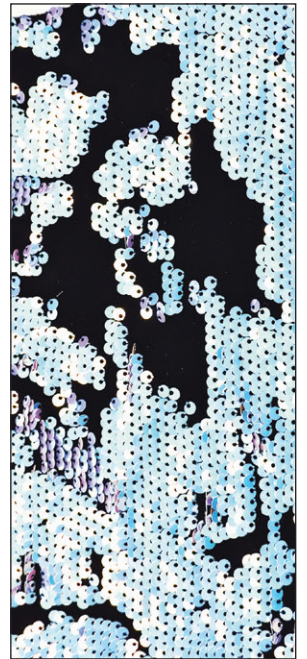
Sequined designs—and printed variations—add a touch of glamor and sparkle to swim fabrics, nets and velvet.



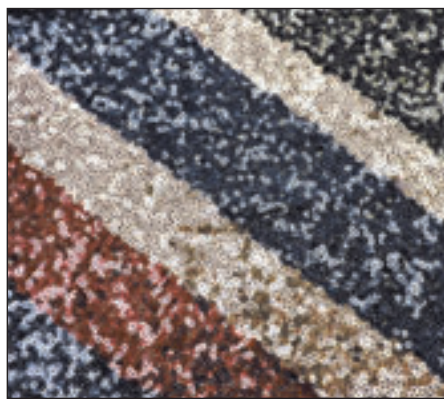
Lyma International s.r.l.
#17114 "Nair"



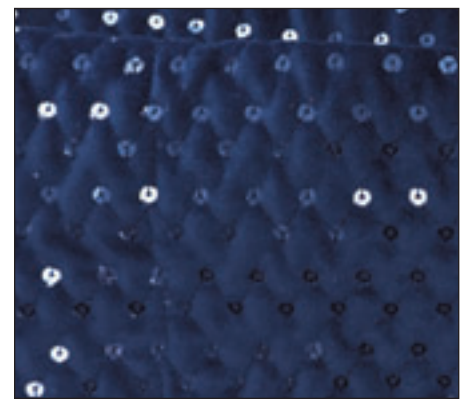
NK Textile #LS2002



NK Textile #SW19796



NK Textile #KKA31138-1



NK Textile #DHE-2017-030

Gold Standard

Designers go for the gold offering a gilded take on laces and knits.



Spirit Lace Enterprise
#16119C0



Solstiss #497614.G



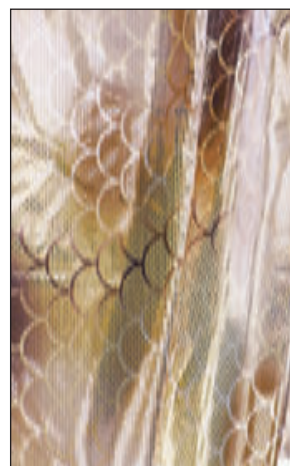
Tiss et Teint #66.5188



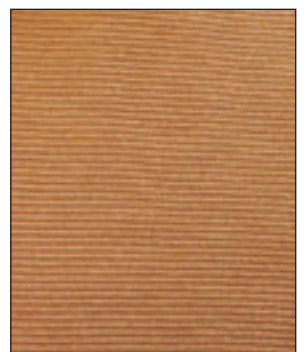
Solstiss #477N44.SB



Fabric Selection Inc.
#KNT3803



Friedmans Ltd. #TS1413
"Koi"



Asher Fabric Concepts
#PVO18-N Poly Viscose
Vintage Ottoman

LOW MINIMUMS / STOCK PROGRAMS / IMPORTS & MADE IN USA

dg expo Fabric & Trim Show

New York: July 19 & 20, 2017
Wednesday / Thursday

NEW LOCATION

Penn Plaza Pavilion at 7th Avenue & 33rd Street
Street Level Entrance, adjacent Hotel Penn

go to www.dgexpo.net

for additional info, cities & dates, including
San Francisco: November 19 & 20 / NYC: January 17 & 18

produced by dg expo corp / info@dgexpo.net / 212.804.8243

DALLAS / MIAMI / NEW YORK CITY / SAN FRANCISCO



tb/ac

THE BUTTON / ACCESSORY CONNECTION, INC



PRODUCTS

Buttons
Zippers
Heat Transfers
Hang Tags
Trims

SERVICES

Cut & Sew
Development
Product Design
Branding
Fulfillment

endless
possibilities

tbacinc.com

MADE IN AMERICA

at tb/ac inc.

Full package trim supplier +
garment manufacturer
in DTLA - Pico/Broadway.
Connect with us today!

sales@tbacinc.com ... 213-747-8442 ... 152 W Pico Blvd · Los Angeles, CA 90015

More than
SIXTY-SEVEN YEARS
*of Superior
Products and Service
Est. 1949*

Shirting.
It's not just for shirts anymore.

OUTERWEAR
BEACHWEAR
LININGS
LOUNGEWEAR
RESORTWEAR
SHIRTS
BLOUSES

**We are now carrying *wide* goods in
addition to our Japanese textiles!**

100% woven Egyptian cotton. Made in Japan. More than 3 million
yards in stock. Ask for it by name: Superba,[®] Corona,[®] Ultimo.[®]
Low minimums. Special orders welcome.

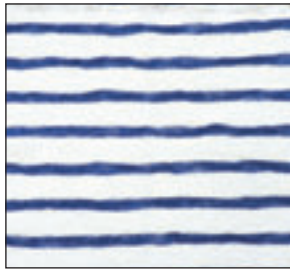
Stocked in NYC for U.S.-based manufacturers

Tel. (631) 755-1230
Fax. (631) 755-1259
PHILIPSBOYNE.COM
SALES@PHILIPSBOYNE.COM



New Lines

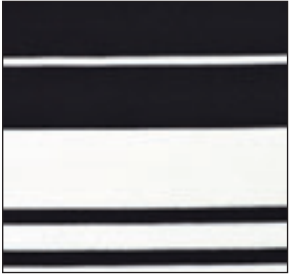
Textile designs take on traditional stripes and line patterns and give them a fresh perspective with layered designs, abstract line patterns and novelty knits.



Asher Fabric Concepts
#VPJR120-BL Poly Viscose
Jersey Stripe



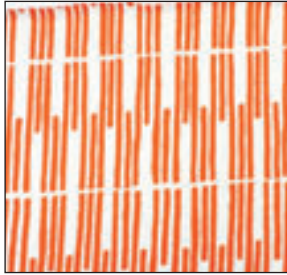
Asher Fabric Concepts
#CRX22-ST Heavy Cotton Rib
Stripe



Tricots Liesse Inc. #917295



Texollini #7991SD2



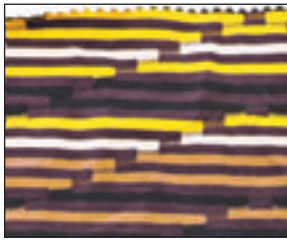
Josi Severson "Current"



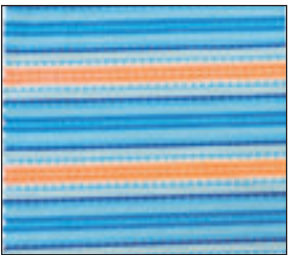
Kalimo #912451D/9096



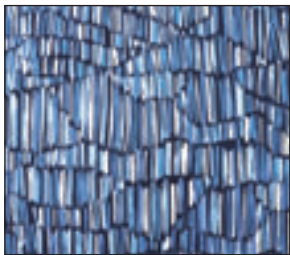
Tricots Liesse Inc. #54991



Tricots Liesse Inc. #55038



Tricots Liesse Inc. #54856



Pine Crest Fabrics #TFX805-
59



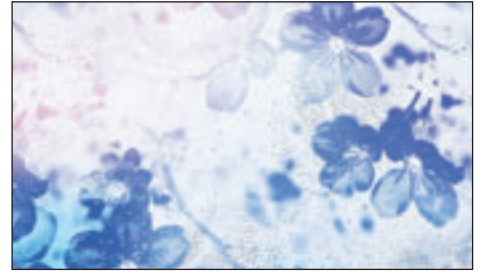
Pine Crest Fabrics
#FTH1163C1

Watercolors

Textile designers find inspiration in the liquid look of watercolors for ombré patterns, tie-dyes, and floral and abstract designs with the sparkle of foil prints.



Robert Kaufman Fabrics #AMD-17231-111



Friedmans Ltd. #TS1431 "Mimosa"



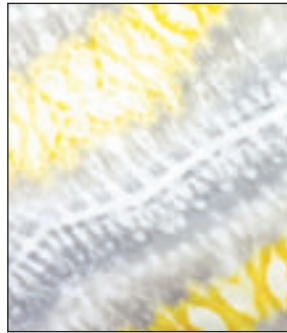
Robert Kaufman Fabrics
#AMD-17223-64



NK Textile #NK53186



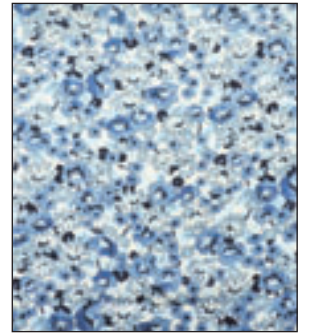
Friedmans Ltd. #TS1452
"Stipple Flare"



Pine Crest Fabrics #TFX810-
74



Pine Crest Fabrics #TFX808-
52



Robert Kaufman Fabrics
#SRKX-17228-67

Take Wing

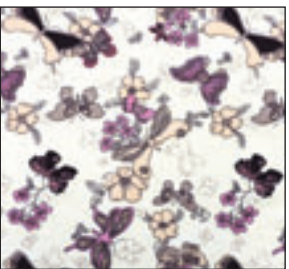
Textile designs find inspiration in butterfly, bird and feather motifs for prints and delicate laces.



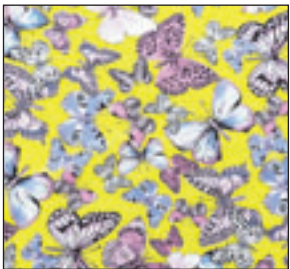
Tiss et Teint #66.7623



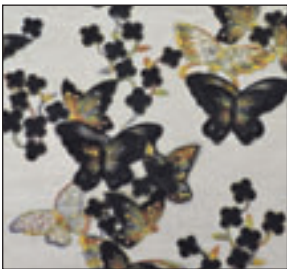
Confetti Fabrics #17670



Texollini #78MD1 06249N



Lyma International s.r.l.
#19089 "Wonder"



NK Textile #SW18861

Open Weave

Open-weave patterns, mesh, fishnets and loose-woven and knit designs offer a breezy take on textiles.



A Plus Fabrics Inc. #F-257K Douli Yarn Knit



A Plus Fabrics Inc.
#PSLACE10



A Plus Fabrics Inc. #FN62
Cotton Combed Fishnet



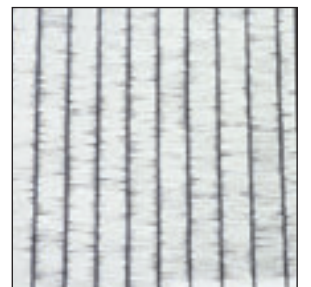
A Plus Fabrics Inc. #FN2045
Basket Fishnet



Asher Fabric Concepts
#VCSL103-BK Cotton Slub
Viscose Sweater



Asher Fabric Concepts
#WW2678 Open Cotton
Weave Checks
903/804v



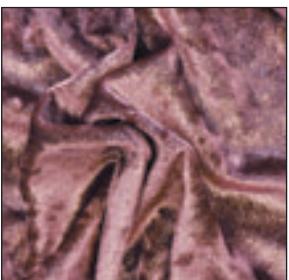
Swisstulle #2.06421

Rose Gold

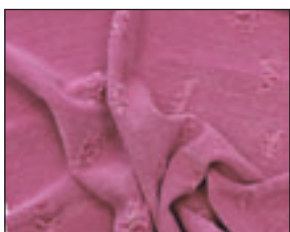
Textile designers give pink a glamorous makeover in metallic rose gold.



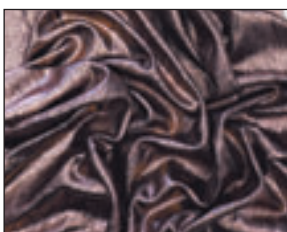
NK Textile #MH170105



NK Textile #WFG5950



Fabric Selection Inc.
#KNT3848



Fabric Selection Inc.
#KNT3803



SHOW ^{OFF}
your
BRAND



PROGRESSIVE
LABEL INC

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

WWW.PROGRESSIVELABEL.COM

{323} 415.9770

2545 YATES AVE • COMMERCE, CA 90040



Spirit Lace Enterprise

Your best fabric resource for Bridal Gowns and Haute Couture

Featured at the Oscar and Emmy Awards red carpet events, celebrity weddings and performances

- Lace
- Embroidery
- Appliqué and more

Innovative designs
In-house customization

Visit our showroom at:
110 E. 9th St.
#A761-A763
Los Angeles, CA 90079
(213) 689-1999
www.spiritlace.com

**View our latest collection at
DG Expo in NYC
Booth #E103
July 19-20, 2017**

Mark Zunino Bridal 2017

TRENDS

Gray Day

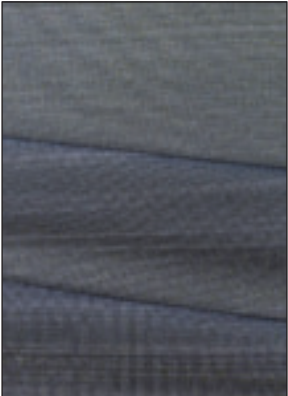
It's a glamorous gray day for textile designers who color intricate lace patterns and delicate, luxe knits in shades of silver, charcoal and slate.



Solstiss #803547



Dunière #150 511 "Monza"



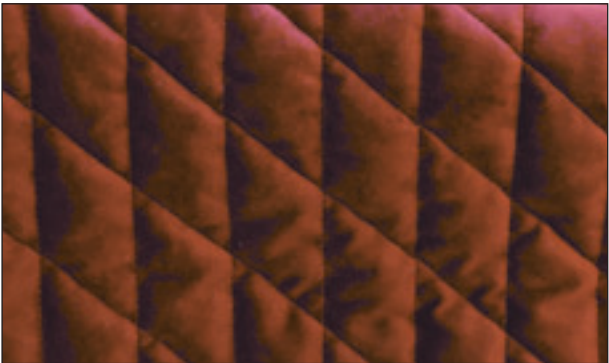
Dunière #54 479 "Midtown"



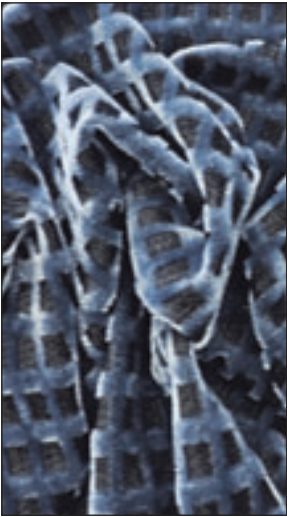
Spirit Lace Enterprise #16086SD

Velvet Crush

Textile designers bring the luxe look of velvet to prints, quilted designs and burnout patterns.



NK Textile #DHE-2017-105wv



Fabric Selection Inc. #KNT3805



Fabric Selection Inc. #KNT3734-SE60837



Fabric Selection Inc. # KNT3734-SE61172



FABRIC SELECTION

Leading textile wholesale company with outstanding sales and service expertise for over 20 years




FABRIC SELECTION INC.

**Visit us at Texworld USA
7/17-19
Jacob K. Javits
Convention Center
Booth P19**

We offer:

- In house design services
- Basics
- Novelties
- Knits
- Wovens
- Prints
- Modal
- We copyright all of our print designs



fabricselection.com
213-747-6297

The Best Quality Fabrics
FABRIC SELECTION
info@fabricselection.com

DIRECTORY

A Plus Fabrics Inc., (213) 746-1100, www.aplusfabricsusa.com

Asher Fabric Concepts, (323) 268-1218, www.asherconcepts.com

Cinergy Textiles Inc., (213) 748-4400, www.cinergytextiles.com

Confetti Fabrics, (323) 376-0625, www.jminternationalgroup.com

Dunière, (213) 688-9797, www.solstiss.com

Fabric Selection Inc., (213) 747-6297, www.fabricselection.com

Friedmans Ltd., 0044 (0) 161 975 9002, www.friedmans.co.uk

Josi Severson, (612) 708-7696, josiseverson.com

Kalimo, (213) 628-3953, www.kalimo.com.br

Lyma International s.r.l., (212) 921-9770, www.lalame.com

NK Textile, (949) 680-4743, www.nipkowkobel.com

Pine Crest Fabrics, (800) 877-6487, www.pinecrestfabrics.com

Robert Kaufman Fabrics, (800) 877-2066, www.robertkaufman.com

Solstiss, (213) 688-9797, www.solstiss.com

Spirit Lace Enterprise, (213) 689-1999, www.spiritlace.com

Swisstulle, +41 (0)71 969 32 32, www.swisstulle.ch

Texollini, (310) 537-3400, www.texollini.com

Tiss et Teint, (323) 376-0625, www.jminternationalgroup.com

Tricots Liesse Inc., (818) 789-0146, (213) 910-3896, www.tricots-liesse.com

Lectra Introduces Fashion PLM 4.0 at Industry 4/0 Event

French equipment and software maker **Lectra** recently introduced its latest product lifecycle management software at an industry event at the Paris-based company's technology center in Bordeaux.

More than 100 industry professionals, including representatives from brands and manufacturers such as Swedish fast-fashion house **H&M** and Shanghai-based **Dayang Group**, gathered at the two-day conference to examine "how Industry 4.0 is shaping and transforming the global fashion and apparel business."



Industry 4.0 is a manufacturing concept that encompasses automation and data exchange. Some call it the "smart factory." Lectra referred to it as the "fourth industrial revolution." Industry 4.0 includes the Internet of things (including Internet-enabled devices and equipment) as well as cloud computing and cyber-physical systems that allow equipment and humans to communicate and cooperate in real time.

"Industry 4.0 is not only revolutionizing how manufacturers operate but also how

brands and retailers need to function," said Lectra Chief Sales Officer Edouard Macquin. "Lectra's goal is to provide its customers with the technology and support they need to thrive and succeed in this new digital marketplace."

Workshop and presentation topics at Lectra's event included innovative new retail models and the advantages of a digitalized supply chain.

The technology company also introduced its **Lectra Fashion PLM 4.0**, a modular PLM solution that "acts as a connected, intelligent nerve center for today's digital supply chain." The solution allows users from across the supply chain—from development to design to production—to work together in a system that can be adapted to different business models and allows companies "to jump on trends quickly."

"What interests us as a vertical manufacturer is connecting our physical supply chain with our virtual supply chain—our software, ERP [enterprise resource planning]," said Fred Walck, director, project management, for Mexico-based clothing supplier **Grupo Kaltex**. "For us, Lectra offers the most comprehensive solution: an end-to-end system designed specifically for fashion and apparel."

Lectra provides solutions designed for industries using fabrics, leather, technical textiles, and composite materials to manufacture its products. The company has more than 1,500 employees and customers in more than 100 countries.—*Alison A. Nieder*

TEXTILES

Hyosung and Sofileta Partner for New Creora Fresh Collection

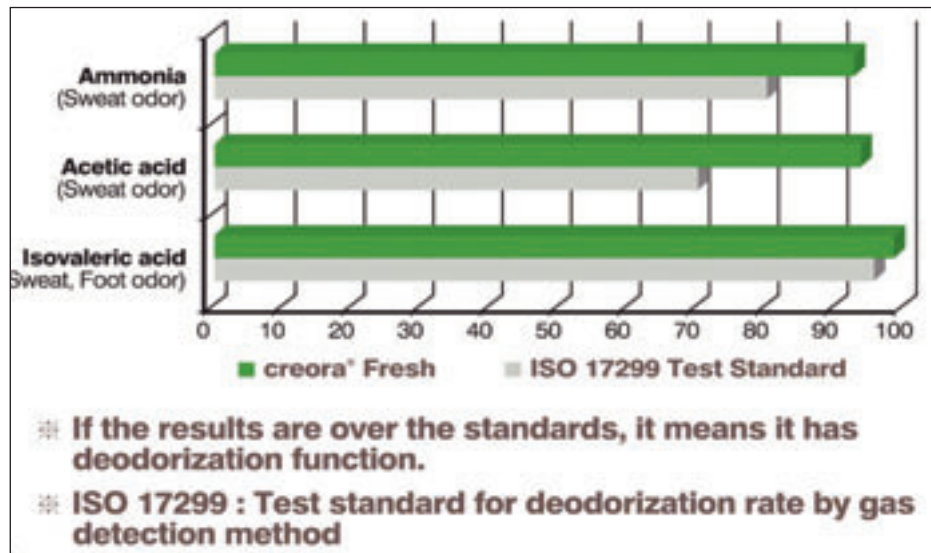
French textile mill **Sofileta** is working with South Korean fiber company **Hyosung** on a new collection featuring Hyosung's **Creora Fresh** fiber.

Sofileta, which is known for its performance and technical textiles, has developed a collection featuring the Creora Fresh permanent antimicrobial technology, which works through a proprietary process that creates a chemical bond with the **Creora** spandex fiber.

"We are committed to leveraging our technical capabilities to service the needs of customers for performance plus fashion.

Our expertise is to customize the fabrics for the needs of the specific end-use application," said Dominique Heuillard, Sofileta innovation manager, in a company statement. "Creora Fresh allows us to add another element of performance for intimates and sportswear."

Based in Seoul, Hyosung has a global network of more than 36 subsidiaries and international offices around the world. This year, the company is celebrating the 25th anniversary of Creora, which Hyosung produces in facilities around the world, including Korea, China, Vietnam, Turkey and Brazil.—*A.A.N.*



**Cinergy
Textiles,
Inc.**

Specializing in a variety of stocked novelty knits, wovens, linings and more!
For sales inquiries feel free to contact Kam, Roya or Ramin.
One roll minimum for stocked items.

Hundreds of fabrics online at cinergytextiles.com



WE KNOW FASHION! VISIT OUR WEBSITE OR SHOWROOM AND EXPERIENCE PROFESSIONALISM AT ITS BEST!

1422 Griffith Avenue, Los Angeles, CA 90021

Tel: 213-748-4400 | Fax: 213-748-3400

cinergytextiles@aol.com www.cinergytextiles.com

IT STRETCHES

La Lame, Exclusive supplier of stretch fabrics

presents

An Innovative New Collection of Knitted & Woven Fabrics and Trims
Made in Europe, USA and Asia

**Stretch & Rigid Allovers and Narrow Laces,
PVC Leather, Spacers Power Mesh,
Microfiber Knits, Metallic Tulle and Laces,
Foil, Glitter, Flock, Embossing,
Burnout Prints on: Mesh, Tricot and Velvets,
Novelty Elastic Trim: Metallic, Sheer Ruffles,
Lace, Prints and Rhinestones.**



La Lame, Inc.

215 W. 40th Street 5th Floor, New York, NY 10018

Tel: 212-921-9770 Fax: 212-921-8167

Please Contact: glenschnoor@lalame.com
www.lalame.com



The #1 Source for All Your Trimming Needs!

- 75 years of continuous service to the apparel industry
- Over 50,000 fashion trims in stock
- We welcome you to visit our customer-friendly showroom
- Highly qualified & experienced sales reps
- Easy to navigate website
- Discounted China drop-shipping all over the world



Appliqués * Belts * Braids * Buttons * Elastics * Embellishments * Fringes * Fusing * Laces * Metals * Necklines * Ribbons * Rhinestones * Sequins * Tapes * Webbing * Much, much more



Kagan Trim is proud to be the exclusive distributor for **Fulflex** high-quality, thin-gauge rubber and clear elastic products.



Kagan Trim Center

3957 S. Hill St. (2nd floor), Los Angeles, CA 90037
(323) 583-1400 • www.kagantrim.com



GET INTO THE NEXT TEXTILE ISSUE

Call Terry Martinez for special rates

(213) 627-3737
apparelnews.net

Textile Resource Guide

3A Products of America

1006 S. San Pedro St.
Los Angeles, CA 90015
(213) 749-0103
www.us3a.com

Contact: Wayne Jung

Products and Services: 3A Products of America is a symbol of quality, serving you since 1975. Send your samples to us. We will help you save money. Custom orders to meet your needs: snaps, knitted elastic, zippers, webbing, buckles, and buttons with your logo. We offer threads, labels, accessories, interlining, display equipment, fabric and product sourcing, website design, printing, and promotional items. Fast services are our first priority.

A Plus Fabrics Inc.

3040 E. 12th St.
Los Angeles, CA 90023
(213) 746-1100
Fax: (213) 746-4400
www.aplusfabricsusa.com
nfo@aplusfabricsusa.com

Products and Services: A pioneer in fabrics. Locally experienced for the past 26 years in converting and imports. Knits, wovens, lace mesh and fishnet, basics, Siro Modal, loop terry, rayon, cotton, Spandex, velour, crochet, PFP, bamboo, and much more. Visit our showroom with more than 100 different styles ready to be shipped locally and off-shore. We carry millions of yards of stock in Los Angeles. Huge volume drop shipment order base. We can do special developments as well. No minimum on local inventory. All designers are welcomed. Visit our showroom and also see us at the upcoming Los Angeles International Textile Show.

Asher Fabric Concepts

950 S. Boyle Ave.
Los Angeles, CA 90023
(323) 268-1218
Fax: (323) 268-2737
www.asherconcepts.com
sales@asherconcepts.com

Products and Services: To address the need for innovative temperature-regulating knit fabrics in the activewear market, Asher is introducing Cool Sport, spun on Asher's new Santoni knitting machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A." knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application. Asher Fabric Concepts provides fabric development, knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production. With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally.

Buhler Quality Yarns Corp.

1881 Athens Highway
Jefferson, GA 30549
(706) 367-9834

www.buhleryarns.com
sales@buhleryarns.com

Contact: David Sasso

Products and Services: Buhler Quality Yarns Corp.—We make MicroModal® work. The exceptional attributes and luxury of MicroModal are now more attainable. Supply chain optimizations and industry relationships allow manufacturers to benefit from our experience as the first successful MicroModal spinner in the US. Let us show you how affordable luxury can be. www.buhleryarns.com

Cinergy Textiles Inc.

1422 Griffith Ave.
Los Angeles, CA 90021
(213) 748-4400
Fax: (213) 748-3400
www.cinergytextiles.com

Products and Services: Cinergy Textiles specializes in stock and order-based programs consisting of hundreds of fabrics, consisting of knits, wovens, basics, novelties, and linings. We have been servicing our clients throughout the United States and around the world for over 20 years. We cater to domestic manufacturers and provide drop shipments for off-shore production. Our product line provides piece goods for all markets, including childrenswear, women's, juniors, contemporary, misses, maternity, men's sportswear, uniforms, and special-occasion items. The majority of our product line is imported from Asia and stocked in Los Angeles. One roll stock minimum (approx 100–125 yds). Orders are generally processed on the same business day and ship out within one or two days, depending on the size of the order and availability of the particular style ordered.

Design Knit Inc.

1636 Staunton Ave.
Los Angeles, CA 90021
(213) 742-1234
Fax: (213) 748-7110
www.designknit.com
shalat@designknit.com

Contact: Shala Tabassi

Products and Services: Design Knit, Inc. is a knit-to-order mill based in Los Angeles specializing in the development and production of high-quality, sheer to heavyweight knits for the designer and contemporary markets. They will be featuring new innovations including, but not limited to: cashmere, cotton, linen, silk, wool, rayon and Modal blends. ProModal, Tencel, MircoTencel, Supima blends including our luxe collection. Denim-inspired knits. Cut-and-sew sweater knits. Fashion-forward activewear/athleisure collection.

DG Expo Fabric & Trim Show

www.dgexpo.net

Products and Services: 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 show dates are July 19–20 in New York. Visit our website for details and to register.

Fabric Selection Inc.

800 E. 14th St.
Los Angeles, CA 90021
Ph: (213) 747-6297
Fax: (213) 747-7006
www.fabricselection.com
rosie@fabricselection.com

Products and Services: Fabric Selection Inc. is a premier wholesale retailer, supplying the best-quality fabrics and in-house designs to designers and manufacturers in the Los Angeles area and beyond. Whether you need the common fabrics that you rely on, such as wholesale polyester/spandex, rayon/spandex, novelty, solid, print, knit, woven, or more unique fabrics to inspire your next great fashion creation, we can work with you to get a price that will fit with your bottom line. All of our print designs are copyrighted. Visit us at Texworld USA, 7/17–7/19, Jacob K. Javits Convention Center in New York, Booth P19.

Kagan Trim Center

3957 S. Hill St (2nd Floor)
Los Angeles, CA 90037
(323) 583-1400
Fax: 323-583-1600
info@kagantrim.com
www.kagantrim.com

Products and Services: Kagan Trim Center, in business for over 70 years, is proud to be your primary wholesale lace and trims supplier. We offer a complete selection of apparel trim, from the most current designs of the season to all the basics. We have over 75,000 trimming items in stock, including elastic, ribbons, laces, and embellishments of every description. We're able to drop-ship our products from China to anywhere in the world, saving you time and money. Additionally, our team is comprised of experienced professionals in every aspect of the trimming industry, able to provide you with the answers you need, quickly and accurately, thus allowing you to get your finished product to market without delay! Please visit our easy-to-navigate website to see our products. All inquiries welcome.

LA TEXTILE Show

110 E. Ninth St.
Los Angeles, CA 90079
(213) 630-3600
www.latextiletradeshow.com

Products and Services: LA TEXTILE (Los Angeles International Textile Show) is the West Coast's bi-annual trade event for premier textile, design & production resources. Showcasing hundreds of the world's top fabric and trim companies, the caliber of exhibitors and trend direction are edited for a distinct contemporary and lifestyle fashion audience. The Sourcing pavilion spotlights manufacturing & design services, providing brands with the comprehensive range of services needed to manage the supply chain from concept to finished product. LA TEXTILE is hosted by the California Market Center (CMC) in downtown LA's Fashion District. Next show is scheduled for October 2-4, 2017 for the Fall/Winter 2018/19 season.

TEXWORLD NYC – JULY 17-19 – BOOTH E05

Cationic
Melange Blends
Nylon Blends Shantungs
Lurex/Metallics
Neoprene
Recycled Yarns
Poly Blends

Capabilities that inspire



KNITTING



DESIGN



R&D



DYEING



PRINTING



FINISHING

Our collection of more than 4,000 European-quality fabrics are manufactured in our Los Angeles-based facility. We offer faster deliveries, superior quality control, and vertically-integrated services for all major fashion categories.



MADE IN THE USA

texollini.com