

# CALIFORNIA ApparelNews

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**COMPLEXCON STARS:** Colette Paris founder Sarah Andelman posed with art star Takashi Murakami on Nov. 5 at the Colette Paris booth at ComplexCon. The Long Beach event was a center for exclusive, limited-edition fashion, hip-hop gigs and VIP appearances.

## ComplexCon's 'Concert for Clothes' Makes More Than \$20 Million

By Andrew Asch *Retail Editor*

Exclusive skateboard decks, rare screen-printed T-shirts crafted by design hero Virgil Abloh, appearances by VIPs such as former **Lakers** star Kobe Bryant. These were a few of the attractions at **ComplexCon**, described by some as a "concert for clothes," which ran Nov. 4-5 at the **Long Beach Convention Center** in Long Beach, Calif.

According to organizers, 50,000 people attended the event, which featured hip-hop music performances and panel discussions on fashion and culture. The high-marquee attraction was ComplexCon-only exclusives for major sneaker brands **Nike** and **Adidas**, both of which ran 8,000-square-foot booths on the show floor.

Also selling exclusive merchandise were popular athletic lifestyle brand **Champion** and emerging brands such as Atlanta's **Trap House Clothing** and Los Angeles-based **Ms.Rpresented**.

Attendance increased for the sophomore event; 35,000 attendees reportedly shopped the inaugural ComplexCon in November 2016. Passes were sold out for the 2017 run of the show. Ticket prices ranged from \$75 to \$100, with VIP passes costing up to \$400. Aaron Levant, head of the event and a senior vice president of **Reed Exhibitions**, a producer at ComplexCon, estimated that exhibitors made between \$20 million and \$25 million during the two-day event.

For music, influential 1990s hitmakers **N.E.R.D.** performed at the show after a more than two-year hiatus. N.E.R.D.'s dancers wore Adidas outfits that were sold at the brand's ComplexCon booth. N.E.R.D. is helmed by Pharrell Williams, who also started the streetwear label **Billionaire Boys Club** and leads premium-denim company **G-Star**. He served as ComplexCon's host committee chair. Other performers included hip-hop stars Gucci Mane, M.I.A. and DJ Khaled.

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## Will Tax-Free Online Sales Die With Newest Challenge?

*The issue of whether e-commerce retailers have to charge sales tax for out-of-state purchases could be headed to the U.S. Supreme Court.*

By Deborah Belgum *Senior Editor*

South Dakota is a sparsely populated state that is highly dependent on its sales tax for revenue because it has no state tax.

But as Internet sales have taken off at a galloping pace, South Dakota is finding its state-revenue cupboard is growing increasingly bare because many Internet purchases are not taxed if a company does not have a physical presence in a state.

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## Gerber Technology Brings Ideation Conference, Tim Gunn to Los Angeles

By Alison A. Nieder *Executive Editor*

For the first time, **Gerber Technology** hosted its **Ideation** technology conference in Los Angeles, where visitors to the three-day event previewed software demos, panel discussions, runway shows, a design contest and a "fireside chat" with "Project Runway" star Tim Gunn.

"LA is a great market for us," said Bill Brewster, Gerber's vice president and general manager, enterprise software solutions. "Not only are there a lot of great companies doing designing here, but they are manufacturing here as well and we provide solutions for the entire value chain."

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## INSIDE

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



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# Agenda, Liberty, Capsule Launching Assembly Conference in Las Vegas

Three apparel trade shows are teaming up in Las Vegas to launch a conference for retailers and brands that will feature keynote speakers and workshops as well as industry services and tools.

The **Assembly** conference, which will run Feb. 12–14, 2018, is organized by **Agenda**, **Capsule** and **Liberty Fairs**. The conference, like the shows, will run at **The Venetian** and the **Sands Expo** during show hours (10

a.m.–6 p.m.). There will also be an after-party hosted by the three trade shows.

“The standard show format has run its course,” said Aaron Levant, founder of Agenda, in a statement. “We’re looking to innovate on our platform by providing inspiration and education to drive our industry forward.”

Assembly attendees will have access to keynote speakers, including “some of the

fashion industry’s most iconic names, business innovators and celebrities.” There will also be daily education workshops “tackling some of the most important issues and obstacles facing the industry today.” The conference will also serve as a networking resource for brands and retailers to connect with services, tools and potential partners. There will be a networking cocktail event on opening day.

“Facilitating deeper connections and inspiring our market is crucial to us as trade-show producers,” said Sam Ben-Avraham, founder of Liberty Fairs. “We have always been ahead of the curve in this industry, and we’re excited to deliver added value with Assembly.”

For more information, visit [libertyfairs.com](http://libertyfairs.com), [www.agendashow.com](http://www.agendashow.com) and [www.capsuleshow.com](http://www.capsuleshow.com).—Alison A. Nieder

## Le Club Comes to Lacoste Rodeo

French sportswear brand **Lacoste** unveiled its “Le Club” design concept at its Rodeo Drive boutique, which is scheduled to reopen on Nov. 16.

The redesign is inspired by the locker room of brand founder and early-20th-century tennis champ René Lacoste. He introduced the Lacoste tennis shirt in 1929. The 1,900-square-foot boutique, located at 447 N. Rodeo Drive in Beverly Hills, Calif., will also feature a façade inspired by a tennis court, vintage tennis racquets and a polo wall, which will display the brand’s shirts.

On Nov. 7, Thierry Guibert, Lacoste’s chief executive officer, visited Los Angeles and attended a party for the new store at the Sheats Goldstein residence in the Hollywood Hills. At the party, tennis coach and Spanish tennis champ José Higuera played tennis on the property’s



**TENNIS PARTY:** At a Nov. 7 party for Lacoste’s upcoming Rodeo shop, Thierry Guibert, Gwyneth Paltrow, Novak Djokovic and Robbie Williams

court. Hollywood celebs Gwyneth Paltrow and Matt Bomer made appearances at the event along with U.K. music star Robbie Williams and tennis star Novak Djokovic.

—Andrew Asch

## Traffic Remodels and Expands Beverly Center Stores

**Traffic** holds the distinction of being the oldest continuously operating tenant in the **Beverly Center**. It’s been selling designer looks to Los Angeles’ stylish men and women since 1984, but change is coming to the boutique.

Beverly Center is in the midst of a \$500 million renovation, which is scheduled to be completed by holiday 2018. Part of this remodel will be a bigger space for Traffic. The new, 6,000-square-foot store is scheduled to take a bow in the first quarter of 2018. The new shop will be located on the sixth floor, said Michael Dovan, Traffic’s founder. The men’s and women’s shops, formerly housed

in separate spaces, will share the same address in the new space. However, there will be separate entrances for the stores. Currently, Traffic’s men’s and women’s shops are located in separate temporary shops.

Dovan said that his business has not missed a step since moving out of its permanent spaces. “I’m not complaining,” he said. “We are still doing well because of our reputation and what we are carrying in the stores.” Brands sold at Traffic include **Off White by Virgil Abloh**, **Thom Browne**, **Dolce & Gabbana** and **Alexander McQueen**.—A.A.

## Commonwealth Opening in DTLA

After 13 years of running high-end streetwear shops in Washington, D.C., and Virginia Beach, Va., **Commonwealth** is scheduled to open a boutique at 2008 E. Seventh St. in downtown Los Angeles’ Arts District.

The scheduled opening is Nov. 17, said Larry

Incognito, a co-owner of Commonwealth. The 1,500-square-foot boutique will offer the Commonwealth brand along with other brands such as **Maharishi** and **Comme des Garçons**. Commonwealth had a booth at the **ComplexCon** retail/music event in Long Beach Nov. 4–5.—A.A.

## Messe Frankfurt, SPESA to Continue Co-Producing Texprocess Americas

The **Sewn Products Equipment & Suppliers of the Americas** and trade-show producer **Messe Frankfurt Inc.** announced they have extended their contract to co-produce the **Texprocess Americas** trade show through 2032.

Texprocess Americas, which got its start as the **SPESA EXPO**, is a venue for equipment

and technology for the development, sourcing and production of sewn products.

The fourth edition of the show is set for May 22–24, 2018, at the **Georgia World Congress Center** in Atlanta. The show will again be co-located with Messe Frankfurt’s **Techtextil North America** trade show for technical textiles.

“The announcement today is further evidence of the close relationship between SPESA and Messe Frankfurt, which has grown exponentially since the original agreement was signed in 2010,” said Benton Gardner, SPESA president, in a statement.

Dennis Smith, Messe Frankfurt in North America president and chief executive officer,

said his company prides itself on its long-term commitments to the industry it serves.

“Extending the ongoing collaboration agreement with SPSEA is special for us and underlines our dedication to the sewn-products industry in the Americas,” he said.

For more information, visit [www.spesa.org](http://www.spesa.org) and [www.messefrankfurt.com](http://www.messefrankfurt.com).—A.A.N.

## TECHNOLOGY

# Avattire: Avatars Step Into the Dressing Room

Video and online gamers are familiar with avatars, the fantasy characters they use to represent themselves in online forums and games. A Santa Monica, Calif.-based startup company wants to bring the avatar concept to fashion retail.

This summer **Avattire Inc.** updated its app, which is available on **iTunes** and **Androids**. Avattire users can create avatars and make wardrobes on smartphones and computers.

This online fashion play will have real-world uses. People can plan their personal wardrobes with this app. They also can design clothes, said John Botti, Avattire’s chief executive officer.

Currently the company describes its app as a 3-D mobile styling tool to create looks for women and men. As graphics technology for mobile phones improves, Avattire users will be able to build exact avatars of themselves. The leap in graphics technology is forecast by many to improve the e-commerce experience and shopping in general.

“We can’t completely replace the dressing

room, but we can get pretty close,” Botti said.

Avattire formally started business in 2014 and currently has 100,000 users who reside all over the world. The company is currently seeking a second round of seed funding, Botti said.

It’s a “fashion inspiration” tool, said Anjulei A. Aurelio, president of Avattire. To see what they look like in a certain color or a fabric, people can upload a pattern or image to create a garment for the avatar. Currently the app offers an option where users can customize a T-shirt, jacket or leggings with their own designs. One of the most popular activities on the site is for users to design their own phone cases. To make products, Avattire sources American manufacturers, Botti said.

Eventually, Botti and Aurelio hope to partner with brands. In the future, the app will handle clothing sales from outside re-

tailers and brands. Currently, the company states that it can help build 1 trillion looks, ranging from tank tops to evening gowns.

To start using Avattire, new users give the app their measurements to create an avatar.

They also give their height, weight, dress size, shoe size, skin color and hair type. The app can customize body types into individual looks. Navigation tools on the site allow users to control the color of a cyber garment or hairstyle.

Users can invite their friends to share avatars and have discussions about different looks on a wide array of currently popular social media.

The company also hopes to find uses for the avatars on AI devices such as the voice-service assistants **Amazon Echo** and augmented-reality technology. Future uses might entail syncing physical wardrobes with a wardrobe on Avattire; it could possibly be used to track clothing in one’s residence.



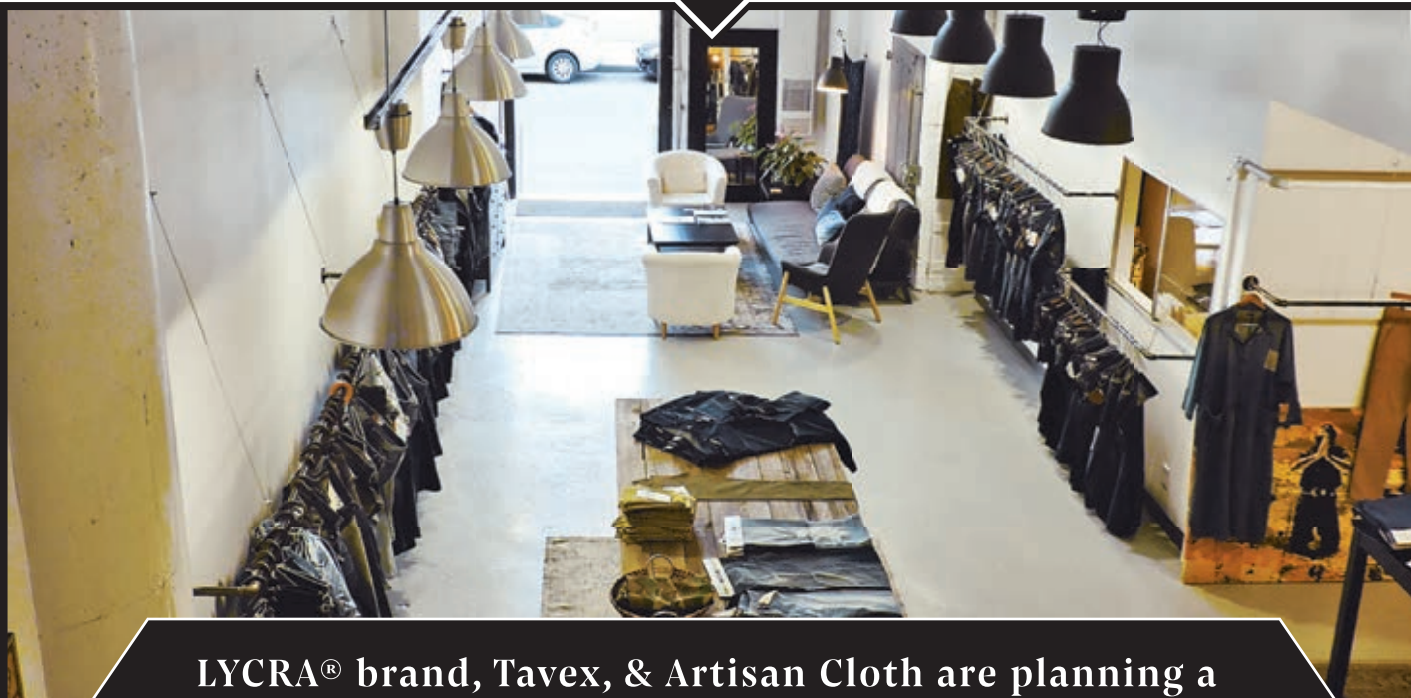
Ryan Sit, founder of e-tailer aggregator **Everystore**, forecast that this will be a big deal for fashion.

“You can imagine in five to 10 years from now, everyone will have an avatar model of themselves. All fashion that you see online will be shown how it will look on you,” Sit said. “This is the area Everystore is focused on advancing now and in the coming years.” Sit also served on a partner network advisory board for e-tailer **eBay** until May of this year.

New technology is poised to improve the development of avatars. The release of the **iPhoneX**, scheduled to be released this month, will offer a 3-D depth-scanning feature. It will help create accurate 3-D renderings of one’s surroundings—rooms, roads and people.

Graphics technology has come a long way, Botti said. When he worked for video-game companies 15 years ago, he had to film boxers in high-tech studios in order to make avatars of the athletes for video games. Less than a generation later, people will be able to make avatars of themselves with their phones, he said.—A.A.





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# New Show Director Named for Womenswear In Nevada

The **Womenswear In Nevada** show, which takes place twice a year in Las Vegas, has been undergoing a number of changes recently. The decades-old show was sold two years ago to trade-show organizer **Urban Expositions**, and since then it has seen a revolving door of show directors.

Now, **Clarion UX** (formerly Urban Expositions) has named Desiree Hanson as its vice president of fashion events, which encompasses overseeing the WWIN show.

In her new job, she will be in charge of all sales, marketing and management for the apparel trade show, which is held at the **Rio All-Suites Hotel & Casino**, where various ballrooms are filled with 500 booths. The show draws specialty stores that stock women's fashions.

During the transition, Hanson will be working with Chad Timney, the former

show director who is now acting as a consultant.

Hanson has been in the fashion and trade-show business for 14 years. Previously, she worked for **The NPD Group** in Port Washington, N.Y., where she provided specialty retailers with market insights on business and consumer trends.

Prior to that, she was at **Reed Exhibitions**, where she was event director for **Luxury Privé**, a jewelry trade event held during **New York Jewelry Week**.

Hanson is also active in the jewelry and fashion communities. She is vice president of chapter affairs for the **Women's Jewelry Association** as well as program director for the **American Gem Society Connecticut**.

"Desiree has built her career on developing strong industry relationships and working with her team to

curate custom show-floor environments and create memorable experiences for event attendees and exhibitors alike," said Greg Topalian, chief executive of Clarion UX.

Womenswear in Nevada was started in 1998 by Roland Timney and Jeff Yunis with just 250 booths. It grew to become a popular trade show, held at the same time as all the other major apparel trade shows in Las Vegas, which include **WWD MAGIC**, **Project**, **Pool-tradeshow**, **Sourcing at MAGIC** and **Stitch**. After the sale, Roland's son, Chad Timney, was managing the trade show.

Prior to the WWIN acquisition, Urban Expositions, based in Kennesaw, Ga., was acquired by **Clarion**, a British trade-show organizer that was founded in 1947. It organizes more than 200 trade shows every year in 35 countries.

The next WWIN show will be held Feb. 12–15.—*Deborah Belgium*

# Raphaël Camp Joins Eurovet Americas, Curvexpo

**Eurovet Americas**, the U.S. division of Paris-based trade-show producer **Eurovet**, has a new general manager.

Raphaël Camp was named to the position, succeeding Pierre-Nicolas Hurstel, who has left to take another position.

Eurovet Americas produces the **CurveNewYork** and **CurveLasVegas** lingerie and swimwear trade shows as well as the **Interfilière New York** textile show.

Camp's career has included executive positions in marketing and distribution, including the launch of the French gourmet tea brand **Kusmi Tea**

in the United States five years ago. The brand is now sold in department stores, e-commerce shops and the company's own boutiques.

"I am confident that Raphaël's retail and brand-management skills and experience, combined with his strong entrepreneurial culture, are the perfect fit for moving the company forward," said Eurovet Chief Executive Officer Marie-Laure Bellon in a company statement. "I thank Pierre-Nicolas for his contribution to the development of Eurovet Americas for the past five years and wish him every success in his future career. I know that Raphaël will go on managing the

company with the same Eurovet values of high-level customer service and creativity. We are all really happy to welcome him on the team!"

The next **CurveLasVegas** show will be held Feb. 12–14 at the **Mandalay Bay Convention Center**. **CurveNew York** will next be held Feb. 26–28 at the **Jacob Javits Center**. **Interfilière New York**—which focuses on fabric and accessories for the lingerie, beachwear, sportswear and athleisure markets—will next be held in September at **The Tunnel** event space.

For more information, visit [www.eurovet.com](http://www.eurovet.com).—*Alison A. Nieder*

## Calendar

### Nov. 10

**Holiday Sample Sales**  
California Market Center  
Los Angeles

### Nov. 13

**CALA**  
Denver Mart  
Denver  
Through Nov. 14

### "Future of Trend Forecasting"

Los Angeles Trade-Technical College  
Los Angeles

### Nov. 16

**Chicago Apparel and Accessories Market**  
Merchandise Mart  
Chicago  
Through Nov. 17

### Nov. 17

**Holiday Sample Sales**  
California Market Center  
Los Angeles

### Nov. 18

**Amato Swim Sample Sale**  
1042 Gerhart Ave.  
Los Angeles

### Nov. 19

**DG Expo Fabric and Trim Show**  
San Francisco Hilton  
San Francisco  
Through Nov. 20

### Nov. 29

**Kingpins**  
Westergasfabriek  
Amsterdam  
Through Nov. 30

There's more  
on [ApparelNews.net](http://ApparelNews.net).

For calendar details and contact information, visit [ApparelNews.net/calendar](http://ApparelNews.net/calendar).

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

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## RETAIL

### Sales Tax *Continued from page 1*

With few nearby stores and shopping centers in the state, more South Dakota residents have let their fingers do the shopping by using mobile phones and computers to purchase major items such as computers, cameras and clothes.

Inside the South Dakota Department of Revenue, accountants have estimated that the government this year could lose as much as \$50 million in sales-tax revenues, a huge sum when you factor in there are only about 860,000 people who live in the state, which is home to Mount Rushmore.

"Particularly in sparsely populated areas, online shopping becomes more important, and that decreases the revenue for the state," said Deborah White, president of the **Retail Litigation Center** in Arlington, Va., which is an advocate for making online sites charge sales tax on their transactions.

Even in densely populated states, lost sales-tax revenue is significant. It is estimated that California is losing as much as \$900 million a year in sales tax while Texas is short \$600 million.

In South Dakota, the consequences of this lost sales-tax revenue from online purchases was evident recently when it came time for South Dakota to give its teachers a pay raise. To finance the salary hikes, the state had to increase its sales tax by 0.5 percent, said Andrew Fergel, the state's chief legal counsel who works in the Department of Revenue.

But raising local sales tax has its consequences. It often entices more consumers to shop online to avoid higher sales taxes.

Now South Dakota wants the U.S. Supreme Court to do something about this decades-old federal rule, which exempts online sites from collecting sales tax if they have no stores, warehouses or other physical presence in a state. Several organizations have joined South Dakota's efforts to change the law.

Yet many online sites oppose the idea, and a recent poll showed that 66 percent of consumers are also against it.

After seeing a growing revenue shortfall, South Dakota

last year passed a law that required retailers with more than \$100,000 in state sales or 200 in-state transactions to collect sales tax on all purchases.

The state then notified a number of out-of-state retailers about the new law they believed would meet the threshold, requesting that they step up to the plate on taxes. When some did not, it then filed a lawsuit among some of the bigger purveyors of goods in South Dakota—**Wayfair Inc.**, **Overstock.com Inc.** and **Newegg Inc.** A fourth online site, **Systemax Inc.**, decided to comply and registered for a state tax license.

The three online sites fought the lawsuit and won in a state court. When South Dakota appealed to the state Supreme Court, the justices knocked it down again, referring to the federal law that governed the issue.

South Dakota now is asking the U.S. Supreme Court to decide the matter after years of debate and attempts by states to get back a revenue stream they badly need.

Many retail organizations and trade associations that support South Dakota's efforts have filed friend-of-the-court briefs urging the U.S. Supreme Court to listen to states and bricks-and-mortar retailers that feel they are losing a pitched battle with online sites. E-commerce is being blamed for contributing to the demise of more than 6,700 stores going out of business this year.

"Collecting sales tax is what mom-and-pop stores do across the country every day," said Deborah White of the Retail Litigation Center. "Online-only retailers have had this loophole that has allowed them to not do this."

The loophole dates back decades. One of the most recent cases governing online sales is a 1992 case called *Quill Corp. v. North Dakota*, which ultimately was heard by the U.S. Supreme Court.

**Quill Corp.** was an office supplier with no physical stores or outlets in North Dakota. But it sold its supplies through a computer software program, catalogs and telephone calls and delivered its product by mail from out-of-

state locations.

When North Dakota tried to collect taxes on the sales, arguing that Quill's floppy discs were located in North Dakota, Quill sued and eventually won with the U.S. Supreme Court saying a business must have a physical presence in a state for that state to require it to collect sales tax.

Two of the justices who heard that case are still on the Supreme Court—Clarence Thomas and Anthony Kennedy. They have indicated that business has drastically changed since 1992 when e-commerce sites and online shopping didn't even exist.

Kennedy and Thomas have said they would like to see an online-sales-tax case presented that would give the court a chance to review the issue. That may happen with the South Dakota case.

For years, the **National Retail Federation**—the trade association representing department stores, specialty stores, grocers and chain restaurants—has been pushing for online sales to be taxed. It also filed a friend-of-the court brief urging the Supreme Court justices to take the case.

The NRF said that part of the rationale for the 1992 decision on the Quill case was that there were more than 7,000 state and local jurisdictions across the country with sales taxes and that the regulations were too complex for a seller to know what to charge unless they did business locally.

Today, technology has made that issue obsolete with a variety of software programs available to calculate the tax owed in various cities, which varies, for example, from 8.5 percent in San Francisco to 9.5 percent in Los Angeles.

At the earliest, the case would be heard by the U.S. Supreme Court in 2018. "The current playing field is uneven and dependent on antiquated ideas about in-state and out-of-state commerce," said Stephanie Martz, the NRF's senior vice president and general counsel. "We are hopeful that the court will agree to review this critical issue and replace its catalog-age ruling with one that reflects the realities of the Internet age." ●



## The Leverage Releases Karter Collection Menswear

After developing a host of brands for jeans and shorts, **The Leverage** recently introduced the **Karter Collection**, a men's brand focusing on jackets, hoods and tops.

The name Karter Collection was inspired by hip-hop performers and albums bearing the name Carter. (Think Shawn Carter, the birth name of hip-hop star Jay-Z; there's Li'l Wayne's album "Tha Carter," etc.) The clothing line takes inspiration from the runway looks of European fashion houses and tailors them to an American urban market, said Leverage co-owner Chris Ngo.

"We want to give good product at a good price," Ngo said. "That is the whole point of Karter. We want to give fast-fashion looks, be on trend, but do it in a branded look."

Irvine, Calif.-headquartered Leverage has developed a niche of making clothes for retailers based in inner cities across the United States. It's a market that is often overlooked by many brands, Ngo said. Since 2014, Leverage has designed and produced premium-denim lines such as **Embellish** and **Crysp**, which Ngo said delivers high-end denim looks at a lower price point.

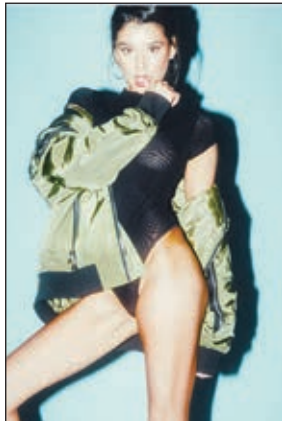
In August 2017, Leverage introduced the Karter Collection at the **Liberty Fairs** trade show in Las Vegas.

The line has shipped to 150 retailers, Ngo said. For the upcoming holiday season, it will be sold at **Pacific Sunwear**.

Looks include a white, leopard skin-print varsity jacket and matching track pants. Another

one of Karter's varsity jackets bears an orange color and zipper details on the sleeves. One hoodie in the collection features floral embroidery on the garment's sleeves, back and hood. Other looks are more low key. There is an olive flight jacket and a red-and-black plaid woven shirt. Wholesale price points range from \$20 up to \$45 for jackets.

For more information, contact [sales@theleverage.com](mailto:sales@theleverage.com).—Andrew Asch



Karter Collection menswear modeled by Chrissy Spoon

PHOTO CREDIT BRIAN TAMPOL

## Creora and Bossa Team Up for Xplay

Korean fiber and yarn company **Hyosung Corp.** and Turkish denim mill **Bossa** are introducing a new collection of bi-stretch denim at the Nov. 14–15 run of **Denim Première Vision** in Paris.

Dubbed **Xplay**, the collection is made with Hyosung's **Creora Fit2** yarn.

"Our reputation was built on innovation and delivering unique consumer value. Creora Fit2 has allowed us to create the Xplay bi-stretch collection for the most flattering yet comfortable-fitting denim," said Muge Tunceren, product development and marketing manager of Bossa, in a company statement. "We are targeting brands and retailers who want to enhance consumer loyalty through better fit and superior comfort."

Creora Fit2 uses a **Creora** spandex yarn to give the garment 360-degree stretch, according to the company.

"We developed Creora Fit2's four-way stretch to meet consumers' needs, looking for better fit and silhouette," said David Jang, Creora marketing manager for denim. "We partnered with Bossa to develop the next generation of denim as consumers realize its value as soon as they start wearing it."

Bossa recently celebrated its 66th anniversary. Based in Adana, Turkey, the company offers yarn, dyeing, weaving and denim finishing.

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.—Alison A. Nieder



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## ComplexCon Continued from page 1

Also making an appearance was **Grammy Award** winner Kendrick Lamar. Steve Aoki screen-printed T-shirts for fans at the booth for his **Dim Mak** label. Art star Takashi Murakami, who was also on ComplexCon's host committee, signed bags and art pieces at his booth. Sarah Andelman, **Colette Paris** founder, was seen at the show. **Commes des Garçons** founder Rei Kawakubo was reported to have walked the event.

### Music fans and resale retailers

Mixing musical performances, retail and fandom was considered unique by Jeremy Yuge, cofounder of the downtown Los Angeles boutique **The Well**.

"There's nothing like it. They're mixing a trade show with live music," Yuge said. "The clothing they are selling you can only buy at [ComplexCon.] That is why people were lining up at 2 a.m. on Friday."

Fans lining up to buy high-end sneakers is a common sight in streetwear culture. Levant said that he saw the first ComplexCon fans start lining up on Thursday, Nov. 2.

David Shin traveled from New York City specifically to go to ComplexCon and estimated that he spent \$1,000 at the show.

"The only way to get this stuff was to come here myself or to pay resale," he said.

Resalers comprised a significant group of attendees at the show. These people purchase streetwear exclusives and re-

sell them for double to five times the retail price.

Wil Eddins of the Las Vegas streetwear boutique **Institution 18b** said the resale market is growing in importance. The proof is in his neighborhood. He said that three streetwear resale shops opened this year on his street in Las Vegas' Arts District. He believes that resale retailers strengthen streetwear.

"It indicates value in the brands," Eddins said.

The price on exclusives can be marked up three times: first from the brand to the retailer, then from the retailer to the resaler and finally from the resaler to the consumer. Eddins also serves as director of business development for the Los Angeles-headquartered **Wanderset** ([www.wanderset.com](http://www.wanderset.com)).



**COMPLEXCON SCENES:** The Bodega booth



Nike booth

**Piff**, a retailer from Minneapolis, produced a booth at ComplexCon featuring resale items such as collectible shirts from brands **Carrots** and **Panther**. Prices for collectibles clothes could range from \$300 to \$1,000, said company representative Ben Alberts.

Curtis Diggins of Toronto also flew in specifically for the show. He estimated that he spent \$700. "This whole thing is based on exclusives," he said of ComplexCon. The opportunity to get exclusives also made people accept waiting in long lines. Waits could be longer than an hour for the most popular booths.

For brands, the show was good for buyers as well as con-

sumers. Josh Fishel, brand manager for **Brooklyn Projects**, said he talked to retail buyers at ComplexCon. Brooklyn Projects will be increasing its wholesaling efforts, he said.

"You go here for PR. If you are not here, you are not in the game," he said. "But there are buyers here, and there will be a lot of follow-up business."

Overseas brands such as **Cune** from Japan and **Octopus** from Milan produced booths at ComplexCon. It also was a place for debuts. **K-Swiss** introduced its "GaryVee" sneakers, which were designed with entrepreneur Gary Vaynerchuk.

Bobby Kim, a cofounder of **The Hundreds** brand, exhibited the label's collaboration collection with the horror film "It" at ComplexCon. He estimated that the brand made tens of thousands of dollars in sales. But the crowds seemed



Image of Pharrell Williams on monitor outside the Adidas booth

overwhelming.

"It feels like Black Friday all day long," he said. "Sales are great, but are we giving kids a positive experience?"

Levant said that his group will be addressing the long lines at future shows. Among the ideas on the table: building a reservation system, which would allow a fan to buy an item through his or her phone and then pick it up at the booth at a scheduled time. Another strategy to release exclusives would be through scheduled drops, similar to the **Shopify Frenzy** drops of exclusive items. Shopify ran a booth at the show.

There were reports of unruly people on the show floor,



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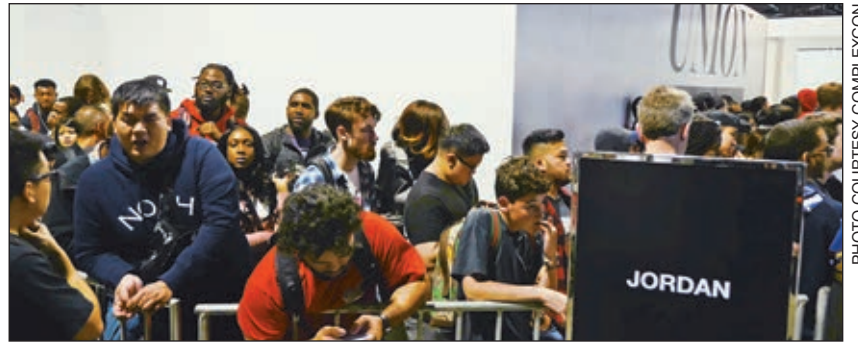
## EVENTS

but Long Beach police made no arrests during the two-day event, said Arantxa Chavarria, an LBPD public information officer. Levant confirmed that there was some shoving and arguments in lines, but he said that there were no brawls. He said that fights will not be tolerated at ComplexCon.

Levant plans to schedule the next ComplexCon in Long Beach the first week of 2018. He said that there has been discussion about producing a ComplexCon in New York City, but there are no firm plans. ●



Screen-printing at Virgil Abloh



COMPLEXCON WORLD: Top row, from left: Pharrell Williams (photo courtesy ComplexCon), line in front of Air Jordan booth



Center row, from left: Pacific Sunwear's ComplexCon booth, ComplexCon sign, couple taking rest from shopping



Steve Aoki screen-prints shirts at the Dim Mak booth.



Bottom row, from left: Simone Legno of Tokidoki at his brand's booth; Niki Williams, left, and Adrienne Williams (no relation) at Skatistan booth; Virgil Abloh sneaker wall





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## TECHNOLOGY

### Gerber *Continued from page 1*

The event, held Nov. 1–3 at the **Universal Sheraton** hotel in Los Angeles County's Universal City neighborhood, drew record attendance, Brewster said.

The annual conference has been held in cities across the country, including a stop earlier this year in San Francisco. The West Coast conferences draw not only West Coast Gerber clients but also companies from Asia, Brewster said, while the East Coast events tend to draw East Coast and European customers.

"The Ideation conference is really a platform for communication and collaboration with our customers, Brewster said. "We meet once a year and exchange ideas."

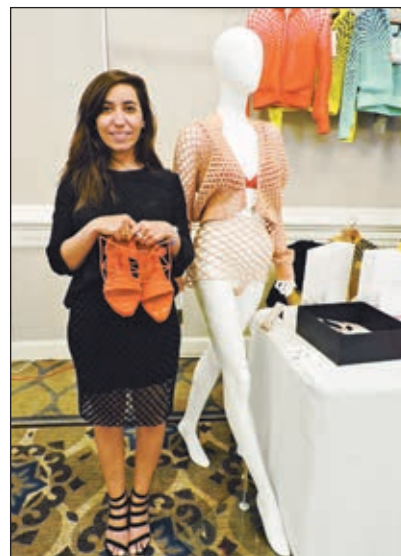
The company then integrates that customer feedback and input into its roadmap for the future, Brewster said. Gerber rolled out a number of software

updates at Ideation, including advancements to its **AccuMark** products of pattern-making, marking and grading solutions, and production planning software as well as the announcement of the launch of Gerber's **YuniquePLM 8.0** next year. Gerber also announced a partnership with San Francisco-based **Avametric**

on an advanced 3-D-simulation engine that integrates into Gerber's **AccuMark2D** software to allow users to view a realistic rendition of fabric properties for digital samples.

"The industry spends so much time and money on samples," Brewster said. "Being able to reduce the number of samples gives the design department more feedback and more options. They can see how the product will look on the model."

Digital sample making is one of several technologies that allow retailers and brands to bring products to market faster.



**3-D DESIGN:** Danit Peleg and her 3-D-printed designs

## Gunn Returns to Ideation Conference

"Project Runway" mentor Tim Gunn was the guest speaker at **Gerber Technology's Ideation 2017** conference in Los Angeles. The former **Parsons School of Design** fashion chair sat down with Karsten Newbury, Gerber's senior vice president and general manager of the software solutions group, for a "fireside chat" at the **Universal Sheraton** on Nov. 2.

Gunn marveled at the changes in technology since he last spoke at an Ideation event in 2015.

"I feel like Rip Van Winkle, like I've been asleep for 40 years," he joked. "This is an industry that is constantly in motion. What I find most compelling about it has to do with consumer behavior. People's shopping proclivities are in motion. I am curious to see where they land."

Gunn said he has been a proponent of apparel technology since his days at Parsons.

"When I inherited the fashion department at Parsons, there was no computer technology at all," he said. "The first company we contacted was Gerber."

Gunn has been one of the stars of "Project Runway" since the fashion reality show first debuted in 2004. Now in its 16th season, the show recently started working with models in a range of sizes from 2 to 22.

"We are completely married to having this di-

verse range of models," Gunn told the audience.

Each season, "Project Runway" includes a "real-woman challenge," which Gunn noted is "a euphemism for women who are larger than a fashion model." This season's designers' experience working with models in a range of sizes produced some of the best "real-women challenge" garments of the show's series, Gunn said.

"This season was the best we ever had," he said.

The former instructor told the "Project Runway" designers the experience working with diverse sizes would benefit them in their careers.

"There is serious neglect of part of the population," he said. "This will absolutely enhance your viability as a designer."

Gunn told the crowd at Ideation that he is a firm believer in working collaboratively.

"I find with change and change agencies, it's the collaborative approach that is most successful," he said.

He also said he believes in continuing education, noting that he recently began taking fencing classes. ("En garde!" he told the audience.)

"I believe in being as well-rounded as possible and having as many experiences as possible," he said. "I'm envious of the tools these young people have."—A.A.N.



Gerber's Karsten Newbury with Tim Gunn

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## Gerber *Continued from page 8*

“If you can streamline workflow, you will be a more successful brand or retailer,” Brewster said.

In addition to highlighting Gerber products, the Ideation conference also featured new developments from some industry partners, who were sponsors of the event.

“We make sure our software is open to integrating with other systems,” Brewster said. “It enables them to extend the value and to create a more seamless workflow.”

One of the Ideation sponsors was Mequon, Wis.-based print technology company **Kornit**, which had one of its direct-to-garment printers set up in a section of the Sheraton that Gerber had dubbed the “Interactive Studio.”

The tabletop T-shirt printer can print up to 50 shirts per hour. But Kornit’s main DTG machines are capable of printing up to 200 shirts per hour, said Kornit art director Erin Ormsby.

The printers use water-based inks and can print on virtually any fabric, including cotton and tri-blends. Kornit recently introduced a neon ink set and was displaying some garments printed in the bold, bright colors. Kornit also has a roll-to-roll printer, which is used by textile makers such as Los Angeles-based textile supplier **Robert Kaufman Fabrics** as well as Durham, N.C.-based custom fabric printer **Spoonflower**.

Designer Danit Peleg was also among the companies exhibiting



**DIRECT-TO-GARMENT:** The Kornit Breeze direct-to-garment printer can print up to 50 shirts per hour. Kornit has a larger machine that can print up to 200 shirts per hour as well as a roll-to-roll printer that can print to fabric.

in the “Interactive Studio.” Peleg used Gerber’s **AccuMark 3D** and **YuniquePLM** software to create a new limited-edition bomber jacket made using Peleg’s 3-D-printed fabric. Peleg was demonstrating how she prints the fabric, which is made using a flexible web-like structure that allows the 3-D fabric to drape, fall and move like a traditional textile.

Peleg first presented her concept as her thesis project at the Israeli fashion school **Shenkar**. She is billing her bomber jackets as the first commercially available 3-D-printed garments. The jackets are currently available on her website ([danitpeleg.com](http://danitpeleg.com)). On the second day of the show, the designer was wearing a 3-D-printed pencil skirt she’s planning to introduce next. She also had a

pair of 3-D-printed shoes on display at Ideation.

It takes 100 hours to print one of Peleg’s jackets, but the designer said over the past two years 3-D-printer speeds have vastly improved.

“It’s three times faster than it used to be,” she said. “Technology is evolving really fast.”

Peleg is currently testing a new cotton-blend filament for 3-D printing. She also sells the 3-D files of her designs to allow people to print the garments at home.

“I compare it to the music industry,” Peleg said. “Ten years ago, people would go to a store and buy a CD. Now they download music. The same idea will happen with fashion.” ●

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A California Apparel News Special Section

# Trade Shows

November 2017

2018



**Q&A Feature:  
Trade Show  
Outlook on  
2018**

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

**Trade Show Calendar**



# LA MARKET 2018

CMC

*New Management. New Year. A new CMC. Exciting change is in motion at the California Market Center.  
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## SELECT x EMERGE SHOW

Women's & Lifestyle

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## NEW SHOW DEBUTING MARCH 12-14

LA Fashion Market will unveil a new platform for exhibiting Women's Apparel, Accessories, Footwear & Lifestyle Collections, located in the CMC's Penthouse. Announcement coming soon!

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A portrait of Dr. Ayesha M. Khan, a woman with long dark hair, smiling. She is wearing a black jacket over a pink top and a black necklace. The background is a light-colored wall with a framed picture.[illegible]

## APPARELNEWS.NET NOVEMBER 2017 CALIFORNIA APPAREL NEWS / TRADE SHOWS 3





Dee Gratz-Jones



Judy Stein



Caron Stover



Henri Myers



Hillary France

## Q&A *Continued from page 3*

men's and women's contemporary apparel, accessories and footwear communities by creating the first dual-gender fashion trade show in New York. Creating one inspiring, unified market will enable brands and retailers to connect, discover new resources, and grow their businesses more effectively and efficiently than ever before. It allows for our brands that have men's and women's product to have a more impactful presentation, and it creates an easier shopping experience for the retailers. The event will take place at the Jacob Javits Center July 2018 with Project as its marquee show for both men's and women's lines.

Our second major focus is redefining the trade-show experience through merchandising, introducing new product categories and continuing to evolve the shows to create the most efficient and engaging experiences for our retailers. After a successful launch of Vintage@Intermezzo, which served as UBM Fashion's first consumer-friendly fair, we plan to be back bigger and better for the January 2018 run, which will include a larger lineup of participating brands.

Beauty@Coterie will also continue as a new product category in 2018, featuring independent beauty brands. The addition of new categories to the Coterie floor creates op-

portunities for stores to evolve and differentiate themselves even further. Beauty and wellness-related products, which are growing in popularity and spending, are the perfect adjacency for Coterie apparel and accessories as it speaks to the full lifestyle of the women our stores serve.

FN Platform is also redefining its neighborhoods with the introduction of ON POINT for the February 2018 edition during MAGIC. ON POINT will boast on-trend, affordably priced footwear for women, men, juniors and children and will offer the largest selection of fast-fashion footwear in the world. This change represents the rebranding of WSA@MAGIC and folding that area into the FN PLATFORM floor as ON POINT.

Another exciting initiative at MAGIC in February, running across multiple shows within MAGIC, is a vastly expanded group of brands and buyers from Montréal—the No. 3 fashion city in North America, after New York and LA—as the result of a close partnership and collaboration with the mmode association. Mmode will also be creating special show-floor activations and lounges that will highlight the creativity of Montréal and add to the excitement of the show.

Lastly, as we aim to reinforce our commitment to giving back to the fashion community, we are excited to announce that UBM Fashion is partnering with Jeffrey Fashion Cares New York for its landmark 15th anniversary. Established in

2002 by Jeffrey Kalinsky, fashion and retail pioneer, Jeffrey Fashion Cares New York has raised more than \$9 million for respected charity organizations supporting LGBT civil rights, HIV prevention and research, and education for LGBT youth. The event is set for April 11, 2018, and we're proud to be a sponsor of this important fund-raiser.

**An Ocampo**  
**Brittany Carr**  
 Trade Show Management  
 California Market Center  
[www.californiamarketcenter.com](http://www.californiamarketcenter.com)

CMC is in the midst of an exciting transition period as previewed during the recent LA Markets and the LA Textile Show. Our buyers, showrooms and exhibitors experienced a changing marketplace marked by elevated show aesthetics and special-event programming, influencer panels, retail workshops, new amenities, and extended brand and product-category offerings that will continue into 2018. This dynamic momentum will increase throughout the new year as we roll out the many plans and upgrades new management has

➔ Q&A page 6

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Q&A *Continued from page 4*

in store for the CMC and its shows.

The first significant announcement will take place soon, detailing our plans for a compelling, new show format, launching March 2018 in the Penthouse for LA Fashion Market, in which to optimally present exhibitors.

Additionally, the CMC is dedicated to helping buyers maximize their time at market, and we will unveil complimentary preshow and on-site tools and services we hope buyers will take advantage of. Examples of these resources include access to retail business insights contributed by our network of retail experts and consultants, essential trend information from our trend-forecast partners, customized brand roundups tailored for individual buyers by our buyer-relations team and much more to be announced.

**Ed Mandelbaum**  
Cofounder  
Designers and Agents  
[designersandagents.com](http://designersandagents.com)

D&A is always reimagining the show experience for its exhibitors and buyers. This is the essence of what Designers and Agents brought to the trade-show arena many years ago.

Reviewing, revising and improving come naturally to us. The recent Spring 2018 show [in Los Angeles] is a perfect example of this. We looked at our production and wanted to examine the show's dynamic and create the best atmosphere for each exhibitor and, as follows, our retail audience. The result was an entirely new layout and lighting design, which created an open floor plan and utilized the space to a greater advantage, as well as an energized atmosphere and a very enthusiastic response from both our buyers and exhibitors.

A trend that we are seeing and expect to continue through 2018 is a real increase in international brands from both Europe and Asia. D&A NY is an international show. Based on the success these international designers have had in building their business through the New York show, they are now eager to do the same in Los Angeles. We welcomed 38 new brands in the recent show [in New York], a good number of

those from France, Italy and Peru. We see the trend continuing and are excited to bring these international designers to LA this first time.

Atmosphere, music, great food, creative integrity in our brands and ultimately good business have been the foundation of Designers and Agents. The idea of the trade show actually being a great experience is what we set out to do in the beginning and we have not lost sight of it—we are always looking to raise the bar.

**Jennifer Bacon**  
Show Director  
Texworld USA  
Apparel Sourcing USA  
[www.texworldusa.com](http://www.texworldusa.com)  
[www.apparelsourcingshow.com](http://www.apparelsourcingshow.com)

We are incredibly excited to ring in the New Year with some refreshing plans for our shows. Jan. 22–24, at our winter edition of Texworld USA and Apparel Sourcing USA, attendees and exhibitors can look forward to three days of fabric sourcing, networking and education.

This year, we will be adding a new feature to our seminar schedule: “Explore the Floor.” These tours will allow attendees to walk through highlighted areas of the show floor with seminar speakers who are highly involved and knowledgeable in the textile industry. We feel that this new setup will allow attendees to ask detailed questions that specifically pertain to the industry topics that are seen on the show floor in a more intimate setting.

In July, our largest events—Texworld USA, Apparel Sourcing USA and Home Textiles Sourcing USA—will feature more than 1,000 exhibitors and continue to be the lead-

ing sourcing event on the East Coast. Our newest colocated show, Avanprint USA, will return featuring the newest innovations in digital printing for the textile and apparel market. The combination of all four shows offers a true insight into Messe Frankfurt's Texpertise Network's No. 1 position in the textile industry.

**Dee Gratz-Jones**  
Vice President, Apparel and Accessories Leasing  
Dallas Market Center  
[dallasmarketcenter.com](http://dallasmarketcenter.com)



Desiree Hanson



Roy Turner

For 2018, we are balancing new resources with stronger digital tools and timely inspiration. Just as buyers continue to demand more contemporary lines in Dallas they also want stronger technology platforms and quick trend information to make their market experience rewarding. It starts with having a strong set of contemporary ex-

hibitors, and for 2018 we will continue to add more collections that resonate with our buyers.

In addition, we actively connect with buyers via social media, email reports, the Dallas Market Center app, on-site monitors, live events and seminars to deliver trend forecasting and networking opportunities. We know that buyers increasingly want to access information on the go and to share their discoveries.

Finally, it's about the customer experience now more than ever. If we can help create an inspiring, motivating and efficient trip to Dallas market, then that's a win for everyone.

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**Judy Stein**

Executive Director

Swimwear Association of Florida/MiamiSwimShow

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

“The Collection” has been so well received by our exhibitors and buyers that we are excited to announce we will definitely be moving forward with it for 2018. This strategically placed, curated fashion environment, which is in the middle of the Miami SwimShow floor, is the perfect opportunity for discovering the best emerging and established trending boutique designer brands in the industry. Retailers are invited to experience this beautifully encased luxury oasis while enjoying champagne butler service, a VIP lounge area and free access to Wi-Fi (also available throughout the trade show).

Other special events surrounding the upcoming 2018 SwimShow will be seminars specifically geared to both our exhibitors and retailers; Swim Lounge Happy Hour, an evening cocktail reception; and our daily breakfast bar and afternoon high-tea service, allowing for networking. We will continue incorporating amenities such as a dry and braid bar, nail salon for quick touch-ups, henna bar, massage bar and up-to-the-minute social-media engagement plus some fabulous new surprises for our buyers, vendors and media guests.

**Caron Stover**

Vice President of Apparel Tradeshow Sales

Atlanta Apparel

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

Atlanta Apparel is all about the experience, and in 2018 it's going to be better than ever. Buyers from across the nation and around the world will enjoy an elevated market experience with treats, drinks and pampering at every

turn—plus headlining events designed to captivate, educate and entertain. Thoughtfully designed networking opportunities for buyers—including market kickoff parties—will get bigger and better at every market while Atlanta Apparel's creative team pushes the limits on must-see runway shows and fashion presentations.

The updated market experience complements a fashion marketplace of the brands, designers and products that fashion-forward retailers expect. The celebrated trade-show collection continues its unmatched growth trajectory as it presents a larger and larger collection of trend-driven contemporary apparel, shoes and accessories. The permanent



Lucía Palacios



Hisham and Kari Muhareb

collection continues to reinvent the showroom experience as it explores new ways to showcase longtime Atlanta Apparel exhibitors and new-to-Atlanta lines.

Throughout 2018, Atlanta Apparel will continue to improve the shopping experiences before, during and after markets. Expanded social-media and digital offerings plus inspirational at-market presentations will highlight the latest trends in shoppable settings. New market dates, shifting more toward weekdays, allow retailers to connect with the brands they want to see when it best fits their schedules.

2018 is set to be a stellar year for Atlanta Apparel. Retailers and manufacturers will not want to miss it.

**Henri Myers**

Cofounder and Creative Director

COEUR Tradeshow

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

COEUR Tradeshow will continue to grow its brand as a new “neighborhood” within Project Womens Las Vegas. After a very successful first season, we are excited to return to the UBM show as COEUR x Project Womens and also will be strategically featured in the launch of their Project New York showcase in 2018.

**Hillary France**

CEO and Cofounder

Brand Assembly

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

Brand Assembly's trade shows are developing at an exciting pace, furthering our mission to bring curated, quality brands to buyers across the United States in beautiful, fun and forward-thinking environments. We are closing out 2017 having launched shows in two new cities this year, New York and Dallas, in addition to expanding our LA show into a secondary location to accommodate brand participation.

In 2018, we will continue to show in all three cities while focusing on elevating the experience and presentation, taking into account how the buying landscape continues to evolve. We have noticed increased buyer interest in categories beyond fashion, which we intend to explore. We've had great success in developing partnerships with fashion-complimentary brands and organizations, which have created activations that continue to diversify our shows' experience and offerings.

This past year also saw the launch of an exciting talk series with industry leaders in LA and New York with participants including The Zoe Report, Goop, Kirna Zabete, Jenni Kayne and Ann Shoket.

➔ Q&amp;A page 8

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## Q&amp;A

Continued from page 7

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day, providing a cost-effective, convenient way to shop the show floor. On Monday, Feb. 12, buyers can enjoy wine and cheese while shopping and networking with their vendors in a relaxed, fun atmosphere as show hours are extended until 8 p.m. on opening day.

**Gilles Lashbordes**

General Manager

Première Vision

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

First, in terms of offerings, in 2018 we are going to go on developing and strengthening our manufacturing-sourcing proposals. The strategy is to enrich the sourcing offer in terms of geographical regions as well as market segments and product specificities.

At the Parisian shows (Feb. 13–15, 2018) alongside Première Vision Manufacturing, the show of fashion manufacturing specialists from the Euro-Mediterranean basin and the Indian Ocean, we are reinforcing the integration of the Asia-Pacific specialized space “The Sourcing Connection,” which completes our sourcing offerings, helping to cover all the world’s supply zones for textiles and apparel.

Also, we will develop the space for leather goods and footwear markets, Bag & Shoe Manufacturing, located inside the leather show Première Vision Leather.

This [effort] to develop the manufacturing and sourcing offerings at the Parisian shows is also something we are going to reinforce at our international shows in New York (Première Vision New York, Jan. 16–17, 2018) and Istanbul (Première Vision Istanbul, March 21–23, 2018).

In terms of commitments, we are also going to reinforce our activities toward more responsible fashion with roundtables on the subject within our Smart Creation program at Première Vision Paris but also through a specific ambassador we will welcome at the next Première Vision New York edition.

For our American show, we have decided to work together with the Council of Fashion Designers of America to invite a special guest designer as our ambassador. In January, it will be Maria Cornejo ([www.zeromariacornejo.com](http://www.zeromariacornejo.com)). She is very committed to responsibility in fashion and works with local manufacturers in New York.

Last September, we invited her to come to Première Vision Paris. There we launched a new award, the Fashion Smart Creation Prize, as part of our annual PV Awards. Maria Cornejo [will work with] the winner, Schoeller Textiles, to create silhouettes, which will be produced in New York and presented at an exhibition during the next Première Vision New York.

Meanwhile, for our next Première Vision Paris show, we are also going to set up a wider and more developed Wearable Lab space, the platform dedicated to inventiveness and forward thinking to examine and support the future of Fashiontech (the “augmented” fashion of technologies). We launched this platform last February at Première Vision Paris.

For the February 2018 edition, it will grow bigger and run along an exhibition of inspiring experimental works testifying to the fast-moving developments on the Fashiontech scene. [There will also be] a showroom presenting startups and companies displaying their latest innovations and future goals while proposing true future partnerships to the professionals (exhibitors and visitors) present at the show. We will add a place dedicated to smart materials and R&D, and a cycle of talks and conferences will animate the three days of the show.

At all our shows, along with the business part, many events will take place to create

Additionally, we continue to enhance our amenities and accommodations to make getting to and being at our shows enjoyable and rewarding.

In addition to our shows, all are welcome to tour The Brand Assembly Square in New York and Los Angeles. These are year-round co-working spaces for brands and creatives passionate about fashion. Of course our initial Brand Assembly offering of back-office services inclusive of logistics and order management as well as bookkeeping for fashion brands continues to thrive.

Lastly, keep an eye out for the next issue of *The Assemblist Magazine*. Launched earlier this year, the publication was created to highlight the developments in our community in a fun, vibrant format. We release it each season and reach across the industry for content.

Of course all of these initiatives and roll-outs are part of the Brand Assembly mission to be the platform for young and established fashion brands to grow successful businesses.

**Desiree Hanson**

Vice President of Fashion

Urban Expositions, WWIN

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

We know that our retailers and vendors alike are always looking for “new”—new lines, new introductions, new customers, new business and networking opportunities. They will find them all at WWIN in 2018. Buyers can expect to find even more new, emerging companies joining the ranks of top lines and brands in every category—contemporary, misses, petite, plus, tall and accessories. In addition, they will see the fresh new look we have given to our popular Fashion Showcase and Mannequin preview display areas in the show lobby and walkway as well as more available seating throughout the show. Every buyer attending WWIN will get a glimpse of what they can expect to see on the show floor, offering merchandising ideas throughout all four days of the show.

To help them plan for their buying trip and get an advance look at some of these new lines and intros, we’ve launched two new preshow tools, our “Behind the Brand” features and the new “Look Book.”

Available on the show website, “Behind the Brand” takes a more detailed look at a number of our exhibitors’ offerings and company highlights while our new digital “Look Book” will tell a visual story—showcasing exhibitors’ latest designs and collections that buyers can expect to see for the upcoming season.

New for February, the Waldoff Group’s Rita Mitchell-Waldoff—a friend, devotee and associate of WWIN’s beloved long-term presenter T.J. Reid—will take over for Reid, who retired after the August 2017 edition. Rita will take the reins to continue to bring a handful of idea-packed workshops to the show. Specializing in retail merchandising, event planning, trend commentary and fashion journalism, Rita’s programs will arm retailers with the tools and ideas needed to maximize sales and business opportunities.

Tuesday is a great day for retailers to save at WWIN with our new “Terrific Tuesday” promotion putting a spotlight on exclusive offers exhibitors will be featuring on Tuesday, Feb. 13 only. From show specials and shipping/merchandise discounts to booth giveaways/raffles and more, retailers won’t want to miss the savings this season.

What’s more, the show’s most-popular buyer amenities return this February, inviting retailers to enjoy complimentary breakfast, lunch and afternoon refreshments each

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connections and thinking among the industry.

We also have announced the launch of our new *Première Vision* Marketplace beginning in the second semester of 2018. In an ever more connected and technological world, *Première Vision* is already positioning itself to meet future market developments. Marketplaces have conquered the B2C markets by integrating e-commerce sites. This technology offers new business opportunities to professional markets as well. Drawing on its longstanding relationship with the fashion industry, *Première Vision*'s Marketplace aims to accompany the profound changes in an industry seeking accelerated product renewal and a shorter time to market. The *Première Vision* Marketplace will first concern the *Première Vision* Paris show but quickly [expand to] all sectors and international shows.

### Roy Turner

Senior Vice President and Show Director  
Swim Collective, Active Collective  
[www.swimcollective.com](http://www.swimcollective.com)  
[www.activewearcollective.com](http://www.activewearcollective.com)

Heading into its eighth year, the Swim Collective has found its new home at the Anaheim Convention Center in Southern California. The Swim Collective will feature more than 300 swimwear, resortwear, boutique, surf and accessories brands. In addition to the many great swimwear brands, our new home has allowed us to bring together the Swim Collective and Active Collective trade shows. Colocating the two shows allows us to offer retailers more brands than ever before, all under one roof.

The Swim Collective and Active Collective is a two-day show held Jan. 11–12, 2018. Retailers, exhibitors and media are invited to join us on the evening of Show Day 1, Jan. 11, for a networking event and happy hour, held in the Buyer's Lounge of the show floor. We look forward to seeing you in January!

### Lucía Palacios

Apparel Sourcing Show Coordinator  
Guatemala Apparel & Textile Association  
[www.apparelexpo.com](http://www.apparelexpo.com)

As more people are turning into e-commerce and online businesses, the supply chain and sourcing strategies also vary to meet our main buyer demands. The exhibition floor focuses on supply chain and being able to add technology to improve productivity, flexibility and innovation. Attendees will find the matchmaking meeting program to be a useful tool for potential buyers to meet one-on-one with apparel manufacturers specifically [selected according to] product and quantities. Potential buyers can also apply for an airline ticket to visit the show.

### Hisham and Kari Muhareb

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[www.americanevents.com](http://www.americanevents.com)  
[thematerialshows.com](http://thematerialshows.com)

The NW and NE Material Shows are situated in the two main athletic and outdoor clusters—Portland, Ore., and the Boston area in Massachusetts—[home to] the dominant large companies and hundreds of emerging small to medium-sized players. These events attract decision-makers from around the world to exhibit and to source materials and components.

In February 2018, we will be celebrating

our 50th show. We hope you will join us to celebrate our 25th year in business. In addition to the large exhibit area, the NW Materials Show will be offering a new “Trend Area” to check out as well as the Peclers Paris Trend and Color Presentation for the upcoming season.

Exhibitors and attendees will also enjoy complimentary lunch, coffee and tea during show hours.

### Roy Turner

Vice President and Show Director  
Surf Expo  
[www.surfexpo.com](http://www.surfexpo.com)

Our January show, which kicks off Surf Expo's 42nd year, will showcase apparel, hard goods and accessories from 10 product categories all relating to water—whether it's an ocean, lake, pool, river or canal—and the beach lifestyle and mindset.

The focus of the January show each year is surf hard goods, and we pay tribute to our surfing roots. We showcase the art of surfboard shaping with the annual Florida Shape-off, which takes place on the show floor with top East Coast shapers going head-to-head to replicate a board from an iconic shaper.

We're also proud to host the East Coast Surfing Hall of Fame's 2018 ceremony to induct 11 East Coast legends into the Hall of Fame.

Our attendees really look forward to these and other events and happy hours to catch up with peers, network and celebrate the industry we're all fortunate to be a part of.

We'll also be releasing our Professional Learning Labs schedule this month. These free seminars are held on the show floor for buyers and exhibitors and are given by industry leaders and experts. They are designed to arm our attendees with learning that can positively impact their business and help them stay competitive.

It's going to be another great show.

### Stephen Krogulski

CEO  
OFFPRICE  
[www.offpriceshow.com](http://www.offpriceshow.com)

2018 is going to be a transformative year for small boutiques, department stores and e-retailers alike. It's no surprise consumers have different habits and shopping needs than they did just a few years ago. To help retailers enhance their approaches, the OFFPRICE show plans to offer exhibitors and attendees a variety of new opportunities for education and networking.

In 2018, OFFPRICE will offer even more seminars and presentations by staff and guest speakers at upcoming shows. These events will help retailers of all experiences learn about industry trends and news, improve their business strategies and get insider tips to navigating the show.

Guests of the upcoming OFFPRICE show this Feb. 10–13 in Las Vegas will experience the Networking Hub, a new area of focus on the show floor. Attendees and exhibitors can take a break from buying to post photos on the Social Screen, a living mosaic wall of real-time social-media posts, for a chance to win prizes. The Networking Hub will also have snacks, alcoholic and nonalcoholic beverages, comfortable sitting areas, an OFFPRICE app display, and much more.

With more than 500 vendors coming to our February show, buyers can count on finding new treasures. Our industry's fast-fashion merchandise means every show is a unique buying experience for retailers.

## White Oak Commercial Finance: Creativity, Flexibility, Speed

Gino Clark loves a good story. His favorites are when the protagonist builds something out of nothing or rises from the ashes to achieve greatness.

These remind him of the entrepreneurs he funds every day. Each business with a different story. Each with a different challenge. And, each with a different opportunity. These are the stories he hears daily as the managing director and head of the Los Angeles office of specialty finance lender White Oak Commercial Finance (WOCF).

“It's important to listen,” he says. “At the end of the day, we spend an enormous amount of time understanding our clients' business models. The more we understand the more creative we can be in structuring a deal and giving them the solution to their financing problems.”

A year ago, when the investment and lending group White Oak Global Advisors (WOGA), on behalf of its institutional clients, acquired the highly regarded factor and lender Capital Business Credit, known as CBC, it was a marriage intended to expand both the company's small- to mid-size client base and the depth of the services it could offer. WOGA and its affiliates (White Oak) is a global financial products and services company that offers credit facilities across the entire spectrum of middle-market companies.

Now celebrating its first anniversary, the renamed White Oak Commercial Finance can happily confirm it is fulfilling its promise.

“We have a business partner that wants us to grow,” says Robert Grbic, president and CEO of WOCF, who formerly served as CBC's chief operations officer and chief credit officer. “With White Oak's capabilities, we can do bigger, more complex deals. They certainly add to our strength and stability.”

CBC had built a 30-year pedigree of helping small and medium-size companies with their financing needs, particularly in the apparel and textile industries and especially in Southern California. White Oak is committed to building on and expanding that foundation. WOCF's client base includes manufacturers, designers, wholesalers, and importers, from startups to seasoned businesses with over \$1 billion in revenues. As part of the White Oak family, WOCF can now provide creative debt-financing structures up to \$100 million.

To service these customers, White Oak has an array of products. These include asset-based lending, full-service factoring, invoice discounting, supply-chain financing, inventory financing, import/export financing, trade credit-risk management, accounts-receivable management, and credit and collections support. Asset-based loans (ABL), in particular, are an area of significant opportunity for White Oak, and the company is building up its team of underwriters and experienced financial hands to expand that area of the business.

While the financial products themselves are not new, how White Oak is able to implement them makes all the difference. Its approach can be

summed up in three words: creativity, flexibility, speed. Because White Oak is not a bank, it is not restricted by capital regulations and layers of bureaucracy that can slow and even stall a financing application.

The manufacturing sector and the import/export equation are ever evolving with changes in global economics and sourcing. Tax reform may generate new, and unfamiliar, opportunities. In such a rolling environment, an apparel company needs the ability to turn on a dime, which means its source of financing needs to be equally reactive.

And that's precisely the niche White Oak occupies. With its flat organizational structure and unfettered by a bank's Tier 1 capital requirements, White Oak has the ability to craft creative and flexible financing solutions quickly.

“What separates us from other companies is that we have been supporting small and middle-market businesses for more than 30 years,”



Bob Grbic



Gino Clark

Grbic notes. “White Oak's hands-on approach, skill in handling collateral, and deep information gathering puts us in a position to create and implement of-the-moment solutions, swiftly addressing a client's needs.”

As Clark puts it, “We have the flexibility to help understand and finance evolving business models, which have to change to accommodate government regulations, omni-channel distribution channels, and the speed of changing business cycles and information.”

As an example, Clark points to the issue of foreign manufacturing. Both White Oak and WOCF have deep experience in the vagaries of domestic versus foreign production, particularly with clients who produce goods in Asia, India, the Middle East, and Mexico. “We've seen throughout the years companies change where production is done, where sourcing and investments are done, moving in and out of the U.S. and back again,” he relates. “As times and politics change, structures change, and we've always been there for our clients.”

Most recently, Clark says, the issue of domestic versus foreign production has increasingly come up—in light of threatened tariffs for overseas production—with some clients exploring the idea of moving manufacturing in Mexico back to the U.S. “They have felt comfortable dialoguing with us on potential strategies.”

“We're in this for the long haul,” the 35-year apparel-lending veteran says. “We're ready to support our clients no matter what the market brings to bear.”



[gclark@whiteoakcf.com](mailto:gclark@whiteoakcf.com)  
[www.whiteoaksf.com](http://www.whiteoaksf.com)



# Shop & Dine

By Andrew Asch and Deborah Belgum

Days are long on the trade-show circuit, whether navigating the aisles of a cavernous convention center or packing in a full schedule of B2B seminars.

Yes, the big reward is making that huge sale—or discovering that key item and placing an order. But another perk is sitting down to a nice dinner after a long day or finding that perfect new little

boutique that has a great selection of merchandise you can't resist.

New restaurants and shops are popping up all the time, but here's a selection of some of the latest hot spots that will help you make your trade-show foray in the nation's major cities even more of an adventure.

## LOS ANGELES

### Mona Moore

208 Lincoln Blvd.  
(310) 452-4070  
[monamoore.com](http://monamoore.com)

To be sure, there was fashion star power at the Oct. 14 debut of the Mona Moore boutique in Los Angeles' Venice section. But none of the guests seemed to make a big deal about it.

Kate and Laura Mulleavy of the award-winning Rodarte label hosted the debut of the 2,000-square-foot shop. The Mulleavys posed for pictures with Mona Moore owner Lisa Bush, but the evening's attention seemed geared to the clothes.

Designers include Rodarte, Ann Demeulemeester, Marni, The Row, Visvim, Lemaire, Molly Goddard and Maison Margiela.

The retailer curates a merchandise mix with a specific point of view. The store owner said the clothes are for those who are "aesthetically fearless."

"It's somebody who has a passion for clothes and likes to be adventurous when it comes to dressing," she said. "They'll try it if it is fun and creative. Too much good taste is boring. I'm looking for someone who is willing to take a risk and own it."

Mona Moore has been selling women's fashion in Venice since 2009. Bush relocated to the intersection of Lincoln and Rose avenues in part to do business in a bigger space. It will be a bigger gathering spot for kindred spirits.

"There are people who know about Mona Moore all over the world. They make a pilgrimage," Bush said. "They feel that they will come into Mona Moore and find their people."

### Rossoblu

1124 San Julian St.  
(213) 749-1099  
[www.rossoblula.com](http://www.rossoblula.com)

Up until now, most of the fine-dining experiences available in downtown Los Angeles have been concentrated in the hipper area of the Arts District or the financial world on Bunker Hill.

But all that has changed with the opening of Rossoblu, an Italian-style eatery that occupies a prominent space at City Market South, just blocks away from the California Market Center at its location at 11th and San Julian streets.

City Market South was one of the area's first produce markets and is now being renovated by the Lena Group, which in 2013 saw an opportunity to convert the 1909 hulking brick structure into a destination for dining, entertainment and creative office spaces.

The complex's industrial look and tall windows have proved a plus for Rossoblu, opened in June under the guidance of chef Steve Samson. Tall windows provide ample light inside the eatery and highlight the enormous wall mural



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Illustration Anna Kövecses





Mona Moore



Rossoblu

that dominates the dining room. The larger-than-life art was created by the local art collective Cyrcle and gives diners the impression they are eating inside an enormous art gallery. A large piazza outside provides opportunities for outdoor dining.

Samson is no stranger to the Italian dining circuit in Southern California. His other two Italian eateries in the area are Sotto, serving wood-baked Neapolitan pizza and Southern Italian dishes on Pico Boulevard, and Pizzeria Ortica in Costa Mesa.

But you won't find pizza on the menu at Rossoblu, which is only open for dinner. Instead, Samson is using his years of growing up part-time in Bologna, Italy, and injecting some tried-and-true homemade recipes that only a good Italian grandmother could pass down.

Some favorites from this Bolognese-inspired menu are the tortellini in brodo, a chicken soup-like dish with pork, chicken, beef, mortadella, prosciutto and Parmesan cheese in chicken broth or the Nonna's tagliatelle in a Bolognese tomato sauce with beef and pork. The strozzapreti (pasta that looks like a small rolled towel), served with clams, shrimp and lobster mushrooms is another temptation in the pasta section of the menu.

Heartier main dishes include roasted suckling pig and milk-braised pork shoulder as well as grilled Santa Barbara spot prawns and crisp rainbow trout served with broccoletti and sauce.

Right now, City Market South's offices are not fully occupied, and it is still awaiting the arrival of the Slanted Door restaurant next year. That means that outdoor dining spaces are ample as is parking.

## SAN FRANCISCO

**Convert**  
556 Hayes St.  
(415) 252-7991  
[www.convertstyle.com](http://www.convertstyle.com)

Organic food has become big business, but ecologically sustainable clothing has yet to become a major concern with the fashion public. "They don't think about what they put on their bodies," said San Francisco Bay Area boutique retailer Randy Brewer.

He is not frustrated with this state of the market. Rather, it's an invitation for a small businessperson to get more involved in eco-fashion.

"The giant corporations like Amazon have not touched on it,"

Brewer said of fashion with a sustainable edge. "There is still a niche where a boutique can make a good business."

It's one reason why he is looking to expand Convert.

He started the sustainable-fashion boutique in 2010 in Berkeley, Calif. In 2014, he opened a Convert location in San Francisco's stylish Hayes Valley neighborhood.

It offers brands such as American-made Raleigh Denim Workshop. Also in the merchandise mix, Seattle-based Prairie Underground, which uses organic cotton. Other brands include Nau, a Portland brand that also makes clothes from organic cotton and recycled polyester.

The San Francisco store's flooring is from locally sourced tiles. It also has a whisky bar for patrons who would like a drink when they shop.

Outside the San Francisco store, Brewer posted a sign stating that consumers can make a difference in the world if they buy fashions with an eco edge. Yet for most of the store's patrons, it's not an overriding concern. Environmental fashions are a bonus.

"We make sure that things are on point fashion-wise. It has to look nice and be functional," he said.

➔ Shop & Dine page 12

# 2018 SHOW DATES

**January 28-30**  
Summer

**April 15-17**  
Fall

**June 24-26**  
Fall II

**August 19-21**  
Holiday/Resort

**October 21-23**  
Spring

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[fashionmarketnorcal.com](http://fashionmarketnorcal.com)



## Shop & Dine

Continued from page 11

### Gibson

111 Mason St.  
(415) 771-7709  
[www.gibsonsf.com](http://www.gibsonsf.com)

San Francisco has always been a cosmopolitan, sophisticated place that has a turn-of-the-century charm. That vibe has been incorporated in Gibson, an Art Deco-style restaurant that opened recently inside the Hotel Bijou, not far from Union Square.

The gem of an eatery makes you want to stay a while and take cover from the Bay Area fog. The restaurant and the Hotel Bijou are part of the gentrifying Tenderloin Dis-



Convert



Gibson



Eden Sky

trict, about a half block away from the Powell Street BART station.

The idea behind this new destination is shared plates cooked in a wood-fired hearth in the open kitchen. The dining room is intricately decorated with teal banquettes, dark-brown booths, white walls and ceiling murals by Italian artist Marco Battagini.

The chef de cuisine here is Robin Song, formerly of the Hog & Rocks restaurant in the Mission District, who was recruited to head up this culinary venture.

Diners have been giving their thumbs up to this new place for its shared dishes that are distinctive from other eateries and infused with flavorful ingredients and locally

sourced food.

Favorites on the compact menu are the Sonoma duck cooked over the grill with beet root and blackberry; the slow-roasted and aged beef with bone marrow and eggplant; and the grilled winter squash with puffed grains, dandelion and bay laurel.

Other items include smoked trout with cheese and cucumbers on rye served up like a taco; carrots cooked in embers with sunflower, Medjool dates and Moorish spices; and clams served in a consommé with potatoes and sourdough bread.

The restaurant's name comes from the famous Gibson Girl, the pen-and-ink illustrations created by graphic artist Charles Gibson at the turn of the 20th century.

### LAS VEGAS

#### Eden Sky

Fashion Show Mall  
3200 Las Vegas Blvd., Space 2280  
[www.edensky.co](http://www.edensky.co)

Downtown Los Angeles-headquartered Eden Sky is on the move.

The retailer recently opened a boutique in the Fashion Show Mall, at the north end of the Las Vegas Strip. It's on level two, near the center's Macy's. The new shop will be an address for fashion for a woman willing to take a risk with her style, said Jessica Lee, creative director of Eden Sky.

"We're all about confidence," Lee said of the attitude she believes it takes to wear Eden Sky. "We're all about 'over the top.' There are other companies that wouldn't take the risk, but if it's fun, we'll try it."

Eden Sky styles include a latex mini-skirt with chains, which retails for \$39.99. There's also track-style pants slit up to the waist. It retails for \$29.99.

Eden Sky makes and sells basics. But the retailer got a much wider reaction when it made clothes with an edge, Lee said.

Other looks include T-shirt dresses, hoodie dresses, sheer dresses and fur-trim dresses. The retailer also makes footwear such as thigh-high boots and gladiator boots, bags in the shape of hair dryers, and 1980s radios.

The Fashion Show Mall store is the first Eden Sky location outside of California. The retailer runs four locations in the Golden State. There's a location on Los Angeles' Melrose Avenue, in the Del Amo Mall in Torrance, Valley Plaza in Bakersfield and Plaza Bonita in National City. In October, Eden Sky also opened a boutique at The Source retail center in Buena Park.



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Primrose

**Primrose**  
3770 Las Vegas Blvd. S.  
(702) 730-6600  
[www.montecarlo.com](http://www.montecarlo.com)

Modeled on a French country home, Primrose has a strong Gallic influence seen in its décor and menu.

This new restaurant is the newest addition to the Monte Carlo, which is being revamped and renamed the Park MGM.

The man behind the menu is Bryce Shuman, formerly of the Michelin-starred Betany in New York City, which shuttered at the end of last year.

Over the past few years, Shuman has been reaping praise for his culinary style and was named *Food & Wine*'s best new chef in 2015. He was also a James Beard Foundation finalist in 2015 for best new restaurant in the country.

With Primrose, the challenge is one with a restaurant that is open for breakfast, lunch and dinner in a space that has a huge patio overlooking the nearly completed pool.

The eatery has a residential feel with lots of artwork and photos clustered around various spaces, which include a grill, a garden bar, a foyer, a drawing room and a main dining room.

The menu does have some American classics, such as short ribs and salmon carpaccio. But the dining fare comes primarily from the south of France with a major emphasis on vegetables and fresh fish.

The French influence can be seen in the bouillabaisse, which has fish, octopus, mussels and clams in a tomato broth, and in the whole-roasted pig for two. Shuman is also using a grill powered by peach wood, almond wood and mesquite charcoal to grill organic chicken breasts, Mediterranean sea bass, king salmon and filet mignon.

One favorite has been the olive-oil poached salmon with brown butter, capers, lemon and potato purée.

For vegetarians there is the vegan spaghetti with tomatoes, basil and red chili and the veggie sliders with charcoal-roasted celery root, beet yams and aioli. Plenty of vegetable sides are available, including charcoal-roasted eggplant, grilled broccolini and artichoke, and olives.

## DALLAS

**Forty Five Ten**  
1615 Main St.  
(214) 559-4510  
[www.fortyfiveten.com](http://www.fortyfiveten.com)

The 1-year-old downtown Dallas location of the Forty Five Ten boutique is big—Texas big. It's a four-story, 37,000-square-foot



Water Grill

shop offering women's and men's fashions as well as homewares. The fourth level of the emporium features a rooftop restaurant and lounge called Mirador.

Some have called Forty Five Ten the clothier of Dallas's charity-ball set. The emphasis is on designers at the shop. Significant items displayed on the retailer's web-



Forty Five Ten

site include an Adam Lippes wide-leg, long-sleeve jumpsuit, which retails for \$1,290; a Saint Laurent single-breasted jacket, which retails for \$2,890; and Maison Margiela long gloves, which retail for \$1,155.

There's an emphasis on European fashion houses at Forty Five Ten. It is part of a burgeoning fashion neighborhood that in-

cludes The Joule Hotel. The ground floor of the neo-gothic hotel is the address for the Dallas locations of pioneering Los Angeles boutiques Traffic, Taschen Library and TenOverSix.

Forty Five Ten is on the move. In July 2017, it opened a more than 800-square-foot shop in the California Wine Country town of Yountville.

**Water Grill**  
1920 McKinney Ave.  
(214) 306-7111  
[www.watergrill.com](http://www.watergrill.com)

For decades, The Water Grill has been an upscale seafood staple in California with outposts in downtown Los Angeles, San Diego, Santa Monica and other spots.

But this year, the Southern California

➔ Shop & Dine page 16



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## PRESENTING THE COMPLETE 2018 CALENDAR OF MARKETS

JANUARY 7-9

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### **NY WOMEN'S & CHILDREN'S**

- INTERMEZZO COLLECTIONS
- ACCESSORIE CIRCUIT
- FAME
- MODA
- ACCESSORIES THE SHOW
- CHILDREN'S CLUB

JANUARY 21-23

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### **NY MEN'S**

- PROJECT
- MRKET

FEBRUARY 12-14

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### **MAGIC LAS VEGAS**

- THE TENTS
- PROJECT
- PROJECT WOMENS
- STITCH @ PROJECT WOMENS
- THE COLLECTIVE
- POOLTRADESHOW
- CURVE LAS VEGAS
- WWDMAGIC
- FN PLATFORM
- CHILDREN'S CLUB MAGIC
- SOURCING @ MAGIC
- FOOTWEAR SOURCING @ MAGIC

FEBRUARY 26-28

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### **NY WOMEN'S & CHILDREN'S**

- COTERIE
- STITCH @ COTERIE
- FAME
- MODA
- SOLE COMMERCE
- CHILDREN'S CLUB

APRIL 25-27

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### **MAGIC JAPAN**

(SERVES ALL MARKET CATEGORIES)



# & SHOWS

**NEW!**  
PRECOLLECTIONS MARKET

JUNE 10 - 12

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## NY WOMEN'S

- COTERIE
- FAME
- MODA
- ACCESSORIES  
THE SHOW
- POOLTRADESHOW

**NEW!**  
DUAL GENDER MARKET

JULY 22 - 24

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## NY MEN'S, WOMEN'S & CHILDREN'S

- PROJECT
- MRKET
- PROJECT WOMENS
- FAME
- MODA
- ACCESSORIES  
THE SHOW
- CHILDREN'S CLUB

AUGUST 13-15

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## MAGIC LAS VEGAS

- THE TENTS
- PROJECT
- PROJECT WOMENS
- STITCH @ PROJECT WOMENS
- THE COLLECTIVE
- POOLTRADESHOW
- CURVE LAS VEGAS
- WWDMAGIC
- FN PLATFORM
- CHILDREN'S CLUB MAGIC
- SOURCING @ MAGIC
- FOOTWEAR  
SOURCING @ MAGIC

SEPTEMBER 15 - 17

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## NY WOMEN'S

- COTERIE
- STITCH @ COTERIE
- FAME
- MODA
- POOLTRADESHOW
- SOLE COMMERCE
- SOURCING @ COTERIE

SEPTEMBER (TBD)

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## MAGIC JAPAN

(SERVES ALL MARKET  
CATEGORIES)

UBMFASHION.COM



Shop & Dine *Continued from page 13*

restaurant company extended its reach for the first time outside of California, landing in the heart of Uptown Dallas and surrounded by six steakhouses.

For years, the Water Grill has been heaped with rave reviews for its original downtown Los Angeles spot, which has always been a destination for important business meetings and culinary outings. That location, opened in 1989, was renovated in 2012, and another restaurant was opened in Santa Monica, which got the King Seafood Co. thinking about taking its seafood-restaurant concept on the national road.

The Water Grill specializes in flown-in fresh fish, which arrives daily with large selections of oysters, live king crabs, live Santa Barbara spot prawns and chilled shellfish. Diners have been enthusiastic about the blackened Texas redfish with braised

red cabbage and potato fingerlings as well as the wild Eastern sea scallops with seasonal vegetables and Genovese sauce.

Whole fish such as European sea bass, wild Gulf red snapper and wild Brittany Dover sole can be ordered by the pound to be grilled or oven roasted. Each one serves more than three people.

To be sure, since this is Texas, there is a selection of steaks including filet mignon, prime rib eye and a 14-ounce New York strip steak.

The décor for the restaurant has not deviated from the traditional Water Grill nautical theme with a fisherman's wharf look and a spacious patio that has a retractable roof and fireplace.



Reign



ABCV

NEW YORK

Reign

807 Washington St.

(646) 864-3546

[www.reign.co](http://www.reign.co)

Virgil Abloh, designer, DJ and "influencer" extraordinaire, recently deejayed a party at New York City's Soho House for the debut of the Reign boutique. Now the hard work begins for the new store.

In a market that increasingly embraces mono-brand boutiques, Reign devoted its 1,600-square-foot space in Manhattan's Meatpacking District to multi-brand fashion retail.

"I don't think multi-brand is something of the past," said Benito Quinonez, Reign's store director. Consumers are still responsive to a merchant's unique fashion point of view, and he believes there's an opening in the market for it.

"We wanted to figure out how to bridge the gap between sneaker culture and high fashion," Quinonez said.

Reign was founded as a partnership between Santino Loconte and Samsung Fashion Group, according to Reign's website. Loconte previously served as a senior project director for the Pony footwear brand and as a sales vice president for the premium-jeans line G-Star Raw. Nadene Keisoglu serves as the buyer. Reign offers high-end designers such as Issey Miyake and Alexander McQueen, high-end streetwear brands such as Maharishi, accessories brands such as Mykita and lifestyle brands such as Public School, Stone Island and Levi's Made & Crafted.

Quinonez said that Reign will seek an edge through customer service. The store offers courier delivery of merchandise in New York City. It serves drinks such as still and sparkling water. There's a courtyard in back of the store where patrons can relax during a Meatpacking District shopping trip.

ABCV

38 E. 19th St.

(212) 475-5829

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

Here's a restaurant where you can eat and do your furniture shopping at the same time.

ABCV is the latest in the trio of eateries launched by renowned chef Jean-Georges Vongerichten in collaboration with Paulette Cole.

Vongerichten is all about sustainability, which is seen at the ABC Carpet & Home store, where ABCV is located alongside ABC Cocina and near ABC Kitchen.

The V in ABCV stands for vegetarian. The restaurant has a very extensive plant-based menu that has been getting favorable reviews since the destination opened this summer.

High-end vegetarian restau-



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Mercato della Pescheria

rants seem to be on a roll, as seen in Los Angeles where P.Y.T., a relatively new establishment in downtown Los Angeles started by Josef Centeno, was recently named one of the top restaurants in the city.

Vongerichten is no stranger to setting up eateries. He has several in the United States as well as in international locations such as Tokyo and St. Bart, but his culinary concentration is in New York.

While most diners are not vegetarians, the French chef's ABCV has been gathering a group of nonvegetarian aficionados who are talking up the cuisine, which relies on sustainable and fresh ingredients. Some favorite dishes include appetizers such as charred zucchini baba ganoush served with dill and green chickpea hummus infused with Thai basil.

On the heavier side there are grilled caps of donko shiitakes served with caramelized fennel and spread with a green goddess dressing and a bit of yuzukosho. Most everyone seems to like the half or whole roasted cauliflower with turmeric tahini and pistachios.

Pastas include fresh spinach spaghetti with broccoli, kale, preserved lemon, garlic and saffron crumbs, and then there are the Beluga lentils with yams, broccoli stems and cilantro.

## MIAMI

**Yas Gonzalez**  
Fashion Boutique & Atelier  
7061 SW 47th St.  
(305) 456-9673  
[yasongonzalez.com](http://yasongonzalez.com)

A visit to Yas Gonzalez's world is a window to the glamour and the hard work in Miami's fashion scene.

Since 2012, the Cuban-born designer has been producing runway shows at Miami's Swim Week for her self-named swimwear brand, Yas Gonzalez.

She also has been running a boutique and atelier in different neighborhoods in Miami. She recently moved the atelier devoted to her swimwear and ready-to-wear from the city of Coral Gables, Fla. On Oct. 12, she produced a debut party for her new address, a 1,200-square-foot space in Miami's Bird Road Art District.

It's a two-story space. Downstairs, visitors can hear the whir of sewing machines, where Gonzalez and her team of sewers make swimwear, her women's line and bespoke clothing. The boutique is upstairs.

"We designed it in all white," she said. "It's a girl's dream closet." Some colorful glitter puts an

accent into the white color scheme."

Gonzalez's latest styles were inspired by her recent trips to Cuba. Graphics of Cuban landmarks grace her swimwear and other styles. For fabrics, she uses a double-knit scuba cloth. She says the swimwear is cut to make women look thinner.

"That's what I'm most known for. I make you look skinnier. You don't have to spend money on a plastic surgeon. You can come here and get a dress to make you skinnier," she joked.

Her other collections include Jazz by Yas, which features styles such as skirts, bodysuits, leggings and cocktail dresses bearing graphics of musical notes. Retail price points range from \$49 to \$250.

**Mercato della Pescheria**  
412 Española Way  
(305) 534-5822

In Miami Beach, you can find a sliver of Spain on Española Way where two blocks of a quaint street have been blocked off to

make way for a pedestrian oasis. The street was created in 1925 to give the effect of a Spanish village, with soaring palm trees, pink stucco buildings and twinkling outdoor lights.

Amid the Old World Spanish vibe, a piece of Italy has moved in with the new Mercato della Pescheria, a vibrant eatery that focuses on fresh seafood and handmade pastas. Fresh pasta hangs from wooden rods and whole fish chill on tubs of ice. There is a vast selection of Italian cheeses, and wine is everywhere in this focus on traditional Italian cuisine.

Mercato is actually a revamp of Café Nuvo, run by the same Vida & Estilo Restaurant Group and chef Alex Martinez. But here, seafood is more prominent on the menu. Mercato also has an incarnation in Las Vegas on the Grand Canal of the Vene-

➔ Shop & Dine page 18



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## Shop & Dine *Continued from page 17*

tian Hotel, taking over the spot once occupied by Wolfgang Puck's Postrio until two years ago.

Walking into the eatery makes you feel like you have been whisked away to southern Italy, with patio dining, the smell of the ocean and a carefree ambiance. Standing on the sidewalk, you can watch chefs rolling out sheets of fresh pasta and then cutting them up to dry. Altogether, there are 15 different pasta dishes served in various incarnations. There's everything from fettuccini Bolognese and gnocchi pomodoro to bucatini carbonara and spaghetti puttanesca.

There are ample selections of raw seafood. Diners have been enthusiastic about the mixed ceviche, which is a combination of seafood and fish, and the tuna tartare. Cooked seafood plates include Florida yellowtail snapper filet and whole Mediterranean sea bass.

For meat lovers, there is filet mignon and breaded veal cutlets.

### ATLANTA

**Hemline**  
4300 Paces Ferry Road  
Ste. 109  
(678) 305-9339  
[www.shophemline.com](http://www.shophemline.com)

Vinings Jubilee describes itself as the first lifestyle center in Atlanta. One of its tenants is Hemline, which joined the retail center in 2012. Amid neighboring tenants such as Banana Republic, Francesca's and Fab'rik, Hemline is a multi-brand purveyor of women's fashion. The shop's merchandise mix includes AG Jeans, Alice & Olivia, Chinese Laundry, Mara Hoffman, Trina Turk, Tom Ford, Wildfox and Twelfth Street by Cynthia Vincent.

Hemline started business in 1994 when Brazilian-born Brigitte Holthausen opened a boutique in New Orleans'

French Quarter. Since then, Holthausen has rolled out more than 20 Hemline locations in the American South.

The Atlanta Hemlines is located in a building that looks like a vintage house, complete with white awnings.

Recent styles trending at Hemline include faux-fur coats, camisole-style blouses, jumpsuits and jeans with distressing.

**The Consulate**  
10 10th St. N.E.  
(404) 835-2009  
[www.theconsulateatlanta.com](http://www.theconsulateatlanta.com)



Hemline



The Consulate

You won't need a passport to visit The Consulate, a relatively new Atlanta eatery thriving on international cuisine that carries you around the world.

The Consulate has an Old World atmosphere reminiscent of days gone by with its eclectic décor, which looks rather opulent on one side and artsy on the other. Not many restaurants have art pieces from Andy Warhol and Henri Matisse hanging on the wall. The place is filled with nooks and crannies, such as a li-

brary setting with walls of books.

The couple behind this restaurant is Doug Hines, who is responsible for the eatery's rich interior design, and his wife, Mei Lin, who is the executive chef. Their plan is to open as many as eight restaurants in Atlanta, with this being the first.

The restaurant's menu has a different twist to it. There are basically two sections: the Visa section and the Residents section. The Visa section concentrates on dishes from one country, which stay on the menu for 90 days and then rotate off. The Residents are international plates that are permanently on the menu.

Currently, the Visa menu is highlighting the cuisine of Ethiopia with dishes such as a red lentil stew with Berbere spices, onion, garlic and ginger or the Ethiopian chicken stew with potatoes, garlic and ginger. No Ethiopian meal would be possible without injera, a soft brown flat bread that can be as big as a napkin or the sambusas with mashed green lentils and onion.

On the Residents side of the menu, there are dishes such as the pan-seared scallops with lemon capers and butter sauce or the Korean-pulled duck confit. A favorite among diners has been the curry coxinhas, where Brazil meets India with morsels of pulled chicken,

corn, cream cheese, coriander leaves, herbs and spices.

For a twist, China melds with Latin America in a Havana eggroll that contains slow-roasted pork, ham, Asiago cheese, house mustard and a pickle spear.

For those without a car, The Continental is conveniently located across the street from the Midtown train station, operated by MARTA, the Metropolitan Atlanta Rapid Transit Authority. ●



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info@ifjag.com  
www.IFJAG.com

Future shows: New York, June 8-10, 2018

IFJAG

International Fashion Jewelry & Accessory Group



## Q&amp;A

Continued from page 9

During after-show hours, our guests will be able to enjoy OFFPRICE-only promotional offers at select Las Vegas restaurants and bars.

One of our clients' most popular bars will host the OFFPRICE Opening Night Party. Follow the OFFPRICE show on social media for promotional announcements from now until the February show.

Every retailer can benefit from an off-price strategy. It's more important now than ever for smart retailers to incorporate off-price merchandise into their mix, boost profit margins, and offer customers the styles and prices they're looking for.

Check back with OFFPRICE after the first of the year for exciting upcoming opportunities you won't want to miss. Visit [offpriceshow.com](http://offpriceshow.com) for registration and additional details.

**Aaron Levant**

Founder

Agenda

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

Agenda turns 15 in January, and we are celebrating with the return of our B2C Agenda Festival, which launched last July.



Stephen Krogulski



Aaron Levant



Suzanne De Groot



Andrew Olah

After the successful launch of the Summer Agenda Festival, we are adding biannual Agenda Festivals following each Agenda B2B show. Held immediately following the two-day Agenda B2B show in Long Beach, Calif., the next Agenda Festival will be held Jan. 6. We're making this one bigger, badder, and curat-

show all three days with surprise gifts.

Our speaker series has been well received, and we plan to continue to bring in talented speakers to educate and inform our buyers. We will continue our late night "Happy Hour" to encourage our buyers to stay and shop one evening.

We hope to add a fashion show and another barbeque and will continue to update the appearance of the show floor. There are also food concession changes that we know the buyers will be thrilled with.

We are the largest open-booth format show on the West Coast and because of that and the ease of shopping, the number of buyers, as well as exhibitors attending, continues to grow.

ing a great selection of new brands and talent.

**Suzanne De Groot**

Executive Director

Fashion Market Northern California

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

Fashion Market Northern California is excited about our plans for 2018. Our exhibitors will start the year off with a calendar of our beautiful past show directory covers with show dates and events.

We will also honor buyers who visited all five shows with a fabulous gift—this year that list exceeds 100. We will continue our Frequent Buyer program, rewarding those who attend a

**Andrew Olah**

Founder

Kingpins

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

Kingpins Transformers, our panel discussion on key issues in the denim industry, will come to New York on June 5 with the focus on traceability. In addition, Kingpins will continue to work with "Denim Dudes" author and forecaster Amy Leverton to bring denim trends to all our shows.

The other new element will be the Kingpins Curiosity Shops, which will be our first retail shops selling denim curiosities to all the denim lovers who come to our show.

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# International Trade Show Calendar

**Nov. 9**  
**Expo Pakistan**  
Karachi, Pakistan  
Through Nov. 12  
**Style Fashion Week Palm Springs**  
Palm Springs, Calif.  
Through Nov. 12

**Nov. 10**  
**Hawaii Market Merchandise Expo**  
Honolulu  
Through Nov. 12  
**Modaprima**  
Florence  
Through Nov. 12

**Nov. 11**  
**Norton's Apparel, Jewelry & Gift Market**  
Gatlinburg, Tenn.  
Through Nov. 13  
**Ocean City Resort Gift Expo**  
Ocean City, Md.  
Through Nov. 14

**Nov. 11**  
**Destination Africa**  
Cairo  
Through Nov. 12



**DG Expo Fabric & Trim Show** is a two-day show featuring North American and European 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 seminar program focused on business growth. The next West Coast show is Nov. 19–20 in San Francisco. Visit our website for details and to register. [www.dgexpo.net](http://www.dgexpo.net)

**Nov. 13**  
**CALA**  
Denver  
Through Nov. 14

**Nov. 14**  
**Denim Première Vision**  
Paris  
Through Nov. 15

**Nov. 16**  
**Chicago Apparel and Accessories Market**  
Chicago  
Through Nov. 17

**Nov. 17**  
**GTS Florida Expo**  
Kissimmee, Fla.  
Through Nov. 19  
**China International Gold, Jewellery & Gem Fair**  
Shanghai  
Through Nov. 20

**Nov. 19**  
**DG Expo Fabric & Trim Show**  
San Francisco  
Through Nov. 20

**Nov. 25**  
**Kingpins Amsterdam**  
Amsterdam  
Through Nov. 26

**Nov. 27**  
**ShanghaiTex**  
Shanghai  
Through Nov. 30

**Nov. 28**  
**JFW Japan Creation**  
Tokyo  
Through Nov. 29  
**Premium Textile Japan**  
Tokyo  
Through Nov. 29

**Nov. 29**  
**Kingpins New York**  
New York  
Through Nov. 30  
**New York Shoe Expo**  
New York  
Through Dec. 1

**Nov. 30**  
**Hong Kong International Jewelry Manufacturers' Show**  
Hong Kong  
Through Dec. 3  
**Jewelry, Fashion & Accessories Show**  
Rosemont, Ill.  
Through Dec. 3

**Dec. 2**  
**GTS Greensboro Jewelry & Accessories Expo**  
Greensboro, N.C.  
Through Dec. 4

**Dec. 3**  
**Grand Strand Gift & Resort Merchandise Show**  
Myrtle Beach, S.C.  
Through Dec. 6  
**ITMA Showtime**  
High Point, N.C.  
Through Dec. 6

**Dec. 4**  
**WWSRA Montana**  
Bozeman, Mont.  
Through Dec. 5

**Dec. 5**  
**WWSRA Rocky Mountain**  
Denver  
Through Dec. 7

**Dec. 6**  
**DG Expo Fabric & Trim Show**  
Chicago  
Through Dec. 7  
**WWSRA Northern California**  
Sacramento, Calif.  
Through Dec. 7

**Dec. 7**  
**Connections Amsterdam**  
Amsterdam

**Dec. 8**  
**Baton Rouge Jewelry and Merchandise Show**  
Baton Rouge, La.  
Through Dec. 10

**Dec. 12**  
**Blossom Première Vision**  
Paris  
Through Dec. 13

**Jan. 2**  
**The ASI Show**  
Orlando, Fla.  
Through Jan. 4

**Jan. 3**  
**WWSRA Rocky Mountain Preview**  
Denver  
Through Jan. 4

**Jan. 4**  
**Agenda Long Beach**  
Long Beach, Calif.  
Through Jan. 6

**Jan. 5**  
**Toronto Imprint Canada Show**  
Toronto  
Through Jan. 6



**Surf Expo** is the largest and longest-running watersports and beach/resort/lifestyle trade show in the world. Produced annually in January and September, the show draws buyers from specialty stores, major chains, resorts, cruise lines, and beach rental companies across the U.S., the Caribbean, Central and South America, and around the world. The show features more than 2,500 booths of hard goods, apparel, and accessories and a full lineup of special events including fashion shows, annual awards ceremonies, and demos. Average buyer, exhibitor, and media turnout exceeds 28,600 attendees—per show. More information about Surf Expo can be found at our website, [www.surfexpo.com](http://www.surfexpo.com)

**Exponoivos Lisbon**  
Lisbon  
Through Jan. 7  
**Philadelphia Gift Show**  
Philadelphia  
Through Jan. 8

**Jan. 6**  
**Agenda Festival**  
Long Beach, Calif.  
**TrendSet**  
Munich  
Through Jan. 8

**Jan. 7**  
**Cobb Trade Show**  
Atlanta  
Through Jan. 8  
**Accessorie Circuit**  
New York  
Through Jan. 9  
**Accessories the Show**  
New York  
Through Jan. 9  
**Arizona Apparel, Accessories, Shoes & Gift Show**  
Phoenix, Ariz.  
Through Jan. 9



**California Market Center (CMC)** is the hub of LA's fashion and creative communities. Located in the heart of Downtown LA's Fashion District on Ninth and Main, the 1.8-million-square-foot complex is home to premier fashion industry showrooms, creative office spaces, and the city's busiest special-event venues. CMC is host to a year-round calendar of markets and trade shows, including LA Fashion Market, Select x Emerge Show, Transit, LA Textile Show, LA Majors Market, LA Kids Market, and many more. [www.californiamarket-center.com](http://www.californiamarket-center.com)

**Children's Club**  
New York  
Through Jan. 9  
**Fame**  
New York  
Through Jan. 9  
**Intermezzo Collections**  
New York  
Through Jan. 9  
**Moda**  
New York  
Through Jan. 9

**Jan. 8**  
**Asian Licensing Conference**  
Hong Kong  
Through Jan. 9

**Jan. 9**  
**WWSRA Intermountain Preview**  
Salt Lake City  
Through Jan. 10  
**WWSRA Southern California Preview**  
Costa Mesa, Calif.  
Through Jan. 10  
**Heimtextil**  
Frankfurt  
Through Jan. 12  
**Pitti Immagine Uomo**  
Florence  
Through Jan. 12  
**Atlanta International Gift and Home Furnishings Market**  
Atlanta  
Through Jan. 16

**Jan. 10**  
**London Textile Fair**  
London  
Through Jan. 11  
**Northstar Fashion Exhibitors**  
St. Paul, Minn.  
Through Jan. 11

**Jan. 11**  
**Coast**  
Delray Beach, Fla.  
Through Jan. 12  
**Swim Collective and Active Collective**  
Anaheim, Calif.  
Through Jan. 12

**Jan. 12**  
**Denver International Western/English Apparel and Equipment Market**  
Denver  
Through Jan. 15

**Jan. 13**  
**White Show—Man & Woman**  
Milan  
Through Jan. 15

**Jan. 14**  
**Travelers Show Pittsburgh**  
Pittsburgh  
Through Jan. 15



**Apparel Sourcing USA** offers apparel brands, retailers, wholesalers, and independent design firms a dedicated sourcing marketplace for finding the best domestic and international apparel manufacturers. It is the only event on the East Coast to focus on sourcing finished apparel, contract manufacturing, and private-label development. In addition to the products, services, and resources available on the exhibit-hall floor, the International Apparel Sourcing Show offers valuable seminar programs led by leading industry professionals. Make plans now to join us Jan. 22–24, 2018, for three days of sourcing, seminars, and networking at the Jacob Javits Center, located at 655 West 34th St. [www.apparelsourcing-show.com](http://www.apparelsourcing-show.com)

**Retail's BIG Show, NRF's Annual Convention**  
New York  
Through Jan. 16  
**New England Apparel Club Marlboro**  
Marlboro, Mass.  
Through Jan. 17

**Jan. 15**  
**Annecy Showroom Avant-Première**  
Annecy, France  
Through Jan. 16  
**Designers and Agents**  
Los Angeles  
Through Jan. 17  
**Couromoda**  
São Paolo  
Through Jan. 18  
**Hong Kong Fashion Week**  
Hong Kong  
Through Jan. 18  
**LA Fashion Market**  
Los Angeles  
Through Jan. 18  
**LA Kids Market**  
Los Angeles  
Through Jan. 18  
**Select x Emerge, Transit**  
Los Angeles  
Through Jan. 18



**Playtime New York** offers a curated domestic and international selection of today's best children's brands in a creative and warm work environment. "Playtime New York has become a hub for the very best children's brands."—Babyology. "After 30 years in the baby business and attending many disappointing shows, I found Playtime to be fabulous! As a buyer I am always looking for new and creative lines. At Playtime I found them!"—Denny's/J&S. Boy+girl, Caramel, Go Gently Baby, Everbloom, Tane organics, Omamimini, Rylee & Cru, Misha & Puff, Mini Rodini, Molo, Lanoosh, Oeuf, Velveteen, Tuchinda and Tia Cibani kids already confirmed their participation in the next edition, which will take place Feb. 11–13 at the Metropolitan Pavilion, New York. Other shows are Jan. 23–24 in Berlin, Jan. 27–29 in Paris, and Feb. 20–22 in Tokyo. Check out details and pre-register for free: [www.iloveplaytime.com](http://www.iloveplaytime.com)

**Jan. 16**  
**Metropolitan New York Shoe, Footwear & Accessories Marketplace**  
Edison, N.J.  
Through Jan. 17  
**Première Vision New York**  
New York  
Through Jan. 17  
**Greenshowroom Ethical Fashion Show**  
Berlin  
Through Jan. 18  
**Innatex Xoom at Panorama Berlin**  
Berlin  
Through Jan. 18  
**Printsource New York**  
New York  
Through Jan. 18  
**MosShoes**  
Moscow  
Through Jan. 18  
**Premium International Fashion Trade Show**  
Berlin  
Through Jan. 18  
**Seek**  
Berlin  
Through Jan. 18  
**WWSRA Northern California Preview**  
Reno, Nev.  
Through Jan. 18  
**WWSRA Northwest Preview**  
Portland, Ore.  
Through Jan. 18  
**Intermoda**  
Guadalajara  
Through Jan. 19

**Jan. 17**  
**DG Expo Fabric & Trim Show**  
New York  
Through Jan. 18  
**India International Garment Fair**  
New Delhi  
Through Jan. 19  
**Paris Fashion Week Men's**  
Paris  
Through Jan. 21

**Jan. 18**  
**Pitti Immagine Bimbo**  
Florence  
Through Jan. 21  
**Gift & Home Winter Market LA Mart**  
Los Angeles  
Through Jan. 22



**OFFPRICE** is a dynamic, order-writing trade show that connects retail buyers with the leading off-price specialists carrying clothing, accessories, footwear, and more at 20 percent to 70 percent below wholesale prices. The show takes place in Las Vegas at the Sands Expo at the Venetian/Palazzo Feb. 10–13. With over 500 exhibitors throughout the 130,000-square-foot show floor and attracting more than 11,000 industry professionals, it is the largest off-price show in the country! Many national and regional retailers—including Ross Dress for Less, Citi Trends and Bealls—actively shop each show. No matter which of the latest fashions you seek—be they men's, women's, children's, accessories, or swimwear—you'll find it all at the OFFPRICE show! For more information, check out our website. [www.OffPriceShow.com](http://www.OffPriceShow.com)

**Jan. 19**  
**Hawaii Market Merchandise Expo**  
Honolulu  
Through Jan. 21  
**Imprinted Sportswear Show**  
Long Beach, Calif.  
Through Jan. 21  
**Northwest Shoe Travelers Market**  
St. Paul, Minn.  
Through Jan. 21  
**Tranoï International Fashion Trade Show**  
Paris  
Through Jan. 21  
**Première Classe**  
Paris  
Through Jan. 22

**Jan. 20**  
**Designer Forum**  
New York  
Through Jan. 22  
**Innatex International Trade Fair**  
Frankfurt  
Through Jan. 22  
**Interfilière**  
Paris  
Through Jan. 22  
**Salon International de la Lingerie Paris**  
Paris  
Through Jan. 22  
**Seattle Gift Show**  
Seattle  
Through Jan. 23

**Jan. 21**  
**Modefabriek Amsterdam Fashion Trade Event**  
Amsterdam  
Through Jan. 22  
**The Deerfield Show**  
Deerfield, Ill.  
Through Jan. 22  
**Travelers Show Philadelphia**  
Plymouth Meeting, Penn.  
Through Jan. 22  
**Arizona Apparel, Accessories, Shoes and Gift Show**  
Phoenix  
Through Jan. 23  
**MRket**  
New York  
Through Jan. 23  
**NW Trend Show**  
Seattle  
Through Jan. 23  
**Project (The Tents, Project, Project Sole, Pivot)**  
New York  
Through Jan. 23  
**SMOTA Miami**  
Fort Lauderdale, Fla.  
Through Jan. 23



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

**Jan. 22**  
**Apparel Sourcing USA**  
New York  
Through Jan. 24  
**Texworld USA**  
New York  
Through Jan. 24  
**Paris Fashion Week Haute Couture**  
Paris  
Through Jan. 25

**Jan. 23**  
**New England Apparel Club**  
Portland, Maine  
Through Jan. 24  
**Playtime Berlin**  
Berlin  
Through Jan. 24  
**Capsule New York**  
New York  
Through Jan. 25  
**ColombiaTex**  
Medellin, Colombia  
Through Jan. 25  
**Liberty Fashion & Lifestyle Fair**  
New York  
Through Jan. 25  
**California Marketplace**  
Los Angeles  
Through Jan. 26

**Jan. 24**  
**Active Collective**  
New York  
Through Jan. 25  
**Fashion Industry Gallery**  
Dallas  
Through Jan. 26  
**PGA Merchandise Show**  
Orlando  
Through Jan. 26  
**Pitti Immagine Filati**  
Florence  
Through Jan. 26  
**The ASI Show**  
Dallas  
Through Jan. 26  
**Dallas Apparel & Accessories**



We invite you to join us for **Texworld USA**, the largest sourcing event on the East Coast for apparel fabric buyers, product R&D specialists, designers, merchandisers, and sourcing professionals. This international business platform offers a wide product range covering the entire fabric spectrum—season-to-season attendees discover textiles of innovative structures, material mixes, and surprising color palettes. Make plans now to join us Jan. 22–24, 2018, for three days of sourcing, seminars, and networking at the Jacob Javits Center, located at 655 West 34th St. [www.texworldusa.com](http://www.texworldusa.com)

**Market**  
Dallas  
Through Jan. 27  
**Dallas KidsWorld Market**  
Dallas  
Through Jan. 27  
**Dallas Men's Show**  
Dallas  
Through Jan. 27  
**Dallas Total Home & Gift Market**  
Dallas  
Through Jan. 27  
**ispo**  
Beijing  
Through Jan. 27

**Jan. 25**  
**Surf Expo**  
Orlando, Fla.  
Through Jan. 27  
**Outdoor Retailer**  
Denver  
Through Jan. 28  
**SIA Snow Show & Sourcing Show**  
Denver  
Through Jan. 28  
**Mercedes-Benz Fashion Week Madrid**  
Madrid  
Through Jan. 29

**Jan. 26**  
**New Orleans Gift and Jewelry Show**  
New Orleans  
Through Jan. 29

**Jan. 27**  
**Westcoast Trend Show**  
Los Angeles  
Through Jan. 29  
**Playtime Paris**  
Paris  
Through Jan. 29

**Jan. 28**  
**Bubble London**  
London  
Through Jan. 29





# CURVE

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WED 28

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Continued from page 20

#### Travelers Show Baltimore

Baltimore  
Through Jan. 29

#### Fashion Market Northern California

San Mateo, Calif.  
Through Jan. 30

#### Stylemax

Chicago  
Through Jan. 30

#### Ispo

Munich  
Through Jan. 31

#### Toronto Gift Fair

Toronto  
Through Feb. 1

#### Jan. 29

##### WWSRA/SIA National Demo

Copper Mountain, Colo.  
Through Jan. 30

#### AmericasMart Atlanta

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



If you're looking for the freshest, newest womenswear designs, **Womenswear In Nevada (WWIN)** is your show. Held semi-annually—with upcoming editions slated for Feb. 12–15, 2018, and Aug. 13–16, 2018, at the Rio All-Suite Hotel & Casino, WWIN is the show for contemporary, traditional, misses, petite, plus, and tall resources. WWIN also features a tremendous selection of accessories—shoes, hats, purses, jewelry, belts, scarves, and more. More than 1,500 lines of top-name brands and emerging leaders. Custom-tailored for today's independent retailer, WWIN also offers a host of buyer amenities, including complimentary breakfast, lunch, and afternoon refreshments each day; deeply discounted hotel rates; educational programs; and more. [www.wwinshow.com](http://www.wwinshow.com)

#### Jan. 30

##### New England Apparel Club Hyannis

Hyannis, Mass.  
Through Jan. 31

##### NE Materials Show

Wilmington, Mass.  
Through Jan. 31

##### Munich Fabric Start

Munich  
Through Feb. 1

##### IFLS+IBD

Bogotá, Colombia  
Through Feb. 1

#### Jan. 31

##### Connections San Francisco

San Francisco

##### Lineapelle New York

New York  
Through Feb. 2

##### Bisutex

Madrid  
Through Feb. 2

##### International Premium Incentive Show

Tokyo  
Through Feb. 2

##### Tokyo International Gift Show

Tokyo  
Through Feb. 2

##### International Yarn & Fabric Show

Dhaka, Bangladesh

Through Feb. 3

##### Dye + Chem Bangladesh

Dhaka, Bangladesh  
Through Feb. 3

##### Intergift

Madrid  
Through Feb. 4

##### Madridjoya

Madrid  
Through Feb. 4

#### January TBA

##### BPD Expo (TBA)

New York

##### Brand Assembly (TBA)

Los Angeles

##### Capsule Paris (TBA)

Paris

##### Coast Nashville (TBA)

Nashville

##### Mercedes-Benz Fashion Week Amsterdam (TBA)

Amsterdam

##### OC.Mix (TBA)

Irvine, Calif.

#### Feb. 1

##### Billings Market Association

Billings, Mont.  
Through Feb. 3

##### India International Leather Fair

Kolkata, India  
Through Feb. 3

#### Feb. 2

##### Connections Los Angeles

Los Angeles



IFJAG trade shows feature fashion jewelry and accessories from around the world. Our exhibitors bring the finest brands and private-label products, and our unique venue of private showrooms offers buyers a private, professional environment. The upcoming Las Vegas show runs Feb. 10–13, 2018, so you'll have plenty of time to stop by while you're in the area. Come visit us at the Embassy Suites by Hilton. You can pre-register at our website. We welcome new exhibitors who would like to participate in our show for the first time! We offer buyers complimentary lunch as well as transportation from any Las Vegas location. [www.ifjag.com](http://www.ifjag.com)



**Fashion Market Northern California** is favored for its open-booth format. It consistently offers choices from 2,000 apparel and accessories lines in every category: European, contemporary, updated, casual, and juniors, plus a wide range of jewelry, bags, and shoes. Buyers love the complimentary continental breakfast, coupons for lunch options, and afternoon treats. We continue free parking on Monday and Tuesday mornings for arrival before 10 a.m., late-night Monday with complimentary beer and wine, as well as our "Speaker Series." New buyers are encouraged to attend with one free hotel night during the show. Check out [www.fashionmarketnorcal.com](http://www.fashionmarketnorcal.com), Facebook, and Instagram.

#### Edmonton Footwear & Accessory

##### Buying Market

Edmonton, Canada  
Through Feb. 4

##### Momad Metropolis

Madrid  
Through Feb. 4

#### Feb. 3

##### NY Now

New York  
Through Feb. 6

#### Feb. 4

##### Bodyfashion Tradefair

Mijdrecht, Netherlands  
Through Feb. 6

##### Chicago Collective

Chicago, Ill.  
Through Feb. 6

##### Spring Fair

Birmingham, England  
Through Feb. 8

#### Feb. 6

##### New York Shoe Expo

New York  
Through Feb. 8

##### Spinexpo Paris

Paris  
Through Feb. 7

#### WWSRA Northwest Demo

Wenatchee, Wash.

Through Feb. 7

#### Milano Unica

Milan

Through Feb. 8

#### Atlanta Apparel

Atlanta

Through Feb. 9

#### Feb. 7

##### NW Materials Show

Portland, Ore.  
Through Feb. 8

##### WWSRA California Demo

Mammoth Lakes, Calif.  
Through Feb. 8

##### International Premium Incentive Show

Tokyo

Through Feb. 9

##### Tokyo International Gift Show

Tokyo

Through Feb. 9

#### Feb. 8

##### Style Fashion Week New York

New York

Through Feb. 10

#### Feb. 9

##### Ambiente

Frankfurt  
Through Feb. 12

#### Feb. 10

##### Premium Order Munich

Munich

Through Feb. 12



**CURVE** is the only show in North America solely dedicated to intimate apparel, swimwear, and men's underwear. The CURVE shows will be presenting the collections of over 350 brands at CURVENEWYORK Feb. 26–28 at the Jacob Javits Center, Hall 1A, and at CURVELASVEGAS Feb. 12–14 at the Mandalay Bay Convention Center. The CURVE shows are produced by EUROVET AMERICAS, a EUROVET company. [www.eurovetamericas.com](http://www.eurovetamericas.com)



Uniting the most influential fashion retail decision-makers and the world's top fashion brands, UBM Fashion serves the \$1 trillion-plus worldwide fashion industry through its comprehensive marketplaces in Las Vegas, New York, and Japan, such as: **MAGIC**, **COTERIE**, **PROJECT**, **FN PLATFORM** and more. UBM Fashion serves the industry by bringing together great brands and retailers in superbly merchandised shows while providing superior customer service and ultimately presenting end consumers with the best apparel, footwear, accessories, and fashion products. [www.ubmfashion.com](http://www.ubmfashion.com)

#### IFJAG

Las Vegas  
Through Feb. 13

#### OffPrice

Las Vegas  
Through Feb. 13

#### Feb. 11

##### Londonedge

London  
Through Feb. 12

##### Playtime New York

New York  
Through Feb. 13

##### Pure London

Birmingham, England  
Through Feb. 13

##### Texworld Paris

Paris  
Through Feb. 13

##### Apparel Sourcing Paris

Paris  
Through Feb. 14

##### Footwear Sourcing@MAGIC

Las Vegas  
Through Feb. 14

##### Micam Milano

Milan  
Through Feb. 14

##### Mipel

Milan  
Through Feb. 14

Continued from page 24

# OFF PRICE

LAS VEGAS

FASHION WEEK  
LAS VEGAS  
FEB. 10-13, 2018

SANDS EXPO AT THE VENETIAN



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

## WHY OFFPRICE? WHY NOW?

"**OFFPRICE** was one of the first shows we started going to that has helped us expand our product line. Price point is imperative for kids because every 6 months, they're wearing a different size. I would say 80-90% of our kids wear is from the **OFF-PRICE** Show. **OFFPRICE** is our biggest kids wear supplier. Other shows don't have as much concentration, they concentrate on brands. Their children's section tend to be a small portion of what they have to offer whereas **OFFPRICE** – just about every row, something catches your eye having to do with children and it's at a price you can afford, so really, everyone wins."

– AMY MONDS, PHOENIX LEATHER GOODS

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E X P O

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A Trade Only Event.



Continued from page 22

**Sourcing@MAGiC**  
Las Vegas  
Through Feb. 14

**Feb. 12**  
**Agenda**  
Las Vegas  
Through Feb. 14  
**Capsule Las Vegas**  
Las Vegas  
Through Feb. 14  
**Children's Club**  
Las Vegas  
Through Feb. 14  
**Coeur X Project**  
Las Vegas  
Through Feb. 14  
**CurveLasVegas**  
Las Vegas  
Through Feb. 14  
**FN Platform**  
Las Vegas  
Through Feb. 14  
**Liberty Fashion & Lifestyle Fair**  
Las Vegas  
Through Feb. 14  
**Pooltradeshov**  
Las Vegas  
Through Feb. 14

SUN STATE  
TRADE SHOWS

**Sun State Trade Shows, LLC**, is a company that organizes and promotes wholesale booth-inspired trade shows in Phoenix as well as San Diego. We feature clothing lines for misses, juniors, and contemporary sizes—petite to plus. We also feature accessories, shoes, hats, and gifts from the moderate-to-better price range. Upcoming 2018 show dates for the Arizona Apparel, Accessories, Shoes and Gift Show are Jan. 7–9 at the El Zaribah Shriners Auditorium, Phoenix, then April 22–24, at the Phoenix Convention Center, Phoenix. The San Diego Apparel, Accessories, Shoes & Gift Show at the Town & Country Resort & Convention Center, in San Diego will be March 19–20. For more information, visit [www.arizonaapparelshow.com](http://www.arizonaapparelshow.com) or [www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com) or email [info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com) or [chinds@sandiegoapparelshow.com](mailto:chinds@sandiegoapparelshow.com).



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**Project**  
Las Vegas  
Through Feb. 14  
**Project Womens**  
Las Vegas  
Through Feb. 14  
**Stitch**  
Las Vegas  
Through Feb. 14  
**The Collective**  
Las Vegas  
Through Feb. 14  
**The Tents**  
Las Vegas  
Through Feb. 14  
**WWDMAGiC**  
Las Vegas  
Through Feb. 14  
**WWIN**  
Las Vegas  
Through Feb. 15

**Feb. 13**  
**WWSRA Intermountain Demo**  
Huntsville, Utah  
Through Feb. 14  
**Première Vision Paris**  
Paris  
Through Feb. 15  
**Trendz West**  
Palmetto, Fla.  
Through Feb. 15

**Feb. 15**  
**Jewelry, Fashion & Accessories Show**  
Rosemont, Ill.  
Through Feb. 18

**Feb. 16**  
**London Fashion Week**  
London  
Through Feb. 20  
**Vancouver Footwear & Accessory Buying Market**  
Vancouver, Canada  
Through Feb. 18

**Feb. 17**  
**Atlanta Fashion Shoe Market**  
Atlanta  
Through Feb. 19  
**STYL/KABO**  
Brno, Czech Republic  
Through Feb. 19  
**Wasche Und Mehr**  
Köln, Germany  
Through Feb. 19

**Feb. 18**  
**Moda London**  
Birmingham, England  
Through Feb. 20  
**Toronto Shoe Show**  
Toronto  
Through Feb. 20

**Feb. 19**  
**Mode Lingerie and Swim Moscow**  
Moscow  
Through Feb. 22

**Feb. 20**  
**Lineapelle**  
Milan  
Through Feb. 22



**Finance One, Inc.** is a commercial finance company specializing in creating unique financial solutions for small- to mid-size businesses. We offer full-service factoring and receivable-management services at the most competitive rates, all while maintaining premium quality. By offering a wide array of services, our experienced staff assures our clients' assets are secure. We are undaunted by any challenge, and with a 19-year track record of success, there's no doubt as to why our motto is "Win/Win Factoring." [www.finone.com](http://www.finone.com)



**Gerber Technology** provides a complete suite of integrated technology solutions including pattern design, 3-D, and product-lifecycle-management software, as well as sophisticated automation manufacturing systems for some of the biggest names in the global apparel and sewn-goods industries. Over 100 Fortune 500 companies in over 130 countries depend upon Gerber to help create and develop their products, communicate and collaborate with their global partners, and manage their data more efficiently throughout the entire process. From the industry-leading AccuMark® pattern design, grading, and marker-making software to textiles, spreading systems, single and multi-ply GERBERcutters®, and the YuniquePLM™ product-lifecycle-management software, the Gerber product portfolio will help its customers decrease time to market. Gerber's knowledge and experience in the apparel industry and its worldwide service organization allow it to offer some of the world's leading brands fully integrated solutions. [www.gerbertechnology.com](http://www.gerbertechnology.com)

**Playtime Tokyo**  
Tokyo  
Through Feb. 22  
**Poznan Fashion Fair**  
Poznan, Poland  
Through Feb. 22

**Feb. 21**  
**Rooms Experience 36**  
Tokyo  
Through Feb. 22  
**Hong Kong International Fur & Fashion Fair**  
Hong Kong  
Through Feb. 24  
**Rocky Mountain Gift Show**  
Denver  
Through Feb. 26

**Feb. 23**  
**The Novus Forum**  
New York  
Through Feb. 25

**California Marketplace**  
Los Angeles  
Through Feb. 26  
**Denver Apparel & Accessories Market**  
Denver, Colo.  
Through Feb. 26  
**White Show—Women's Collection**  
Milan  
Through Feb. 26

**Feb. 24**  
**Capsule New York**  
New York  
Through Feb. 26  
**Mido**  
Milan  
Through Feb. 26  
**AGHA Sydney Gift Fair**  
Sydney  
Through Feb. 27

**Feb. 25**  
**ABC Salon**  
Munich  
Through Feb. 26  
**Boston Collective**  
Boxboro, Mass.  
Through Feb. 27  
**Designers and Agents**  
New York  
Through Feb. 27  
**Michigan Show Market**  
Livonia, Mich.  
Through Feb. 27  
**Alberta Gift Fair**  
Edmonton, Canada  
Through Feb. 28

**Feb. 26**  
**Mountain Winter Market**  
Denver  
Through Feb. 27  
**Children's Club**  
New York  
Through Feb. 28  
**Coterie**  
New York  
Through Feb. 28  
**CurveNewYork**  
New York  
Through Feb. 28  
**Fame**  
New York  
Through Feb. 28  
**Sole Commerce**  
New York  
Through Feb. 28  
**Stitch@Coterie**  
New York  
Through Feb. 28

**The Great Ideas Summit**  
Miami Beach, Fla.  
Through Feb. 28

**Feb. 27**  
**Leatherworld Middle East**  
Dubai  
Through March 1  
**Paris Fashion Week Women's**  
Paris  
Through March 6

**February (TBA)**  
**Cabana (TBA)**  
New York  
**India International Leather Fair (TBA)**  
Chennai, India  
**Mifur (TBA)**  
Milan  
**Première Vision São Paulo (TBA)**  
São Paulo  
**Shirt Avenue (TBA)**  
Milan  
**TRU Show (TBA)**  
San Francisco

**March 1**  
**Première Classe**  
Paris  
Through Mar. 4

texprocess

**Texprocess Americas** is the largest North American trade fair for equipment and technology for the development, sourcing, and production of sewn products. Texprocess Americas provides a platform for leading international manufacturers to present their latest machines, plant, processing, IT systems, and services for making up textiles and other flexible materials. The fourth edition of Texprocess Americas will be held May 22–24, 2018, at the Georgia World Congress Center in Atlanta, Georgia and once again be co-located with Techtextil North America, making this the largest and best technical textile, nonwoven, machinery, sewn products and equipment trade show in the Americas. [www.texprocessamerica.com](http://www.texprocessamerica.com)

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**Hong Kong International Jewellery Show**  
Hong Kong  
Through Mar. 5

**March 2**  
**Mid-South Jewelry and Accessories Fair**  
Southaven, Miss.  
Through Mar. 4

**Momad Shoes**  
Madrid  
Through Mar. 4

**Tranoi International Fashion Trade Show**  
Paris  
Through Mar. 5

**March 3**  
**Northstar Fashion Exhibitors**  
St. Paul, Minn.  
Through Mar. 5

**March 4**  
**Norton's Apparel, Jewelry & Gift Market**  
Gatinsburg, Tenn.  
Through Mar. 6  
**Profile Show**  
Toronto  
Through Mar. 7

## Goodman Factors

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

**Trends The Apparel Show**  
Edmonton, Canada  
Through Mar. 7

**March 5**  
**Travelers Show Philadelphia**  
Plymouth Meeting, Penn.  
Through Mar. 6

**WWWSR Northern California Sports Market**  
Reno, Nev.  
Through Mar. 6  
**LA Textile**  
Los Angeles  
Through Mar. 7

**Sourcing at LA Textile**  
Los Angeles  
Through Mar. 7

**March 6**  
**New England Apparel Club**  
Portland, Maine  
Through Mar. 7

**March 7**  
**Metropolitan New York Shoe, Footwear & Accessories Marketplace**  
Secaucus, N.J.  
Through March 8  
**Atlanta Spring Gift, Home Furnishings & Holiday Market**  
Atlanta  
Through Mar. 9  
**International Textile Fair—Preview in Daegu**  
Daegu, South Korea  
Through Mar. 9

**March 8**  
**Colombo International Yarn & Fabric Show**  
Colombo, Sri Lanka  
Through Mar. 10  
**Dye + Chem**  
Colombo, Sri Lanka  
Through Mar. 10  
**Textech International Expo**  
Colombo, Sri Lanka  
Through Mar. 10  
**The NBM Show Arlington**  
Arlington, Tex.  
Through Mar. 10

**March 11**  
**Travelers Show Pittsburgh**  
Pittsburgh  
Through Mar. 12  
**Gallery Shoes**  
Dusseldorf, Germany  
Through Mar. 13



**Milberg Factors, Inc.** is one of the largest factoring and commercial finance firms in the U.S. Headquartered in the heart of midtown Manhattan, with offices in California and North Carolina, we serve clients ranging from \$5 million in annual sales to over \$500 million in annual sales. Clients include importers, manufacturers, wholesalers, and distributors. Every client relationship is handled by a partner in our firm. For more information, contact Dave Reza at (818) 649-7587 or see our full slate of services at [www.milberg-factors.com](http://www.milberg-factors.com).

**JA New York**  
New York  
Through Mar. 13

**MJSA Expo**  
New York  
Through Mar. 13  
**ASD Market Week**  
Las Vegas  
Through Mar. 14

**March 12**  
**Designers and Agents**  
Los Angeles  
Through Mar. 14  
**LA Fashion Market**  
Los Angeles  
Through Mar. 14  
**LA Kids Market**  
Los Angeles  
Through Mar. 14  
**Northwest Shoe Travelers Market**  
St. Paul, Minn.  
Through Mar. 14  
**Select + Emerge, Transit**  
Los Angeles  
Through Mar. 14  
**Sport Achat Winter**  
Lyon, France  
Through Mar. 14

**March 13**  
**New England Apparel Club**  
Hyannis, Mass.  
Through Mar. 14

**Spinexpo Shanghai**  
Shanghai  
Through Mar. 15

**MosShoes**  
Moscow  
Through Mar. 16

**SAPICA**  
León, France  
Through Mar. 16

**Lexus Charleston Fashion Week**  
Charleston, S.C.  
Through Mar. 17

**March 14**  
**Osaka International Gift Show**  
Osaka, Japan  
Through March 15

**Yarn Expo**  
Shanghai  
Through March 15

**APLF Leather & Materials Hong Kong**  
Hong Kong  
Through Mar. 16

**Cashmere Hong Kong**  
Hong Kong  
Through Mar. 16

**Chic—China International Fashion Fair**  
Shanghai  
Through March 16

**Fashion Access Hong Kong**  
Hong Kong  
Through Mar. 16

**Intertextile Shanghai Home Textiles**  
Shanghai  
Through Mar. 16



**Hana Financial**

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

**March 15**  
**Imprinted Sportswear Show**  
Atlantic City, N.J.  
Through Mar. 17

**March 16**  
**GTS Jewelry & Accessories Expo**  
Greensboro, N.C.  
Through Mar. 18

**March 18**  
**National Bridal Market Chicago**  
Chicago  
Through Mar. 20

**March 19**  
**San Diego Apparel Accessories & Gift Show**  
San Diego  
Through March 20

**March 20**  
**Kansas City Apparel & Accessory Market**  
North Kansas City, Mo.  
Through Mar. 21  
**Macrorrueda**  
Bogotá, Colombia  
Through Mar. 22

**March 21**  
**Fashion Industry Gallery**  
Dallas  
Through Mar. 23  
**Première Vision Istanbul**  
Istanbul, Turkey  
Through March 23

**Dallas Apparel & Accessories Market + Total Home & Gift Market**  
Dallas  
Through Mar. 24  
**Dallas KidsWorld Market**  
Dallas  
Through Mar. 24  
**Dallas Western Market**  
Dallas  
Through Mar. 24

**March 22**  
**Istanbul International Jewelry, Watch & Equipment Fair**  
Istanbul  
Through Mar. 25  
**Baselworld**  
Basel, Switzerland  
Through March 27



**White Oak Commercial Finance, LLC (WOCF)**, formerly Capital Business Credit/Capital Factors, is a global financial products and services company providing credit facilities to middle-market companies between \$1 million and \$30 million. WOCF's solutions include asset-based lending, full-service factoring, invoice discounting, supply-chain financing, inventory financing, U.S. import/export financing, trade credit-risk management, account-receivables management, and credit and collections support. WOCF is an affiliate of White Oak Global Advisors, LLC, and its institutional clients. More information can be found at [www.whiteoaksf.com](http://www.whiteoaksf.com).

**March 23**  
**New England Apparel Club**  
Liverpool, N.Y.  
Through Mar. 24  
**Syracuse Super Show**  
Syracuse, N.Y.  
Through Mar. 24

**March 24**  
**The One**  
Dallas  
Through Mar. 26

**March 25**  
**Travelers Show Baltimore**  
Baltimore  
Through Mar. 26  
**Gift & Home Spring Market LA Mart**  
Los Angeles  
Through Mar. 27  
**London Bridal Week**  
London  
Through Mar. 27  
**NW Trend Show**  
Seattle  
Through Mar. 27  
**Trendz**  
Palm Beach, Fla.  
Through Mar. 27

➔ Trade Shows page 26

# SUN STATE TRADE SHOWS

**ARIZONA APPAREL SHOW**  
**NEXT SHOW:**  
**January 7-9, 2018**  
**El Zaribah Shrine/ Auditorium**  
**Phoenix, AZ**

**Future Show:**  
**April 22-24, 2018**  
**Phoenix Convention Center**  
**Phoenix, AZ**

**SAN DIEGO APPAREL SHOW**  
**NEXT SHOW:**  
**March 19 & 20, 2018**  
**Town & Country Resort Hotel**  
**San Diego, CA**

[www.arizonaapparelshow.com](http://www.arizonaapparelshow.com)  
[info@arizonaapparelshow.com](mailto:info@arizonaapparelshow.com)

[www.sandiegoapparelshow.com](http://www.sandiegoapparelshow.com)  
[chinds@sandiegoapparelshow.com](mailto:chinds@sandiegoapparelshow.com)

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5 DATES 5 CITIES

SAN FRANCISCO | November 19 & 20

CHICAGO | December 6 & 7

NEW YORK | January 17 & 18

MIAMI | March 27 & 28

DALLAS | April 25 & 26

for additional information

www.dgexpo.net

info@dgexpo.net

212.804.8243

Continued from page 25

**March 27**

**DG Expo Fabric & Trim Show**

Miami

Through Mar. 28

**Interfilière**

Hong Kong

Through Mar. 28

**GlobalShop**

Chicago

Through Mar. 29

**March 28**

**Made in France Première Vision**

Paris

Through Mar. 29

**Travelers Show Ocean City**

Ocean City, Md.

Through Mar. 29

**March (TBA)**

**Art Hearts Fashion (TBA)**

Los Angeles

**Brand Assembly (TBA)**

Los Angeles

**CALA San Francisco (TBA)**

San Francisco

**I.L.M. International Leather**

Goods Fair (TBA)

Offenbach, Germany

**Indianapolis Children's Show**

(TBA)

Indianapolis

**Lakme Fashion Week (TBA)**

Mumbai, India

**Mercedes-Benz Fashion Week**

**Istanbul (TBA)**

Istanbul, Turkey

**Primesource Forum (TBA)**

Hong Kong

**Style Fashion Week LA (TBA)**

Los Angeles

**April 3**

**LA Majors Market**

Los Angeles

Through April 5

**April 4**

**Indo Dyechem**

Jakarta, Indonesia

Through April 7

**Indo Intertex**

Jakarta, Indonesia

Through April 7

PBC

PRIME BUSINESS CREDIT, INC.

Established in 1999, **Prime Business Credit, Inc. (PBC)** is a leading provider of factoring and trade solutions, primarily servicing small- to mid-sized businesses that generate annual sales of up to \$50 million. PBC is located in the financial district in downtown Los Angeles, with a branch office in New York. Though specializing in servicing clients from the apparel and textile industry, PBC's clientele includes firms from a multitude of industries. Since inception, PBC has grown substantially each year and now achieves factoring volume of \$700 million annually. PBC recently acquired Asiana Capital, a factoring/finance company that specializes in financing for the small-business community, expanding their ability to provide services to more clients looking to reach their full potential. PBC provides the financial support and nimble service to give its clients an extra edge and is dedicated to joining into a mutual effort with its clients to build company value. [www.pbcusa.com](http://www.pbcusa.com)

**April 6**

**Si'Sposaitalia Collezioni**

Milan, Italy

Through April 9

**April 7**

**Stylemax**

Chicago

Through April 10

**April 8**

**Denver Apparel & Accessories Market**

Denver, Colo.

Through April 10

**April 10**

**Première Vision Designs**

New York

Through April 11

**VOW I New World of Bridal**

Atlanta

Through April 12

**Atlanta Apparel**

Atlanta

Through April 14

**April 11**

**Luxe Pack**

Shanghai

Through April 12

**April 13**

**The NBM Show**

Sacramento, Calif.

Through April 14

## TRADE SHOWS

**New York Bridal Fashion Week**

New York

Through April 17

**April 15**

**Fashion Market Northern California**

San Mateo, Calif.

Through April 17

**The Knot Couture**

New York

Through April 17

**New England Apparel Club**

Marlboro, Mass.

Through April 18

**April 18**

**Kingpins**

Amsterdam

Through April 19

**Peru Moda**

Lima, Peru

Through April 20

**April 19**

**Manila F.A.M.E. International**

Manila

Through April 21

**China International Gold, Jewellery & Gem Fair**

Shenzhen, China

Through April 22

**Jewelry, Fashion & Accessories Show**

Rosemont, Ill.

Through April 22

**April 20**

**Hawaii Market Merchandise Expo**

Honolulu, Hi.

Through April 22

**Hong Kong International Home Textiles and Furnishings Fair**

Hong Kong

Through April 23

**April 22**

**Arizona Apparel, Accessories, Shoes and Gift Show**

Phoenix, Ariz.

Through April 24

**April 23**

**Coast**

Delray Beach, Fla.

Through April 24

**April 24**

**International Apparel & Textile**

Dubai

Through April 25

**New England Apparel Club**

Portland, Maine

Through April 25

**April 25**

**DG Expo Fabric & Trim Show**

Dallas, Tex.

Through April 26

**JFW International Fashion Fair**

Tokyo

Through April 26

**April 27**

**Billings Market Association**

Billings, Mont.

Through April 29

**JITAC European Textile Fair**

Tokyo

Through April 29

**Hong Kong Gifts & Premium Fair**

Hong Kong

Through April 30

**April 29**

**Luggage, Leathergoods, Handbags & Accessories Show**

Toronto

Through April 30

**The Deerfield Show**

Deerfield, Ill.

Through April 30

**April (TBA)**

**CALA Denver (TBA)**

Denver

**China Sourcing Fair (TBA)**

Hong Kong

**International Yarn & Fabric Show (TBA)**

Yangon, Myanmar

**Mercedes-Benz Fashion Week Australia (TBA)**

Sydney

**Michigan Women's Wear Market (TBA)**

Livonia, Mich.

**OC.Mix (TBA)**

Irvine, Calif.

**Offprice London (TBA)**

London

**Style Fashion Week Palm Springs (TBA)**

Palm Springs, Calif.

**May 1**

**New England Apparel Club**

Hyannis, Mass.

Through May 2

**May 3**

**Imprinted Sportswear Show**

Houston, Tex.

Through May 5

**May 4**

**GTS Jewelry & Accessories Expo**

Greensboro, N.C.

Through May 6

texollini

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

**May 11**

**The NBM Show**

Portland, Ore.

Through May 12

**May 18**

**International Jewelry and Merchandise Show**

New Orleans

Through May 21

**May 20**

**Surtex**

Las Vegas

Through May 22

**May 21**

**Spree RECon**

Las Vegas

Through May 23

**May 22**

**Apparel Sourcing Show**

Guatemala City, Guatemala

Through May 24

**Licensing Expo**

Las Vegas

Through May 24

**Techtextil**

Atlanta

Through May 24

**Texprocess Americas**

Atlanta

Through May 24

**May 27**

**Fit Expo**

Poznan, Poland

Through May 29

**May 29**

**Print4All**

Milan, Italy

Through June 1

**May 30**

**Shoes & Leather Guangzhou**

Guangzhou, China

Through June 1

**May 31**

**Couture**

Las Vegas

Through June 4

**May (TBA)**

**Accessorie Circuit (TBA)**

New York

**Couture (TBA)**

Las Vegas

**Denim Première Vision (TBA)**

Paris

**Intermezzo Collections (TBA)**

New York

**Kingpins (TBA)**

Hong Kong

**Modama (TBA)**

Guadalajara, Mex.

**Modaprima (TBA)**

Florence, Italy

**OffPrice (TBA)**

New York

**Première Vision São Paulo**

Sao Paulo, Brazil

**Premium Textile Japan (TBA)**

Tokyo



**ON THE COVER:** Collective Concepts, Pistola and Willow & Clay featured on the runway at Directives West. Photo by Norman Zeller.

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

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For over 25 years, we have manufactured our collection of more than 4,000 European-quality fabrics in our Los Angeles-based facility. We offer faster deliveries, superior quality control, and vertically-integrated services for all major fashion categories.

[texollini.com](http://texollini.com)

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