

CALIFORNIA ApparelNews

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Pictured from left to right: Carmen Molina Silk #172-108BM4; D&N Textiles Inc. #6408; Pine Crest Fabrics #TTS450C16; Fabric Selection Inc. #SE50704 Rayon Crepon Print; Asher Fabric Concepts #TRI103 Triblend Spandex Sweater; Texollini #797JYD2; and Fabric Selection Inc. #SE61229 Brushed DTY Poly/Spandex

MILITARY ACTION

Military green and olive shades give florals, laces and abstract patterns—not to mention textured knits and solids—a fresh, sophisticated look. For more textile trends, see page 7.

Kandy Kiss Alleges a Former Executive Stole Its Business With Target

By Deborah Belgum Senior Editor

The clothing business can be a cutthroat industry, especially in these times of retail challenges and shifting consumer shopping habits.

So when **Kandy Kiss Inc.**—a longstanding enterprise based in Van Nuys, Calif.—saw millions of dollars in sales to **Target Corp.** suddenly dry up and be placed with another company, it decided to investigate.

In court papers filed in Los Angeles County Superior Court in late July, Kandy Kiss Inc. alleges that its former president of sales and acquisitions, Mauricio Betancur, stole several top Kandy Kiss employees who dealt with Target and siphoned

off business to another firm, called **Secret Charm**, where Betancur later worked. Adir Haroni, the owner of Secret Charm, was also named in the Kandy Kiss cross complaint as well as several other businesses related to Betancur and numerous individuals who worked at Kandy Kiss and Target.

Kandy Kiss said the tens of millions of dollars it lost in sales made up a substantial portion of its revenues.

After losing the Target business, Kandy Kiss did an assignment for the benefit of its creditors, an informal bankruptcy. **Province Inc.**, the assignee, then proceeded to sell the Kandy Kiss assets to **Blended Apparel** in Van Nuys, which took over Kandy Kiss's inventory and orders.

➔ Kandy Kiss page 3

INDUSTRY FOCUS: RETAIL REAL ESTATE

Los Angeles Boutique Streets Undergo Change to Survive

By Andrew Asch Retail Editor

The shopping mall—once considered mini-town centers that attracted after-school teens and early-morning exercising seniors—has struggled to stay competitive after consumers did an about-face and altered their shopping habits.

Cutbacks in store fleets and competition from e-commerce have battered the once unstoppable boxy shopping mall, leaving many B- and C-level malls with vacancy levels once considered unthinkable. Since then, mall owners have looked for ways to reinvent the mall.

While mall owners work out their new formulas, landlords and real estate brokers might be faced with a similar crisis on city streets. Generally, the real estate market for boutique-lined retail streets, called “high streets” in the United Kingdom, is healthier than it was during the economic downturn of 2008. But leading real-estate brokers

➔ Real Estate page 3

Surf Expo Dodges Hurricane to Showcase Summer 2018 Collections

By Hope Winsborough Contributing Writer

ORLANDO, FLA.—There were no registration lines at 9 a.m. on the opening day of **Surf Expo** and few vehicles in the massive parking lots at Orlando's **Orange County Convention Center**. In the lobby, buyer Paulette Daley from the Turks and Caicos Islands boutique **Treasures S&S Gift Shop**, was taking phone calls from relatives back home who were preparing for Hurricane Irma while Surf Expo Show Director Roy Turner greeted **Ron Jon** President and Chief Executive Officer Debbie Harvey and others. On the show floor, **Catwalk Productions'** Randi Layne met backstage with models filling in last minute for South Florida models who had canceled.

In the days leading up to the planned Sept. 7–9 show, Hurricane Irma was predicted to hit Central Florida on Sunday and Monday. Show organizers initially cut the three-day

➔ Surf Expo page 2

INSIDE

Where fashion gets down to businessSM



LA mayor addresses NJAL event ... p. 2

Fiber & Fabric ... p. 4

New York Fashion Week ... p. 6, 8

Textile Trends ... p. 8

Technology ... p. 9

Mayor, NJAL Host Meeting With Apparel, Creative Community at City Hall

By Alison A. Nieder Executive Editor

Mayor Eric Garcetti and **Not Just a Label**, the organization that represents independent designers, hosted a meeting featuring members of Los Angeles' creative community.

Held in the Tom Bradley room atop **Los Angeles City Hall**, the Sept. 7 event was billed as "Cities and a Bold Vision for Retail." It was the third event NJAL has hosted in Los Angeles.

"Creativity is the currency of the future," said NJAL founder Stefan Siegel. "Not Just a Label leverages one of the most creative communities on the planet. We are proof of the concept that change in fashion is possible."

Earlier this year, Siegel expanded NJAL from its London roots and opened its first U.S. office in Los Angeles. The organization is currently working on building "the first intellectual-property marketplace," Siegel said, explaining that rather than shopping

for garments, retailers can shop for design rights.

In Garcetti's speech to the crowd of apparel designers, retailers, manufacturers, publicists and event organizers, the mayor said one of Los Angeles' greatest assets is its diverse population, which includes people from 39 countries that have their largest populations outside of their own country in Los Angeles.

"Not Just a Label came here because it recognizes something in Los Angeles that we're all familiar with," Garcetti said. "This improbable collision of cultures is, in many ways, the face of the world today. For those of us who are Americans, I would offer it's the face of this country tomorrow. It's a place where we don't see the

division between us, but we see the strengths of this currency, where we don't divide one another but we look at what it is to propel one another. We don't make enemies of one another; we make new alliances with one another. In Los Angeles, creativity is around every corner. Collaboration is inevitable here."

The mayor's speech introduced a panel dis-

cussion that included Doris Raymond, owner of the vintage clothing boutique and consultancy **The Way We Wore**; Zach Brooks, general manager of **Smorgasburg LA**; Brent Davis, brand measurement lead for **Snapchat**; Chris DeFaria, president of **DreamWorks Animation**; Jen Guarino, vice president of manufacturing for **Shinola**; Dan Katz, transportation policy counsel for **Hyperloop**; Jay Luchs, vice president at **Newmark Knight Frank**; Phil Pavel, former managing director of the **Chateau Marmont** and managing director of **No-Mad Los Angeles**; and Ari Popper, founder of **SciFutures**.

Sophie Hackford, resident futurist at NJAL, moderated the panel. "I believe in 30 years you will look back and say 2018 is the very beginning of the Internet. Social media is not the pinnacle," Hackford said.

She believes data and artificial intelligence will define our experience of cities. "Sensors are everywhere and all of this is leaving digital breadcrumbs," Hackford said. "Cities are becoming a virtual version of the Internet, a physical web. We're going to be able to **Google** the world the way we Google the Internet. After a while your **Amazon Echo** will order your toothpaste or **Uber** before you knew you needed it."

Several speakers mentioned how their ar-

eas of expertise—from food to hospitality to transportation—will affect apparel and retail. "Retail needs to completely change—even if it wants to be the same," Hackford said.

For **The Way We Wore's** Raymond, many of the high-tech ideas discussed by the panel, such as virtual environments that blur entertainment and shopping, have little impact on her business of buying and selling vintage garments. "I feel like I want to be a dinosaur—I don't want to change," she said. "Our store is a little anomaly. I sell one item, in one size and one color. People feel my passion and enthusiasm. I'm able to tell the history of a piece."

Los Angeles remains a draw and a home base for many designers, including Jeremy Scott, Hedi Slimane, Rem Koolhaas and Tom Ford, Raymond said.

"There's a reason creatives come to Los Angeles," she said. "We are the center of the universe for design."

But while her vintage clothing business sets her apart from traditional apparel retailers, Raymond faces the same challenges of other retailers in Los Angeles. "There are so many little details we are responsible for as retailers, but we need the support of the city," she said. "Small businesses create the flavor of a neighborhood. I think it's time for the city to look at the micro scale rather than the macro scale." ●



Los Angeles Mayor Eric Garcetti and NJAL founder Stefan Siegel

TRADE SHOW REPORT

Surf Expo *Continued from page 1*

show down to two, then ultimately shortened the run to one day. By the Sept. 7 opening day, traffic headed out of Orlando was at a standstill as emergency and disaster-recovery

convoys headed into the area.

Tavik's Florida rep, Logan Watters, met with buyers from **Everything But Water** and the **Curl Surf Shop**, both based in Orlando. The rest of her 30 to 40 appointments

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James McDonald from Lost Dog

canceled right before the show.

"I was truly worried about every single one of them," she said.

Watters was also worried about her husband, who drove six hours from Orlando back to their Brevard County home (typically an hour drive at most) to pack up their two children and the dog.

Buyers from retail mainstays **17th Street Surf Shop** and Ron Jon kept their appointments. And while a rumored 40 or so exhibitors were no-shows, many noteworthy brands made a point of showing up. Absent for the last few years, **Nike's Hurley** returned to the aisles, with Hurley founder Bob Hurley himself putting in an appearance.

Show management later told exhibitors that 1,400 registered attendees showed up on-site. Yet it was obvious on the show floor that buyers from across the Caribbean, the Mid-Atlantic, Texas and Florida canceled.

Responding to Irma was a moment-to-moment maneuver for show management. Because setup begins at least a week before the show opens, it was impossible at the start to pinpoint Irma's exact threat—for commuters, travelers and the show itself. During its 40-year history, Surf Expo had never had to tweak a show schedule due to a hurricane, despite having to deal with numerous storm-related hassles over the years. By 2 p.m. on opening day, organizers announced plans to close the show at 6 p.m. and not reopen the next day "due to the progressive conditions of Hurricane Irma."

Among those taking Irma's chaos in stride were many first-time show exhibitors looking to make their marks in Surf Expo's ac-



The Tavik booth

tive-lifestyle segment. **Simplex Apparel** and **Shaka Wear** consolidated the company's two lines into one booth. **Lost Dog's** James McDonald made do without his new line of artwork tees, which were lost in shipment.

Ramtin Sadeghi's **RuckJack**—a new line of outdoor wear that converts into a daypack—plans to return in January. "It's obvious that it's a huge opportunity for us," he said.

East Prairie, Mo.-based **A-Game Camo**, a just-launched line of technical outdoor wear founded by former big-game hunting guide Rex Burney, made its Surf Expo debut to a mostly empty aisle. Still, he said, "We saw five or six accounts who were interested."

After a few days at her Orlando hotel, Daley, from Turks and Caicos, returned home to find her store had escaped damage and her family, including her one-month-old grandson, safe. Tavik's Watters and her family returned home after spending two nights in a hotel near the Convention Center that she described as a "hotel for dogs."

In retrospect, Watters said she thinks Surf Expo should have canceled the show altogether. "They should have known that everyone was worried about their stores," she said. "How could people buy for Summer 2018 when they don't even know if they will be around?"

Surf Expo organizers noted that all decisions were made with the exhibitors' and attendees' safety in mind.

"We hope that all attention can be focused on helping those in need," the company said in a statement. ●

Real Estate *Continued from page 1*

say the market is still tough in Los Angeles.

“As spaces come available, tenants doing deals are becoming fewer and farther between,” said Jay Luchs, vice chairman of **Newmark Knight Frank**. “They are not expanding like in the last two decades.”

It may take a decade for the retail market to rebound, Luchs said. In the meantime, urban planners are revamping the retail-street model and looking for ways to attract more pedestrian traffic to high streets. While the model may be down, it certainly is not out.

In 2017, retail real estate is seeing mixed results. Market researchers **CoStar Group Inc.** found that retail real-estate business increased 2.7 percent during the first quarter of 2017 compared to the same period last year. Demand for popular locations remains strong.

With that in mind, developers continue to invest in retail streets and look for new possibilities to bring people to high streets. Similar to some malls, retail streets can support a wider array of tenants.

For example, health tenants and educational tenants could be moving into the spaces once reserved for retailers, said Larry Kosmont, president and chief executive officer of **Kosmont Companies**, which consults and brokers public and private real-estate transactions.

“You’re going to see a greater interaction between the private and the public,” Kosmont said. “Increasingly, there will be cultural and educational facilities as well as public amenities surrounded by private vendors.”

One development that is trying to incorporate a wider array of tenants is a project in Poway, Calif., near San Diego, that wants to build a town center in the small city. There will be parks, sidewalk cafés and other features that combine public and private uses. Currently it is going through the approval process with the city.

That town-center style of retailing is similar to projects designed by **Caruso**, the high-end shopping center developer owned by Rick Caruso, which are focused on a Main Street-centric design lined with boutiques, such as **The Grove** in Los Angeles.



ECHO PARK: New stores and investment are coming to Sunset Boulevard and Mohawk Avenue in Los Angeles’ Echo Park section.

Caruso architects have been inspired by high-street neighborhoods such as Newbury Street in Boston and the French Quarter in New Orleans. Caruso is developing another Main Street-centric project.



PALISADES VILLAGE: Caruso is redeveloping the main street of Los Angeles’ Pacific Palisades section.

Next year, Caruso will unveil **Palisades Village**, located on Swarthmore Avenue, which is the main drag of the affluent Los Angeles seaside enclave of Pacific Palisades.

Even though the area is affluent—with Hollywood A-listers such as Reese Witherspoon and Steven Spielberg living there—local retailers heard complaints that the area’s shops were stuck in a rut. Retail sales have been declining for some time.

Caruso developers plan to bring the retail district back, in part, with the long-shuttered **Bay Theatre** cinema anchoring the project. Closed since 1978, it will be restored, owned and managed by **Cinépolis Luxury Cinemas**.

According to a Caruso statement, **Jennifer Meyer**, an independent jeweler who sells her designs at **Barneys**, will open her first store at Palisades Village. More than 50 boutiques, independent grocers and restaurants are also scheduled to move into the park-lined area.

Other old neighborhoods around Los Angeles are finding new retail life. The cross streets of West Sunset Boulevard and North Mohawk Street in Los Angeles’ Echo Park neighborhood have been an intersection of vintage stores and unique retail for more than 15 years.

Recently, two independent stores moved into the area, anchored by the popular **Mohawk Bend** craft-beer restaurant. The **Local Bogeyman House of Horror** T-shirt brand opened its first shop at 2151 Sunset Blvd. earlier this month. Another recent arrival to the retail street is **The Stockroom/Syren**, which offers a large selection of vinyl and fetish clothes.

The 22,000-square-foot compound **Mohawk Collective** is wrapping up construction on the 2110 block of West Sunset. The **Continental Development Group** has advertised that it is leasing the space for restaurant and retail tenants. Van de la Plante, owner of the **Gentleman’s Breakfast** eyewear and accessories boutique on 1101 Mohawk St., anticipates more growth.

“People are investing in this neighborhood because it’s growing. It’s not plateauing,” he said. “There are a lot of people who don’t want to pay Abbot Kinney [Boulevard] prices for space. They move here.” ●

NEWS

Uniqlo to Open Denim Concept Shop in DTLA

Fast Retailing Co. Ltd. opened a **Uniqlo** emporium at **Westfield Santa Anita**, about 30 minutes east of downtown Los Angeles, Sept. 9, but the Japanese fast-fashion company announced it was going to open another unique store in Los Angeles.

On Sept. 19, the retailer announced that it was going to open a “denim concept shop” in downtown Los Angeles’ Arts District. Marisol Tamaro, Uniqlo’s head of U.S. marketing, made the announcement during the retailer’s LifeWear/Dedicated to Denim party at a Hollywood events space called **At the P**.

The stated purpose of the party was to celebrate denim

fabrics from Japanese manufacturer **Kaihara** and to show the Fall/Winter ’17 season of Uniqlo’s denim, which is inspired by Los Angeles style, according to a brand statement. The company opened its Denim Innovation Center in Los Angeles in November 2016 for denim research and development for Uniqlo as well as for the company’s **J Brand** division.

In the middle of the Sept. 19 party, Tamaro made the announcement about the Arts District concept shop. “We take so much inspiration from Los Angeles,” Tamaro said. It was fitting that the company would open a denim concept shop in the city.

She provided scant details beyond the announcement. The

concept shop is scheduled to open in the fall. It will be about the same square footage as a standard Uniqlo store, about 2,000 square feet.

“It’s mostly denim, but it will feature complementary clothes. It will mostly be about the experience,” she said.

Los Angeles’ Arts District has increasingly garnered fashion retailers’ attention. In the past few years, high-end boutiques have opened doors in the formerly blighted area. Recently, fashion star Rei Kawakubo announced that she will open one of her **Dover Street Market** locations in the Arts District in 2018. A **Phillip Lim 3.1** boutique took a bow in the Arts District in May.—*Andrew Asch*

Kandy Kiss *Continued from page 1*

Shortly after, in February, Betancur and several other creditors put Kandy Kiss into an involuntary Chapter 7 bankruptcy filing.

In court papers, Kandy Kiss accuses several of its former employees, current Target employees and Betancur of stealing Kandy Kiss’s confidential information to divert business to Secret Charm.

The cross complaint also maintains that Betancur bribed several Target workers with lavish dinners and gifts to influence their decision to cancel orders for a range of products, which included the **Mossimo** and **Merona** labels and divert them to Secret Charm. “As a result of these bribes and illegal payments, which are in direct contravention of Target’s own stated code of conduct, including rules against conflicts of interest, the Target employees aided and abetted Betancur” and other Kandy Kiss employees in their wrongful conduct against Kandy Kiss, the cross complaint said.

“As a result of the bribery, Target ceased its longstanding relationship with Kandy Kiss and is now conducting business with Betancur at Secret Charm,” Kandy Kiss said in court documents, adding that the scheme was planned and carried out while Betancur was employed at Kandy Kiss.

In his capacity as head of sales and acquisitions, Kandy Kiss said that Betancur, while employed at Kandy Kiss, built and fostered a solid relationship with Target. He was the go-to guy for Kandy Kiss when dealing with Target for design, marketing, production and sales of apparel and accessories to different Target divisions, including **Target Girls**, **Xhil**, **Mossimo** and **Merona**.

The Van Nuys garment maker said that Betancur “began making unreasonable and extortionate demands to Kandy Kiss for payment, expressly threatening to ruin the relationship between Kandy Kiss and Target if Kandy Kiss did not acquiesce to his demands,” the company said in its court filings.

The cross complaint is in response to a lawsuit that Betancur filed in January 2016 maintaining he was owed thou-

sands of dollars that were agreed upon in a settlement agreement drawn up on Jan. 1, 2014.

In his lawsuit, Betancur maintained that Kandy Kiss agreed to pay him end-of-the-month consulting fees through Dec. 31, 2015, and 1.5 percent of the gross amount of the merchandise shipped to Target in 2016. But Betancur said he did not receive those payments and was not even reimbursed for business expenses he incurred.

Betancur, who worked for Kandy Kiss from early 2001 to October 2015, said he did not “exploit any nonpublic assets, confidential information or trade secrets of Kandy Kiss in his subsequent business ventures.”

Kandy Kiss, founded in 1975, was a longtime apparel manufacturer that started out making juniorswear and childrenswear under the labels **Zoey**, **YB Normal**, **YB Kids** and **Sammi & Me**.

Over the years, it increasingly made private-label goods for retailers such as **Kohl’s**, **JCPenney**, **Walmart** and **Forever 21**. ●



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Archroma Takes Another Stake in M. Dohmen SA

Swiss color and specialty chemical company **Archroma** has taken an additional stake in **M. Dohmen SA**, a maker of textile dyes and chemicals for the automotive, carpet and apparel industries.

Archroma picked up 49 percent of the M. Dohmen SA shares of M. Dohmen SA in 2014. With the new acquisition, Archroma owns a controlling 75 percent participation in the company. Alexander Wessels, Archroma's chief executive officer, was named chairman of the board at the M. Dohmen group, taking over from founder Manfred Dohmen, who will continue to serve as a board member. "With this additional stake, we are now in the position to implement further into both organization and processes our shared commitment to customer focus, innovation, world-class quality standards, high service

levels, cost-efficiency and sustainability," Wessels said. M. Dohmen has production facilities in Switzerland, Germany and Korea and sales organizations in the U.S., Korea, Germany, Italy and China. As a result of Archroma's additional stake in M. Dohmen, the two companies will have a complementary product portfolio of dyes and chemicals for synthetic fibers and wool. "We are excited to take an active part to Archroma's ambitions and vision of a more sustainable textile industry," Dohmen said. "The stronger ties between Archroma and M. Dohmen will ultimately benefit the customers, partners and teams of both companies as we can exploit further synergies between our production capabilities, product portfolio and competitive positioning."

—Alison A. Nieder

Lenzing Adds Traceability to Its Sustainability Message With EcoVero Viscose

Fiber maker **Lenzing** has launched a new line of viscose fibers that are both environmentally friendly and traceable.

Lenzing **EcoVero** fibers are made using a special manufacturing system that enables companies to identify EcoVero fibers in the final product. This enables retailers and brands to verify that they are using Lenzing's eco-friendly viscose fibers rather than generic viscose that might not meet their sustainability standards.

EcoVero fibers are produced under Lenzing's strict environmental standards. The company's production facilities comply with the **EU Ecolabel** guidelines for environmental manufacturing. EcoVero fibers

are made from wood from sustainable forestry plantations that are independently certified. Lenzing's wood-sourcing policy ensures that the most sustainable wood sources are used for its viscose production. The wood sources are **FSC** (Forest Stewardship Council) or **PEFC** (Programme for the Endorsement of Forest Certification) certified and are processed in an ecological production process with lower emissions and higher water conservation than traditional viscose.

Headquartered in Austria, Lenzing is the maker of fibers under the **Lenzing Viscose**, **Lenzing Modal**, **Tencel** and **Refibra** brands.—A.A.N.

Calendar

Sept. 26

FGI-LA Happy Hour
Ace Hotel
Los Angeles

OC.Mix

Irvine, Calif.
Through Sept. 27

Sept. 27

Interfilère
The Tunnel
New York
Through Sept. 28

Sept. 28

TPC Networking Event
TomGeorge LA
Los Angeles

Oct. 2

LA Textile
Sourcing at LA Textile
LA Majors Market
California Market Center
Los Angeles
Through Oct. 4

"Sourcing for a Sustainable Future," presented by FGI-LA
FIDM
Los Angeles

Oct. 3

Fashion 101, presented by Global Purchasing Cos.
Los Angeles

Oct. 4

Fashion Week San Diego
Various venues
San Diego
Through Oct. 8

Oct. 5

Art Hearts Fashion
Los Angeles
Through Oct. 8
Coast
Track One
Nashville
Through Oct. 6

There's more
on ApparelNews.net.

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

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

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NEW YORK FASHION WEEK

Students From the Academy of Art University Hit the Runway

For some 12 years now, the recent graduates from the **Academy of Art University** in San Francisco have displayed their designs on the runway during **New York Fashion Week**.

This year, 10 graduating fashion students on Sept. 9 presented seven collections of menswear and womenswear, with some students getting together to collaborate on one collection. The runway presentations took place in Gallery 1 at **Skylight Clarkson Square**.

The looks varied from geometric, avant-garde looks and cool hipster designs with long tops for men and women to billowy silhouettes.—*Deborah Belgum*



Jelly Shan

Ryan Yu



JOHN PEREZ
Joanna Jadallah
Cana Klebanoff

Saya Shen

Dina Marie Lam
Carlos Rodriguez

Eden Slezin

Hailun Zhou

Top Fashion Student Grads Walk Down the Runway at Supima Design Competition

The idea behind the fashion show was this: Recent graduates from seven fashion design schools across the United States were given the assignment to take **Supima** cotton fabric and whip up capsule collections of women's eveningwear for Supima's 10th annual design competition, seen on the runway in New York on Sept. 7.

The winner was Alyssa Wardrop from the **Fashion Institute of Technology**. She received a \$10,000 check from Supima to help start her design career. Wardrop is also presenting her collection on Sept. 26 during **Paris Fashion Week**.

Other student participants were Elizabeth "Nancy" Hennessey from the **Fashion Institute of Design & Merchandising**, Abigail Griswold from the **Rhode Island School of Design**, Alexandra Pijut from the **Savannah College of Art and Design**, Lela Thompson from **Drexel University**, Margaret Kwon from **Parsons The New School** and Sarah Johnson from **Kent State University**.

Started in 2008, the **Supima Design Competition** was created to give runway exposure to emerging talent and was modeled on the legendary 1954 Wool Secretariat competition, which launched the careers of young designers Yves St. Laurent and Karl Lagerfeld.—*D.B.*



Abigail Griswold Alexandra Pijut



GETTY IMAGES
Alyssa Wardrop

Lela Thompson

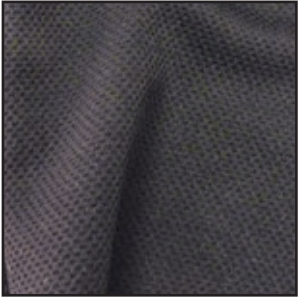
Margaret Kwon

Nancy Hennessey

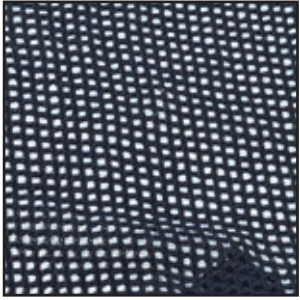
Sarah Johnson

Round Midnight

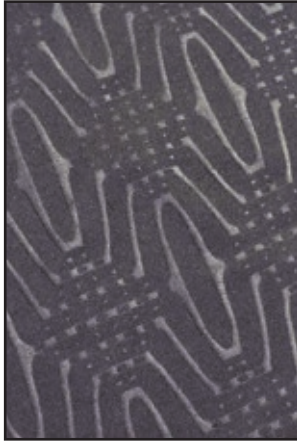
Designers head to the dark side to create dramatic laces, denims, fancies and novelty knits in rich shades of black.



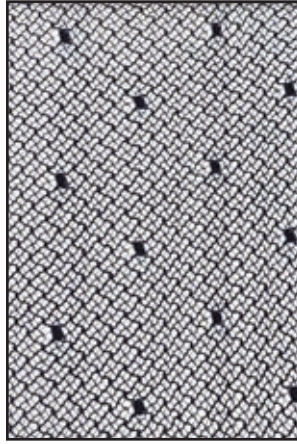
A Plus Fabrics Inc. #DJ222 PK Dimple



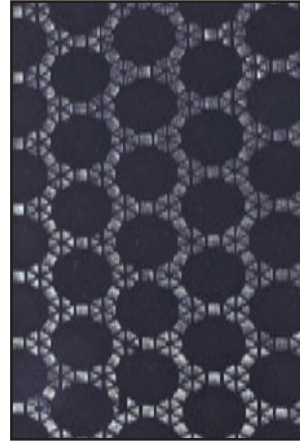
A Plus Fabrics Inc. #FN62 Cotton Combed Fishnet



Pine Crest Fabrics #FTP1257C1



Solstiss #416L28



Dunière #163 500 "Festival"



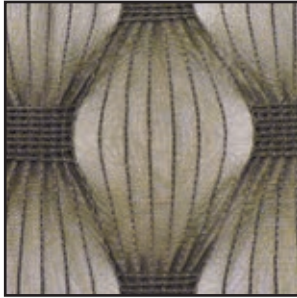
Bischoff Gamma Ltd. #127017



Eclat Textile Co. Ltd. #RT1504360 Single P.K. Stripe



A Plus Fabrics Inc. "PSLACE" Poly/Spandex Lace



NK Textile #RB16146



Spirit Lace Enterprise #16107H



Solid Stone Fabrics "Starbright"



Kalimo #7141 EXP "Wavy Shine"



Spirit Lace Enterprise #150118J



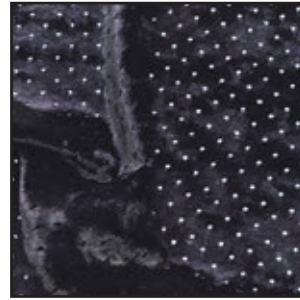
NK Textile #NK54186



Denim North America #91654 "Memphis" 3 oz. RHT Stretch Sulfur Overdye



Denim North America #91654 "Memphis" 3 oz. RHT Stretch Sulfur Overdye



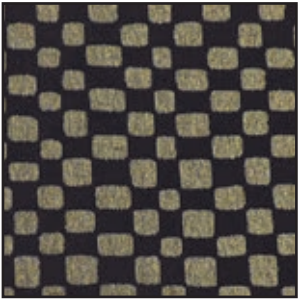
Pine Crest Fabrics #FVM100C1



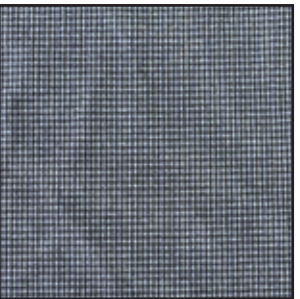
Carmen Molina Silk #172-109BMZ

On the Grid

Textile mills get on the grid with plaids, mesh and geometric patterns.



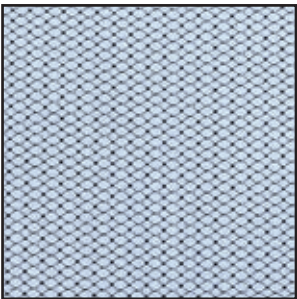
Dunière #Pretty 101 463



Texolini #6362YD2



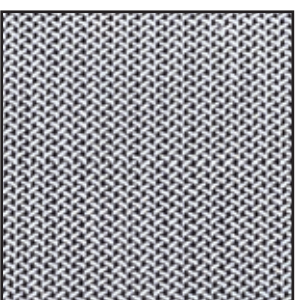
SAS Sport #S10100-01 Diamond Quilt Lay-in with Lycra



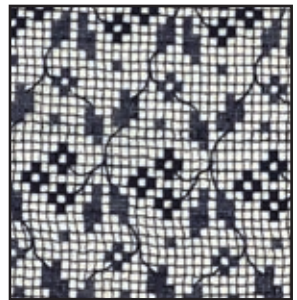
SAS Sport #S10036-01 Octagon Outline with Lycra



D&N Textiles Inc. #6237



SAS Sport #S10096-02 Mini Basket Weave With Lycra



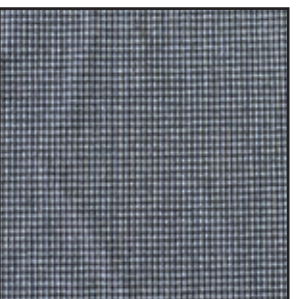
Solstiss #903708.01



Cinergy Textiles Inc. #PLD-14189 Plaid Suiting



Robert Kaufman Fabrics #SRKF-17259-1 "Brooklyn" Plaid Flannel



Texolini #3344D2



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California Vibe at Art Hearts Fashion in New York

There were plenty of West Coast designers on the runway during the **Arts Heart Fashion** shows, held Sept. 7-11 at the **Angel Orensanz Center**, housed inside a Gothic Revival synagogue in New York.

Collections for Spring/Summer 2018 presented fashions for both men and women in looks that ranged from the very formal to the cool and casual.



Fernando Alberto Atelier Fernando Alberto Atelier Jessie Liu Mister Triple X Collection Mister Triple X Collection Mister Triple X Collection Royal Legacy Royal Legacy



Jessie Liu Jessie Liu Kenneth Barlis Kenneth Barlis Kenneth Barlis Trico Field Trico Field Trico Field Dexter Simmons Dexter Simmons

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Merged Mojix and CXIgnited Hope to Digitize Stores

Bricks-and-mortar stores can gain the same technology advantages as e-commerce. They just have to use more RFID, or radio frequency identification technology, said Dan Doles, president and chief executive of Los Angeles-headquartered tech company **Mojix**.

With RFID and tools that build omni-channel shopping, stores will have more opportunities to become increasingly tech-enabled, giving them added opportunities to use the same tools that e-commerce stores employ to make that targeted sales pitch, Doles said.

Mojix makes RFID hardware such as RFID readers, antennae and a software platform to analyze RFID information.

Mojix made news recently when it announced a merger with **CXIgnited**, a Paris-headquartered company that makes the **ShopCX Cloud** platform. It also uses RFID, the Internet and location positioning systems to build omni-channel shopping platforms.

Solutions include a smart mirror for trying on clothes. The RFID-enabled mirror is able to glean information about shoppers and recommend other outfits to try on. It also can inform shoppers about deals and sales. With added information, stores can e-mail shoppers about sales and tailor promotions for them.

RFID can also be placed in fixtures like hangers as well as hangtags on clothes. For shoppers concerned about privacy, RFID chips are typically torn off and disposed of after the sale.

The merged companies will operate under the Mojix name and be led by Doles. CXIgnited Chief Executive Alain Fanet will become the chief strategy officer of the combined entity.

"Our unified strengths help retailers and brands transform the way they connect with their customers and a new generation of shoppers," Doles said. "The joint solution allows us to digitize the entire supply chain from manufacturer to

consumer."

Bill McBeath, chief research officer at **ChainLink Research**, said RFID is becoming part of mainstream retailing for apparel and footwear. Now retailers are eying how to get to the next level, beyond simple inventory accuracy.

Leslie Hand of the market-research group **IDC Retail Insights** said that retailers are tailoring the possibilities of RFID to their needs. "[RFID's] inventory visibility also reduces loss and improves processes of identifying and preventing loss threats. But other retailers are focused more on the immersive customer experience and the fitting-room experience or getting more information from the sales floor," Hand said. "The switch that has gone off in retail minds is that they don't have to implement everything all at once. They can identify the use case that is most valuable to them—implement just a piece—and still achieve ROI in a short period of time."—*Andrew Asch*

NEWS

Karmaloop's Selkoe Unveils Wanderset

In 2015, entrepreneur Greg Selkoe left the Boston-headquartered **Karmaloop**, the online emporium for streetwear he founded in 2000. Relocated to the Los Angeles area, Selkoe announced Sept. 21 that he was going to unveil the e-commerce and content site **Wanderset**.

The men's fashion site, located at www.wanderset.com, will give special platforms to fashion designers, creatives and celebrities, Selkoe said in a brand statement. The platforms, or, in Wanderset's lingo, "Set Pages," will provide spaces

where these figures can merchandise and sell their individual brands and tell their brands' stories in a unique social-media style.

Notables running Set Pages include Trevor Andrew, a visual artist and Olympic snowboarder; **Honest Company** cofounder Cash Warren; and Mike Conley of the **Memphis Grizzlies** NBA team.

Along with the option of shopping Set Pages, consumers also can shop Wanderset by viewing and buying gear from

the brand's e-commerce pages, similar to a typical e-shopping experience.

Brands sold on Wanderset include **Alps & Meters**, **Android Homme**, **Anwar Carrots**, **Comme des Garçons**, **Days Off**, **Dead Studios**, **Del Toro Shoes**, **En Noir**, **GucciGhost**, **IISE**, **Lacoste**, **Logan Real**, **Maison Kitsune**, **Mr. Completely**, **NIGHT : SHIFT**, **Pleasures**, **Puma**, **RCNSTRCT Studio**, **Surf Is Dead**, **Tango Hotel**, **York Athletics** and **Youth Machine**.—A.A.

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