

CALIFORNIA ApparelNews

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NEW TALENT

The graduating fashion-design students at Los Angeles Trade-Tech College showed off their creations at the recent Gold Thimble Fashion Show. To see more looks from the show, go to page 8.

Net-Neutrality Repeal Expected to Drive Up E-Tail Costs

By Andrew Asch *Retail Editor*

The Federal Communications Commission voted 3-2 to overturn the current “net neutrality” regulations. Opponents of the Dec. 14 vote said it could spell disaster for small businesses that might be charged higher prices to access the Internet.

“The more you place restrictions, the easier it is for existing businesses to dominate and harder for new businesses to be born. That’s bad,” said Greg Selkoe, chief executive officer and founder of **Wanderset** (www.wanderset.com), a West Hollywood, Calif.–headquartered e-commerce business using content such as video to sell men’s clothing.

The terrain of a post-net-neutrality world remains un-

➔ **Net Neutrality** page 2

The 2017 Economic Retrospective

By Deborah Belgum *Executive Editor*

The stock market is at an all-time high. Unemployment rates have hit rock bottom, and Southern California housing prices have surpassed their all-time high in 2009.

The U.S. economy is doing well, as noted by the Federal Reserve’s recent decision to hike its benchmark rate by a quarter of a percent to a range between 1.25 percent and 1.5 percent. The Fed also predicted economic growth over the next three years will continue, with gross domestic product predicted to rise 2.5 percent next year.

Taking a snapshot of the past year, high-end retailers are starting to feel more confident and hunting for new locations on Los Angeles’ top shopping streets such as Melrose Avenue and Robertson Boulevard.

On a national level, big retailers are facing their challenges by closing unprofitable stores and opening new concepts that will appeal to the online shopper and the off-line consumer.

The state’s apparel-manufacturing employment has dipped since last year as more brands and labels search for cheaper production to increase their profit margins.

With that said, clothing imports from overseas factories was up slightly by 1 percent for the one-year period ending in October, but textile imports jumped 10 percent. China is still the biggest provider of everything related to clothing. But Vietnam hangs in there as the second-largest provider of clothing to the U.S. market.

Take a look at our year in numbers, which begins on page 3.

INSIDE

Where fashion gets down to businessSM

Retailers cope with brush fires ... p. 2

Westfield Corp. sold ... p. 9

Lundgren leaving Macy’s ... p. 9

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Southern California Retailers Grapple With Damage From Recent Fires

Retailers in Ventura, Santa Barbara and parts of Los Angeles counties were spared significant property damage from major fires ravaging the areas. However, some had to temporarily close stores and cut business hours due to poor air quality and shoppers not being able to travel.

Fred Levine, cofounder of the **M.Fredric** chain of boutiques, closed his Ventura store for seven days but was able to reopen it on Dec. 12.

There was no physical damage to the shop, but Levine said that smoke-filled air made it hard to breathe in Ventura. During the worst time of the fire, commercial districts were deserted and it was dangerous for the staff's health to run the boutique.

Levine said that the danger from poor air quality remained a major concern. "We're going to play it day by day in Ventura," he said.

The M.Fredric shop in Oxnard, Calif., also was closed for less than a week because of bad air quality while the Woodland Hills location in Los Angeles County was closed for less than a day.

The Ventura M.Fredric will join other city merchants in donating proceeds from sales during December to nonprofits helping Ventura residents displaced by the fire.

While the recent fires made international headlines, Levine put the damage in context. It wasn't as bad as the Northridge earthquake of 1994. He forecasted it would not have much of an effect on the year's business.

"Being in business for 37 years, you develop a thick skin and learn how to recover," Levine said.

Alan Au, vice president of **Jimmy Au's for Men 5'8 & Under** store in Sherman Oaks, Calif., also put the impact from the fires in context. "9/11 was worse," he said of the 2001 terrorist attacks on the World Trade Center in New York City and the Pentagon outside Washington, D.C.

"People were afraid to go to the mall. People were not going to public places," he remembered.

During the recent fires, many of Au's customers told him they were going to postpone shopping at his store because traveling to some parts of the county was difficult. Busi-

ness was very quiet for a few days during the past week, Au said.

One of the retailer's biggest worries was smoke damaging inventory. "We were running our air conditioning to get the smoke smell out of the store. It smelled like a camp-

fire. Little by little, it's going away," he said.

Au also was worried about the fires hurting crucial holiday-season business. "During the holiday, one week of bad business could equal two weeks of bad business," he said.

—Andrew Asch

Deborah Belgium Named *California Apparel News* Executive Editor

Apparel News Group Publisher and Chief Executive Terry Martinez has named Senior Editor Deborah Belgium to be the new executive editor of the weekly *California Apparel News*, effective immediately. The announcement, which was made to the staff on Dec. 7, fills the position recently held by Alison A. Nieder.

Belgium, notes Martinez, has worked for the *California Apparel News* for almost 15 years and "is a consummate journalist with deep relationships in the apparel, textile and related industries."

Prior to joining the *Apparel News*, Belgium worked for the **Associated Press**, the *Orange County Register*, the *Los Angeles Times* and the *Los Angeles Business Journal*. She has a master's degree in journalism from the **University of Colorado, Boulder**, and a post-graduate certificate in international journalism from the **University of Southern California**.



Deborah Belgium

Net Neutrality *Continued from page 1*

charted territory. "There is so little information on how it will work," Selkoe observed.

Many believe the rollback on regulations will allow companies controlling access to the Internet to choose who has fast and who has slow connections. Internet-service providers would wield a lot of influence on how much customers pay.

In an open letter to the FCC, a group of 1,000 small businesses from around the

U.S. wrote: "Without net neutrality, the incumbents who provide access to the Internet would be able to pick winners or losers in the market."

Ajit Pai, the Republican chairman of the FCC, is a proponent of rolling back net-neutrality regulations, arguing that crucial innovation has been stifled because of the current rules during this age of major technological change. He believes a freer market will create the best environment to build future communications networks. Changes in rules also

will allow Internet-service providers to negotiate payments from larger-bandwidth users such as **Netflix** and offer different prices and speed packages to consumers.

Syama Meagher, chief retail strategist of the Los Angeles-headquartered **Scaling Retail** consulting firm, anticipates that after an anticipated net-neutrality repeal, Internet-service providers will jack up prices.

Retailers unable to afford increased prices will lose out on some opportunities, Meagher said, especially in a rich-media environment increasingly focused on video. "If it doesn't load in one to three seconds, people will lose interest," she said. Consumers will move onto other e-commerce sites.

E-tail websites with slow loading times will ultimately find themselves dropping lower on search-engine rankings. It's an unfortunate development for these businesses because most people don't go further than the first page on a search engine, Meagher said.

If a rollback of net neutrality drives the cost of business higher, it could drive some smaller businesses out of the market, Meagher noted. Another consequence could be that businesses might revert to old-fashioned

marketing techniques by resorting to print catalogues, mailers and flyers. Meagher forecast that if fewer dollars were invested in SEO (search engine optimization) marketing, businesses might invest in more experiential marketing like pop-up shops and "influencers" such as bloggers to tell their brands' stories.

The repeal of the net-neutrality regulation could create new businesses. "There will be agencies that pop up that help companies to combat barriers put up by the government," Selkoe said.

One outcome of rolling back net-neutrality rules could be that businesses will increase their prices for goods and pass it on to the consumer, said Judah Phillips, founder of **SmartCurrent**, an analytics and data-science consultancy headquartered in Boston.

"Consumers and businesses may not have an option. What are you going to do? Close down your Internet? The demand for the Internet always will be there. It's similar to oil. People will always pay the price for oil because there often isn't a substitute. They simply need oil. Similarly, there is no 'alternative' Internet," Phillips said. ●



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Calendar

Dec. 22

Holiday Sample Sales
California Market Center
Los Angeles

Jan. 4

Agenda
Long Beach Convention Center
Long Beach, Calif.
Through Jan. 5

Jan. 7

Accessories The Show
Intermezzo Collections
Children's Club
Fame
Moda
Jacob Javits Center
New York
Through Jan. 9

Jan. 11

Active Collective
Swim Collective
Anaheim Convention Center
Anaheim, Calif.
Through Jan. 12

There's more
on ApparelNews.net.

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

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

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APPAREL AND TEXTILE EMPLOYMENT

Higher Minimum Wages Contribute to Loss in Apparel-Factory Employment

The beginning of the year started on a down note as some 3,500 workers at the **American Apparel** factory in Los Angeles got pink slips after the company sold its brand name and shuttered its vast factory.

St. John Knits diverted some of its jobs from its high-end knit factories in Irvine, Calif., to its factory in Tijuana, Mexico, laying off 130 workers at the label founded in 1962 by Marie

and Bob Gray.

Just recently, **United Denim Inc.**, a blue-jeans factory, announced it was downsizing its staff and laying off 164 of its approximately 200 workers as Los Angeles blue-jeans companies shifted much of their production to Mexico or Vietnam. And, at the end of last year, **American Garment Sewing**, another blue-jeans maker, shuttered its factory in Vernon, Calif., laying off 200 workers.

Los Angeles and San Francisco are having a hard time keeping their apparel factories busy because of higher minimum wages, which make clothing manufacturers think twice about committing to domestic production. In Los Angeles, the minimum wage is \$12 an hour for larger companies, and in San Francisco it is \$14 an hour.

The number of Californians working in the apparel and textile industry has declined by about 6.7 percent this year over last year. According to statistics from the state Employment Development Department, some 58,200 people were employed in textile mills, cut-and-sew factories and apparel knitting mills at the end of October. That is down from 62,400 for the same period in 2016.

While these are the basic numbers collected by the

CALIFORNIA		
	October 2017	October 2016
Textile Mills	6,600	7,200
Textile Product Mills	8,400	8,700
Apparel Manufacturing	43,200	46,500

LOS ANGELES COUNTY		
	October 2017	October 2016
Textile Mills	4,700	5,200
Apparel Manufacturing	34,400	36,600

SOURCE: CALIFORNIA EMPLOYMENT DEVELOPMENT DEPARTMENT



Garment workers at JS Apparel in Carson, Calif.

state, there are many jobs not counted as apparel-industry jobs, which are directly associated with this economic sector. These include designers, warehouse workers, freelance graphic designers and showroom owners.

According to a 2016 Los Angeles-area fashion-industry profile released by **CIT Commercial Services** and the **California Fashion Association**, there are 4,130 fashion designers working in Los Angeles County and another 520 who work in Orange County.

The CIT/CFA industry profile lists Southern California's industry employment—including direct and indirect employment—at more than 200,000 jobs.—*Deborah Belgum*

REAL ESTATE

Retailers Starting to Emerge From Their Shells and Look for New Outposts in Los Angeles

During the first half of the year, retailers were still in a cautious mood and on the fence about setting up new shops on some of Los Angeles' prime shopping streets.

"A lot of the bigger companies were taking a wait-and-see attitude at the beginning of the year, but now people are getting more calls from higher-caliber tenants looking for spaces," said Philip Klaparda, senior associate at **Dembo Realty**, a commercial real estate agency in Beverly Hills.

One of Los Angeles' favorite shopping streets is still Melrose Avenue west of La Cienega Boulevard. "This area is still very strong from a retail perspective," Klaparda noted.

Currently, the vacancy rate is at about 10 percent to 15 percent while monthly rents are averaging about \$15 to \$20 a square foot.

Warby Parker, the eyeglass company that launched its concept online and then started expanding to bricks-and-mortar locations, opened at 8618 Melrose Ave. with a different concept. The new outpost has a Green Room where shoppers can create 15-second videos to be shared on social media. For the videos, there are 12 different backdrops to choose from, ranging from an outer-space scene to a pizza parlor.

AllSaints, the London-based luxury retailer, still has a location on Robertson Boulevard, but the purveyor of all things hip and cool opened up a spot on Melrose Avenue too.

The edgy British label opened its fifth Los Angeles location at 8585 Melrose Ave. in a spot encompassing 3,000 square feet.

Road to Awe, or **RtA**, launched a flagship store on Melrose Avenue in a very sleek building that is painted gray and has an off-kilter entrance. It is located at 8609 Melrose Ave.

More-reasonable rents are found on Melrose Avenue just east of La Cienega Boulevard. The average store lease commands \$5 to \$6 a square foot in an area where the vacancy rate is 10 percent. A **Golden Age** vintage store at 8012 Melrose Ave. opened up this year to sell vintage selections from Hollywood's golden era paired with brand-new footwear. It is located next door to **Chuck's Vintage**.

The Paper Bag

Princess, another vintage shop, moved its location from Beverly Hills to 8050 Melrose Ave. this year. Its first shop was a 300-square-foot outpost in West Hollywood that was a favorite for die-hard vintage-designer customers. This is its latest expansion.

Robertson Boulevard used to be a popular shopping destination for Hollywood celebrities and stylists looking for trendy togs and more. But in recent years it has been on a bit of a roller-coaster ride and now has a 15 percent vacancy rate. Many of the big-name shops closed after the recession in 2008, but some new retailers have landed on the street.

"I think Robertson is starting to come back. The rents are now very attractive at \$8 to \$10 a square foot," Klaparda said. At its peak, Robertson Boulevard's rental space was going for \$20 a square foot.

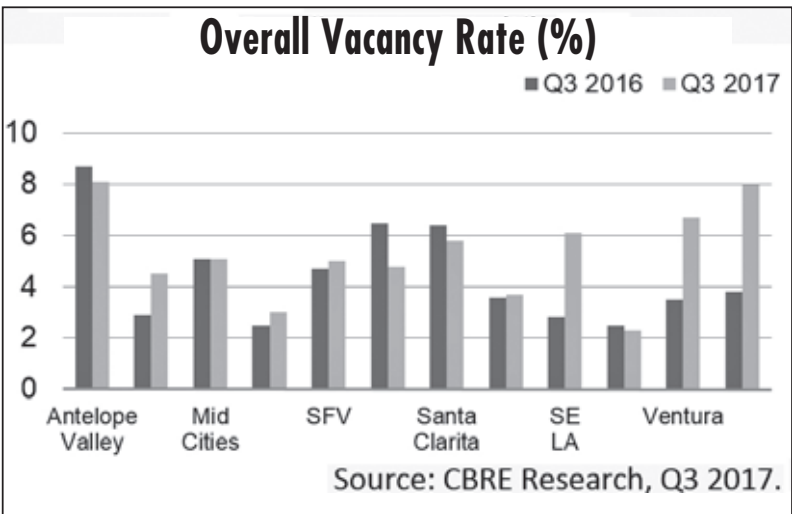
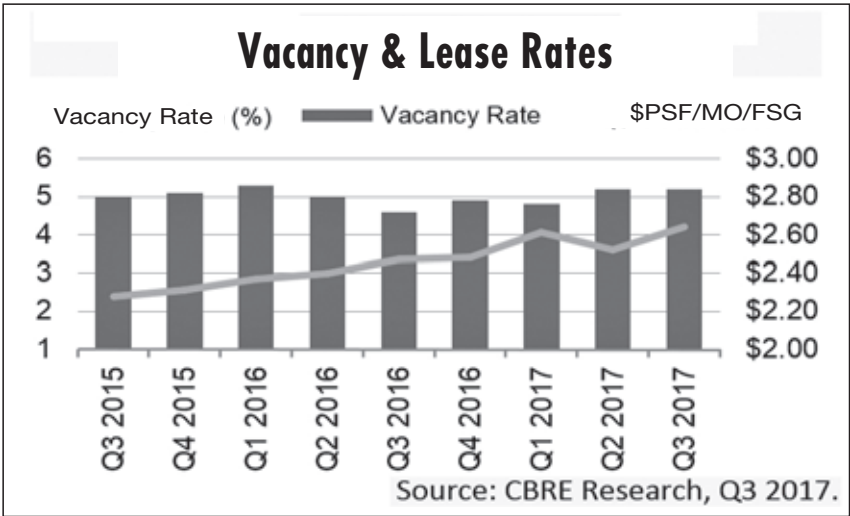
Late last year, after a three-month build-out, **Nicole Sassaman** debuted her fashion accessories, home décor, furniture and original artwork at 116 S. Robertson Blvd.

Not far away on Rodeo Drive, space is tight on a thoroughfare that only has a 5 percent vacancy rate. It is filled with high-end designer labels paying \$60 to \$70 a square foot for prime real estate.

Vera Wang moved from Melrose

Avenue to Rodeo Drive this year and **Alexander McQueen** is transferring its shop on Melrose Avenue to 457 Rodeo in February after a façade renovation is completed and other details are wrapped up. It replaces a **Bottega Veneta** outpost.

"Retail seems to be starting to gain some momentum, and it feels like 2018 will be a better year than 2017," Klaparda said. "At the end of the day, online retailers will want to have that in-person experience for customers and have a bricks-and-mortar element to complement their online presence."—*D.B.*





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2017 RETROSPECTIVE

Macy's Faces Changes, Nordstrom Remains Public

The retirement of Terry J. Lundgren marked the end of a tumultuous year for department-store giant **Macy's Inc.**

Lundgren announced he was stepping down as chairman on Dec. 8 after a 14-year-run as Macy's chief executive. He presided over Macy's entrance into digital commerce and its growth into one of America's biggest retailers.

Macy's started 2017 by announcing the closing of 68 stores. The company anticipated closing 100 stores in the next few years and noted that 3,900 associates would be "displaced," according to a press release.

top executives released a statement that it would suspend efforts to take the company private. However, after the retailer wrapped up the holiday season, the efforts would resume.

During 2017, Nordstrom opened a new full-line store at the **Westfield Century City** mall in Los Angeles and unveiled a full-line Nordstrom with the retailer's most up-to-date interior and exterior designs in La Jolla, Calif. It also closed locations at **Main Place** in Santa Ana, Calif., and in Dulles, Va.

The company said it is focusing on finding ways to use technology to improve speed,

convenience and personalization. Nordstrom incorporated these initiatives with **Nordstrom Local**. The new concept took a bow in October

Majors Quarterly Comparable-Store Sales

	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.
Nordstrom:	-0.9%	-0.8%	+1.7%	-0.9%
Macy's:	-2.7%	-5.2%	+2.8%	-4.0%

SOURCE: COMPANY REPORTS

Macy's estimated it saved \$550 million due to "streamlining its store portfolio."

Jeff Gennette, the former president of the Macy's division, was promoted to the company's chief executive officer on March 2017. During the year, the company continued to introduce new services such as same-day delivery of products at www.macys.com, www.bloomingdales.com and both brands' mobile apps.

Financially, Macy's was en route to meet its full-year sales and earnings guidance for the year. Sales in the third quarter of 2017 totaled \$5.281 billion, which was a decrease of 6.1 percent. Same-store sales were down 4 percent during the quarter.

One of the big questions in American retail this year was if **Nordstrom Inc.** was going to go private. In October, the retailer's

on Melrose Place in West Hollywood, Calif. Nordstrom Local has no inventory; instead, consumers can use Nordstrom services such as Buy Online, Pick-up In Store, alterations and tailoring, and other services for its Trunk Club division. Shoppers also can work with a personal stylist at Nordstrom Local.

The retailer's off-price division, **Nordstrom Rack**, opened 18 new locations in 2017, including new sites at the **FIGat7th** shopping center in downtown Los Angeles. Off-price provides the largest source of new customers to the company, company executives said.

For its third fiscal quarter of 2017, net sales were \$3.5 billion, an increase of 2 percent, in a year-over-year comparison. But its same-store sales declined 0.9 percent.

—Andrew Asch

Gap Inc. Grows on Low-Cost Apparel While L Brands Takes a Hit From Swimwear Exit

Gap Inc. has been on shaky ground in the past, but the company has seen four consecutive quarters of positive same-store sales as executives redefine the retailer's merchandise and strategies.

"We continue to make progress against the balanced-growth strategy we outlined in September, driving efficiency at our more mature brands while growing our footprint in the value and active space and investing in our online and mobile experience," said Art Peck, Gap's president and chief executive.

Gap said it expects its value division, **Old Navy**, to grow by \$10 billion in the next few years while **Athleta**, its activewear division, will grow by more than \$1 billion.

In the future, Gap plans to open more Old Navy and Athleta stores and to close 200 underperforming **Gap** and **Banana Republic** stores, Gap executives said.

The company opened its biggest Gap flagship in China this year. It's a two-story structure on the popular shopping street

West Nanjing Road in Shanghai. The Gap division also committed itself to using 100 percent organic cotton by 2021.

Tremors from **L Brands'** 2016 exit from the swimwear category continued to shake the 2017 business of the parent company of **Victoria's Secret**.

Throughout the year, the company blamed declining same-store earnings on the exit. For its third-quarter results announced in November, the shedding of swimwear

Specialty Stores Quarterly Comparable-Store Sales

	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.
Gap Inc.:	+2.0%	+2.0%	+1.0%	+3.0%
L Brands:	0%	-9.0%	-8.0%	-1.0%

Source: Company reports

caused a 2 percent drop in Victoria's Secret's comparable-store sales.

While the exit made some Wall Street investors anxious, the move made sense, according to Gabriella Santaniello, a retail analyst quoted by *Business Insider*. Swimwear was a declining, seasonal business, and L Brands needed to concentrate on its core strengths.—A.A.



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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 roiling 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."



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2017 RETROSPECTIVE

IMPORT/EXPORT

China's Dominance in U.S. Apparel Imports Is Slowly Declining

China's reign as the apparel powerhouse to the United States continues as sourcing agents find this go-to region a reliable manufacturer of anything related to clothing.

But, for several years, U.S. imports from China have been slipping. It was no different in 2017.

For the year ending through October 2017, apparel companies imported \$27 billion worth of clothing from China, which is a 4.6 percent decline from the previous year, according to the U.S. Commerce Department.

Still, China accounted for 33.7 percent of all the apparel brought into the United States. That was before India and Vietnam began to ramp up their clothing factories to compete with lower wages and costs.

The No. 2 favorite for apparel importers was Vietnam, a country that has been

increasing its apparel industry as fast as it can train workers. Vietnam was poised to become a big apparel provider to the United States through a free-trade pact called the Trans-Pacific Partnership that would have given Vietnamese-made clothes duty-free status. But after President Trump decided to bow out of the TPP, Vietnam lost that opportunity.

Nevertheless, the United States upped its apparel imports from Vietnam by 6.2 percent for the year ending through October, for a total of \$11.4 billion worth of goods. Vietnam now commands 14.3 percent of the U.S. apparel import market.

In the search for low wages, Bangladesh has turned up as the third-largest apparel supplier to U.S. companies.

—Deborah Belgium

U.S. Textile and Apparel Imports

Jan. 2015 through Oct. 2016

(in millions of dollars)

	2016	2017	2017	YTD
		Jan.-Oct.	Jan.-Oct.	%Change
World				
Yarn	3,059	2,583	2,570	-0.49
Fabric	8,209	6,883	6,859	-0.35
Made-up	22,358	18,934	20,401	7.75
Apparel	83,129	71,037	70,437	-0.84
Total	116,755	99,437	100,268	0.84
Canada				
Yarn	336	293	237	-19.09
Fabric	720	608	588	-3.19
Made-up	366	303	299	-1.31
Apparel	563	481	509	5.88
Total	1,986	1,684	1,633	-3.02
Mexico				
Yarn	204	173	171	-1.31
Fabric	582	488	525	7.65
Made-up	1,169	981	1,070	9.05
Apparel	3,576	2,969	3,158	6.36
Total	5,531	4,611	4,923	6.78
India				
Yarn	198	166	178	7.37
Fabric	483	400	448	12.05
Made-up	3,473	2,910	3,059	5.12
Apparel	3,677	3,185	3,248	1.98
Total	7,831	6,661	6,933	4.09
Pakistan				
Yarn	16	13	10	-24.08
Fabric	98	77	90	16.16
Made-up	1,404	1,164	1,191	2.33
Apparel	1,288	1,087	1,100	1.20
Total	2,806	2,341	2,391	2.11
China				
Yarn	637	531	545	2.67
Fabric	2,281	1,895	1,903	0.42
Made-up	12,331	10,505	11,409	8.61
Apparel	29,433	25,338	24,393	-3.73
Total	44,683	38,268	38,249	-0.05
Korea, South				
Yarn	324	274	275	0.32
Fabric	586	492	465	-5.56
Made-up	90	75	77	2.91
Apparel	251	212	201	-5.05
Total	1,251	1,053	1,018	-3.33
Hong Kong				
Yarn	0	0	1	304.93
Fabric	16	15	9	-42.29
Made-up	67	57	55	-3.81
Apparel	194	166	153	-7.89
Total	277	238	217	-8.66
Taiwan				
Yarn	149	126	118	-5.90
Fabric	397	334	333	-0.37
Made-up	178	150	156	4.20
Apparel	263	225	200	-11.43
Total	986	835	807	-3.37
Japan				
Yarn	161	139	134	-3.41
Fabric	456	383	372	-2.98
Made-up	34	28	33	20.60
Apparel	68	57	63	10.98
Total	720	606	602	-0.69
EU28				
Yarn	562	474	511	7.76
Fabric	1,518	1,279	1,264	-1.17
Made-up	842	702	755	7.53
Apparel	2,371	1,976	1,967	-0.41
Total	5,293	4,431	4,498	1.50
ASEAN				
Yarn	183	155	149	-3.94
Fabric	377	318	309	-2.73
Made-up	752	674	798	18.42
Apparel	20,256	17,363	17,681	1.84
Total	21,568	18,510	18,938	2.31
CBI				
Yarn	0	0	0	-100.00
Fabric	0	0	0	-7.42
Made-up	1	1	1	33.85
Apparel	853	730	720	-1.34
Total	854	731	722	-1.30
LDDC exc. Haiti				
Yarn	11	9	9	1.60
Fabric	11	9	10	17.44
Made-up	329	289	338	17.13
Apparel	7,967	6,876	6,680	-2.84
Total	8,317	7,182	7,038	-2.01
W HEMI				
Yarn	590	507	446	-12.04
Fabric	1,423	1,196	1,215	1.63
Made-up	1,837	1,535	1,617	5.34
Apparel	14,059	11,778	11,889	0.95
Total	17,909	15,016	15,168	1.01

Source: U.S. Department of Commerce, Office of Textiles and Apparel. Numbers rounded to nearest million.

U.S. Textile and Apparel Exports

Jan. 2015 through Oct. 2016

(in millions of dollars)

	2016	2017	2017	YTD
		Jan.-Oct.	Jan.-Oct.	%Change
World				
Yarn	4,347	3,690	3,705	0.40
Fabric	8,563	7,219	7,453	3.25
Made-up	3,572	2,977	3,099	4.10
Apparel	5,643	4,732	4,713	-0.40
Total	22,124	18,618	18,970	1.89
Canada				
Yarn	376	31	3309	-1.50
Fabric	1,248	1,055	1,108	5.04
Made-up	1,602	1,334	1,408	5.57
Apparel	1,956	1,627	1,650	1.40
Total	5,181	4,329	4,475	3.36
Mexico				
Yarn	551	468	458	-2.11
Fabric	3,795	3,224	3,262	1.19
Made-up	656	547	583	6.45
Apparel	891	756	729	-3.66
Total	5,893	4,995	5,031	0.72
India				
Yarn	39	33	29	-13.17
Fabric	87	68	44	-34.42
Made-up	22	15	20	30.69
Apparel	40	34	36	4.46
Total	188	150	128	-14.31
Pakistan				
Yarn	3	3	4	32.42
Fabric	4	3	2	-23.24
Made-up	2	2	1	-32.88
Apparel	18	16	15	-5.90
Total	26	24	22	-5.36
China				
Yarn	399	337	289	-14.05
Fabric	351	290	365	26.00
Made-up	79	65	71	9.07
Apparel	70	56	74	31.85
Total	899	747	799	6.93
Korea, South				
Yarn	82	70	67	-3.92
Fabric	90	76	82	8.31
Made-up	48	40	38	-4.45
Apparel	83	70	63	-10.04
Total	303	256	250	-2.07
Hong Kong				
Yarn	25	21	21	0.70
Fabric	188	154	149	-3.72
Made-up	37	30	30	-1.84
Apparel	92	75	73	-1.90
Total	342	280	273	-2.71
Taiwan				
Yarn	16	13	18	42.43
Fabric	46	39	53	36.60
Made-up	16	13	13	1.51
Apparel	25	21	18	-16.78
Total	103	85	101	18.90
Japan				
Yarn	103	83	79	-5.30
Fabric	146	121	115	-4.70
Made-up	87	72	72	0.51
Apparel	201	175	168	-4.19
Total	537	451	434	-3.78
EU28				
Yarn	653	553	557	0.71
Fabric	840	707	744	5.24
Made-up	353	298	297	-0.21
Apparel	715	590	558	-5.48
Total	2,562	2,148	2,156	0.37
ASEAN				
Yarn	163	133	125	-6.19
Fabric	269	221	214	-2.82
Made-up	71	59	66	12.17
Apparel	56	46	54	18.03
Total	559	459	460	0.21
CBI				
Yarn	6	5	4	-8.17
Fabric	46	38	49	29.01
Made-up	56	45	50	10.47
Apparel	43	35	38	8.71
Total	151	123	142	15.05
LDDC exc. Haiti				
Yarn	10	8	8	8.45
Fabric	36	30	15	-48.59
Made-up	18	15	16	2.32
Apparel	74	61	70	14.90
Total	138	114	109	-3.90
W HEMI				
Yarn	2,571	2,192	2,269	3.50
Fabric	6,247	5,295	5,420	2.36
Made-up	2,559	2,129	2,241	5.30
Apparel	3,732	3,122	3,177	1.75
Total	15,110	12,738	13,107	2.90

Source: U.S. Department of Commerce, Office of Textiles and Apparel. Numbers rounded to nearest million.

EYSOM: Riding the New Fitness Trend

People told Stan Cheung that no man would pay \$180 for a pair of athletic shorts, but the activewear maker begs to differ.

His Los Angeles-headquartered brand, **EYSOM**, which stands for Exercise Your State of Mind, is offered at high-end fitness studios such as **Equinox** and luxe boutiques that sell the label's gym shorts for men for \$180. He said they are priced at not much more than it costs to make them and are designed for the guy who appreciates well-tailored clothing.

Cheung believes he is riding the crest of a trend that men will splurge on workout gear. Before **Lululemon Athletica** opened, the EYSOM founder met women who scoffed at the notion of paying more than \$100 for leggings.

Years later, fashion leggings are selling for close to \$800 at luxe department stores. Men's styles are riding a similar trajectory. "It's still relatively new," Cheung said. "There are not a lot of men's activewear players with a point of view out there. I saw this as an opportunity to create something new."

Universal Body, a luxe fitness fashion boutique near West Hollywood, Calif., sells EYSOM. The store's cofounder Scott Sykes also forecasts that luxe fitness will be increasingly embraced by men. Style will be more of a concern than sticker shock. "People want something different," Sykes said. "They want clothes that are going to last longer."

EYSOM started as an idea that won a contest in *Esquire* magazine's **Axe White Label Collective** competition in 2015. Cheung was selected to be part of the collective's group of designers in a program that included

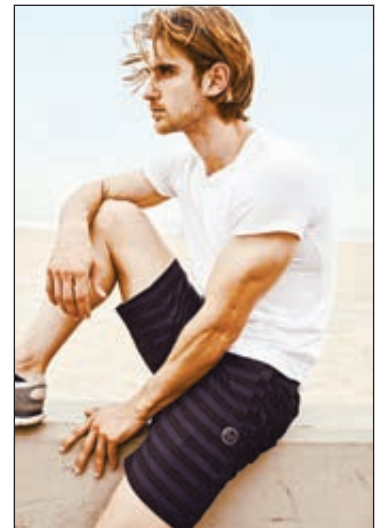
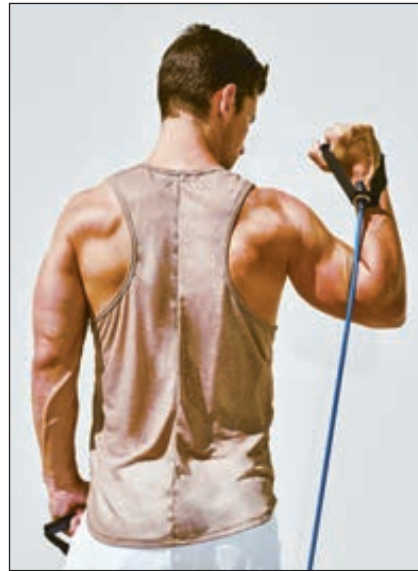
mentoring from fashion designer Billy Reid.

Reid's advice for fashion labels was to find a balance between running a business and creative freedom. Cheung took that advice seriously. He believes that there is a male consumer willing to support luxe fitness.

EYSOM uses high-end fabrics made out of recycled plastics and the clothing is manufactured in Los Angeles. Shorts made by EYSOM have shorter inseams, which include five, eight and 11 inches. EYSOM also



COURTESY OF EYSOM



makes T-shirts as well as sweatshirts and jackets.

Brand logos are small, and colors come in olive green camo, navy blue, charcoal and white for shorts.

Fit is crucial. The activewear maker complained that many athletic brands employ male fit models that are big, muscular men. For men who don't match that body type, athletic clothes might look baggy or too big.

"The clothes are designed for people to feel better about themselves," Cheung said. "It they look good on your body, you'll feel confident."

—Andrew Asch



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ARTS DISTRICT SHOPS HIT ROADBLOCK AS CONSTRUCTION ESCALATES
Arts District shops hit roadblock as construction escalates. The district's future is uncertain as construction projects continue to disrupt the area. The district's future is uncertain as construction projects continue to disrupt the area.

Artisan Cloth's New LA HQ Showcases International Mix of Premium Denim
Artisan Cloth's new Los Angeles headquarters showcases a mix of premium denim from around the world. The new space is a testament to the brand's commitment to quality and craftsmanship.

INSIDE
FCI Fashion School recently showcased the work of its latest crop of students. The showcase featured a variety of designs, from classic to avant-garde. The students' work was a testament to their hard work and creativity.

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Moda Manhattan 1/7-9
Active Collective 1/11-12
Swim Collective 1/11-12
Premiere Vision NY 1/16-17
DG Expo NY 1/17-18

EVENTS

Fashion Students From Los Angeles Trade-Tech Take an Imaginative Journey in Their Designs

The biannual **Gold Thimble Fashion Show** is a chance for **Los Angeles Trade-Tech College's** graduating fashion students to show what they have learned in their path to earning a degree.

The most recent Gold Thimble Fashion Show was held Dec. 8 on the campus, just south of downtown Los Angeles.

This season's theme was a tribute to Edith Head, the iconic American costume designer who won eight **Academy Awards** for her creations seen on the silver screen.

The seven categories students showed on the runway were swimwear, athleisure, childrenswear, day dresses, after five, eveningwear and menswear.

First-place winners in each category were Russell Conte for swimwear and menswear, Gustavo Montes for athleisure and day dresses, Luis Rodriguez for childrenswear, Fernando Ramirez for after five, and Pedro Rubio for eveningwear.—*Deborah Belgum*



Guillermo Martinez

NICK CARRANZA



Pedro Rubio



Russell Conte



Mae Sawa



Chris Pinedo



Pedro Rubio



Lizbeth Garcia



Pedro Rubio



Russell Conte



Hyunah Hanna Kim



Amy Sobotta

Macy's Lundgren Announces Retirement as Chairman

Macy's Inc. has announced that Terry J. Lundgren is retiring as the chairman of the board of the giant department-store chain.

His last day on the job will be Jan. 31. As part of an organized transition, Macy's had already appointed Jeff Gennette to be the company's chief executive officer last March, replacing Lundgren in that position. Now Gennette will be serving as the company's chairman after Lundgren's departure.

Lundgren had been Macy's CEO since 2003 and became the company's chairman in 2004. He helped spearhead the 2005 merger between Macy's and the **May Department Stores**, which created one of the largest retailers in the United States.

The Long Beach, Calif.-born executive presided over Macy's entrance into digital commerce as well as a great expansion of Macy's stores and a recent business slump. After he graduated from the **University of Arizona** in 1974, he immediately went to work for **Federated Department Stores** and rose quickly through the ranks. At the age of 35, he was leading the upscale specialty **Bullocks Wilshire**

division in Los Angeles. That store closed and was acquired in 1994 by **Southwestern Law School**, which has its library there.

Lundgren leaves Macy's as a company with fiscal 2016 sales of \$25.7 billion and 140,000 employees. Lundgren said that the transition to Gennette's full leadership of the company would be smooth.

"I have worked closely with Jeff and his team over the past two years, focusing on the changes and vision required for future success. I am confident that the company has the strategies, resources, talent and leadership to capitalize on the fundamental shifts in consumer shopping patterns we have all experienced. I continue to be impressed with Jeff's leadership, his decisiveness and his engagement with all levels of our outstanding organization," he said in a statement.

Said Gennette: "We've made good progress this year on the path to return Macy's to growth and drive shareholder value for the long term. We are working hard to close the year out strong and head into 2018 with momentum."—*Andrew Asch*

Westfield Shopping Malls Sold to European Entity

After wrapping up multimillion-dollar remodels of several big California malls this year, **Westfield Corp.** announced on Dec. 12 that it agreed to be acquired by **Unibail-Rodamco SE** in a deal with an enterprise value of \$24.7 billion.

Together, the entities will become a global property leader with a gross market value of \$72.2 billion.

"The acquisition of Westfield is a natural extension of Unibail-Rodamco's strategy of concentration, differentiation and innovation. It adds a number of new, attractive retail markets in London and the wealthiest catchment areas in the United States," said Christophe Cuvillier, Unibail-Rodamco's chief executive officer and chairman of the management boards. "It provides a unique platform of superior-quality shopping destinations supported by experienced professionals of both Unibail-Rodamco and Westfield. We believe that this transaction represents a compelling opportunity for both companies to realize benefits not available to each company on a stand-alone basis and creates a strong and attractive platform for future growth."



Westfield Century City

Unibail-Rodamco executives said the Westfield name would continue to be prominent. The European company, with headquarters in Paris and Amsterdam, also plans to roll out the Westfield brand in the new group's flagship shopping destinations.

Westfield founder and chairman Sir Frank Lowy reportedly will leave the company, according to the **British Broadcasting Co.**, along with his sons, Peter and Steven, who served as co-chief executives of Westfield. But the Lowy family will maintain a big investment in the new company, according to a Unibail-Rodamco statement.

"We see this transaction as highly compelling for Westfield's security holders and Unibail-Rodamco's shareholders alike. Unibail-Rodamco's track record makes it the natural home for the legacy of Westfield's brand and business," Frank Lowy said.

The European company expects to take advantage of Westfield's development savvy and management team. Some of Westfield's premier shopping destinations are **Westfield Century City** in Los Angeles, which recently underwent a \$1 billion makeover; **Westfield London**; and **Westfield World Trade Center** in New York.—A.A.

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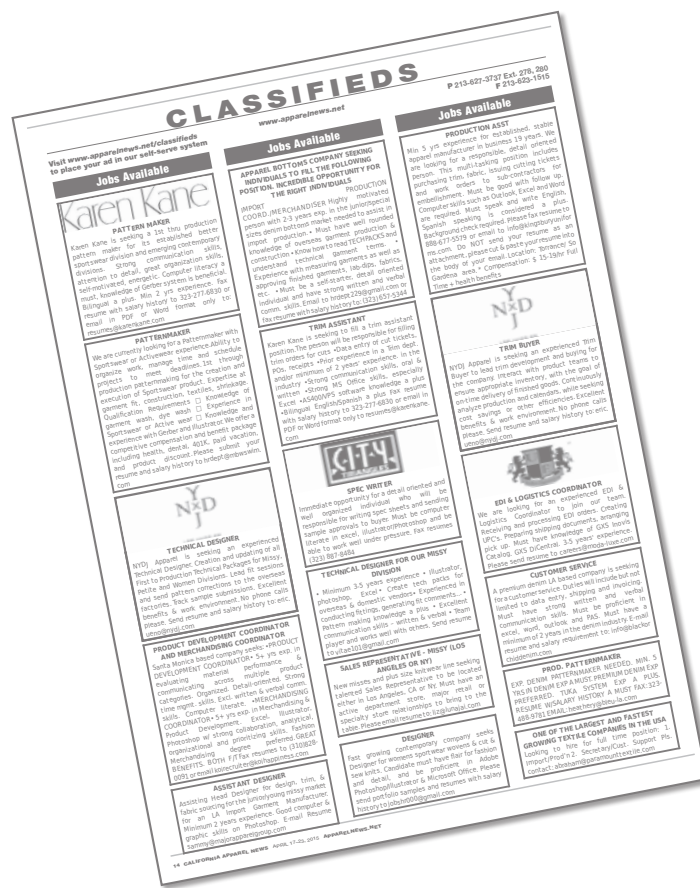
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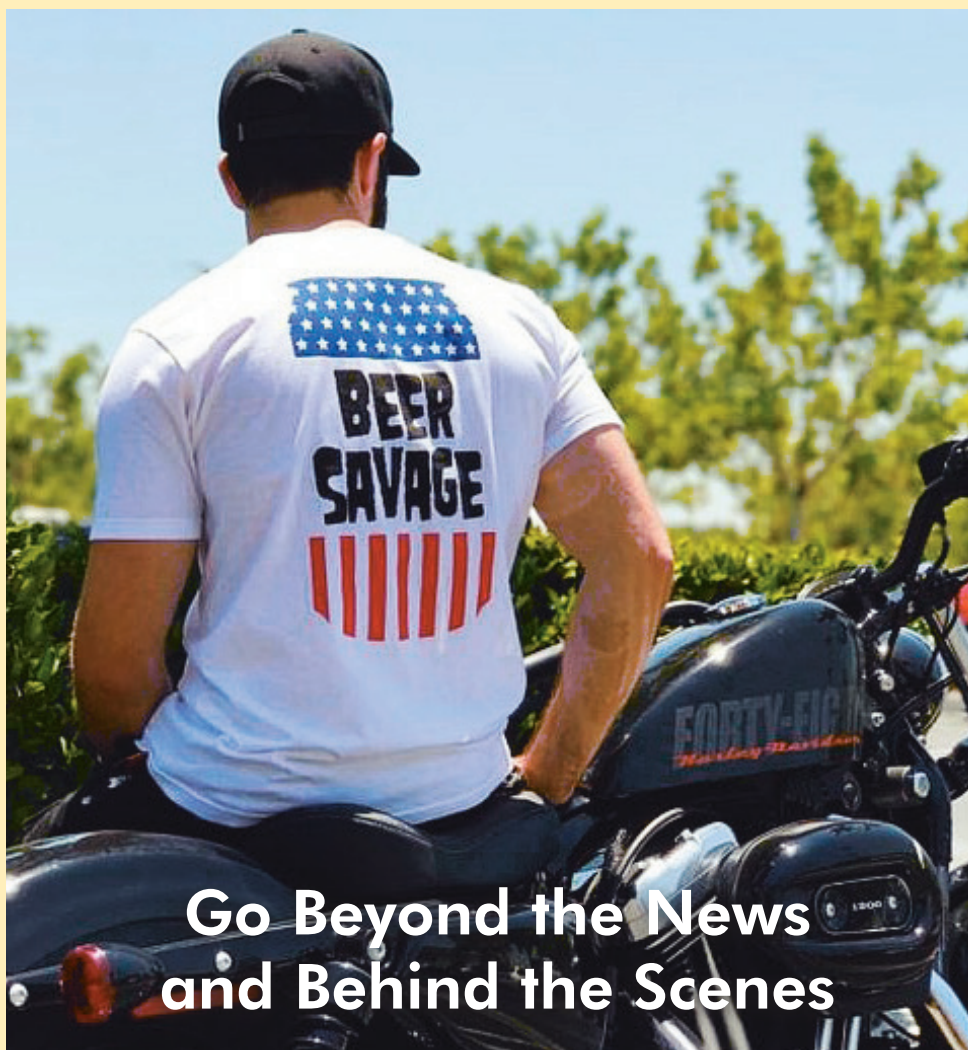
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Swim Collective 1/11-12
Premiere Vision NY 1/16-17
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January 5

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Swim/Active Profiles
Surf Report

Fashion Advertorial

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Waterwear Advertorial

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Active Collective 1/11-12
Swim Collective 1/11-12
Designers & Agents LA 1/15-17
LA Fashion Market 1/15-17
Premiere Vision NY 1/16-17
DG Expo NY 1/17-18
Texworld USA 1/22-24
Liberty Fairs NY 1/23-25
Apparel Sourcing USA 1/22-24
Surf Expo 1/25-27



January 12

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