Appendix of the industry for Tarks

MED EVALTNES

Fernando Alberto was one of several designers who showed during New York Fashion Week. For more looks, see page 6.

The Big Issue of Microfibers in AB 2379

By Dorothy Crouch Associate Editor

Last month, state Assembly member Richard Bloom introduced Assembly Bill 2379 to the California State Legislature. The bill would require manufacturers of clothing that comprises more than 50 percent polyester to include a label recommending consumers bypass the washing machine and handwash these items instead.

It is Bloom's hope that spelling out these instructions will lead to increased consumer awareness of the potential environmental threats he says occur from synthetic microfiber shedding.

"Some of the [bill] advocates think that we should be moving toward more draconian solutions, like banning synthetic clothing. Those would have greater consequences that don't make sense," said the Democrat, whose district office is headquartered in Santa Monica. "We need to become more aware, continue the research and take reasonable steps to reduce the amount of microfibers in our aquifers and go where the re-Sesembly Bill 2379 page 3

New Owners of American Apparel Set Goal to Double Sales This Year

By Deborah Belgum Executive Editor

It has only been a little more than one year since **Gildan Activewear** acquired the intellectual-property rights of **American Apparel**, the decades-old Los Angeles apparel company that twice declared bankruptcy in a little more than one year.

At its peak, American Apparel's revenues climbed to nearly \$634 million in 2013 before the long descent of the company founded by Dov Charney in 1989.

Gildan took formal control of American Apparel in February 2017 and had a little more than one month to ramp up new production and then get the label in front of wholesalers and consumers again. In that first year, Gildan took in \$50 million in sales. This year, the goal is to double sales to \$100 million.

Key to boosting revenues is the marketing team, which is located in Los Angeles even though Gildan is headquartered American Apparel page 3



Agenda names new executive ... p. 2 Bachrach stores close ... p. 3 Gap earnings up ... p. 4 *MR Magazine* sold ... p. 9 Resource Guide ... p. 9

www.apparelnews.net

Agenda Names Former Nike Executive to Helm the Show

Reed Exhibitions named Ron Walden as its group vice president and head of the trade-show giant's fashion and festival portfolio.

Walden will run five of Reed Exhibitions' events, which include Agenda, Agenda Festival and ComplexCon.

The announcement comes more than a month after Agenda founder Aaron Levant announced he was leaving to pursue other

entrepreneurial ventures. Levant ran his last Agenda show in February in Las Vegas. Reed Exhibitions said Levant will serve as a consultant to the Agenda show.



Ron Walden

FASHION

Walden most recently worked as a Los Angeles-headquartered senior sales director for Nike. He also worked as a vice president of sales for the MAGIC trade show, according to his LinkedIn profile. He is scheduled to start his new job on March 19 at the Agenda offices located in the California Market Center in downtown Los Angeles' Fashion District.

In a statement, Levant said that Walden will bring a smooth transition to an organization that Levant has led since its founding 13 years ago. "I've known Ron for more than 10 years, and I'm confident he is the perfect person to carry my vision and legacy alongside our talented team," Levant said. "Ron has been both a friend and colleague. I'm honored to have him continue to lead the group I've built at [Reed] with his deep understanding of culture, brands and retail."

Walden said he planned to continue Agenda's spirit of innovation. "I'm excited for the opportunity to connect the dots, building progressive platforms, pushing boundaries and disrupting our industry's norm," he said.

Agenda started in 2003 as a small, independent trade show for streetwear brands. The trade show grew as the popularity of streetwear expanded.

When Agenda's chief rival, Action Sports Retailer, shuttered in 2010, Agenda became

"They [the designers] really captured

what you see and feel when you walk into

this district-colors and vibrancy," Masten

Leddy explained. "The historical nature of

what is in the neighborhood and culture. The

architectural historic buildings in the area.

the prominent West Coast trade show for action-sports brands to exhibit. Agenda runs biannual shows in Long Beach, Calif., and Las Vegas.

In 2016, Levant got into the consumer business when he introduced ComplexCon. The show produced pop-up style retail from high-end sneaker brands such as Adidas and Nike as well as from emerging brands.

Levant said that 50,000 people attended ComplexCon's sophomore event in 2017 at the Long Beach Convention Center in Long Beach, Calif. In July 2017, he produced a consumer day at Agenda, called Agenda Festival, which offered hip-hop and rock acts along with art galleries, food trucks and popup-style retail.—Andrew Asch

All those things went into the logo."

operations.—Dorothy Crouch

Developing a new look for the logo wasn't

only a decision by a few people within the or-

ganization's office. The new logo was an effort

among the district's stakeholders, who are the

property owners in the area and who fund the

ers Inc., encouraged surf-

ers to join the paddle-out.

of the ocean and lived his

life on the water as a surfer and waterman. There is

no more fitting way for

us to celebrate and honor

Pierre's life than with a paddle-out. We welcome

all who knew and loved

Pierre to join us and re-

member a man taken too

soon," Tanner said in a

"Pierre loved the beauty

New Logo for Los Angeles Fashion District

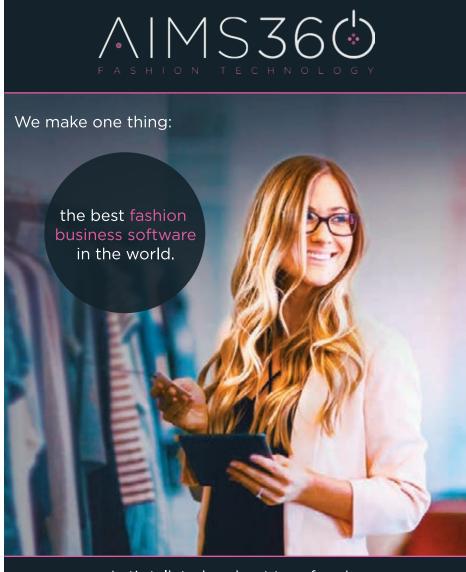
Times are no doubt changing in the Los Angeles Fashion District, and with this shift the LA Fashion District Business Improvement **District** (BID) has changed its logo. As the

neighborhood continues to develop into an area accommodating new hotel properties, providing modern residential spaces to prospective tenants and offering an extensive, enviable selection of culinary options, the organization sought to refresh its own image to better serve the area it represents.

"We've been talking about it for a while," said Rena Masten Leddy, executive director of the LA Fashion District BID. "We spent the last six to eight months creating a brand and communication strategy for the district. What we wanted to pinpoint and highlight is that the district is changing."

> Redesigning the logo wasn't simply a matter of developing a new design for the organization. Considering all the characteristics found within Los Angeles' Fashion District, the designers focused on the impressions that are felt when visitors travel into the area. Though the new developments are an exciting

sign of the area's future, it was also important to think about the community's cultural



Let's talk today about transforming the way you run your business.

www.aims360.com | hello@aims360.com | 310-361-5710

coast guard and his friends combed the seas for the 54-year-old executive, but the search was called off a few days later. Dave Tanner, the new chief executive officer of Boardrid-

remember friends by paddling out into the ocean, straddling their boards and linking hands to honor a friend's memory.

and architectural history.

Agnes will be remembered by paddle-outs on three continents. A paddleout near the Quiksilver Pro Gold Coast event off of Queensland, Australia, is scheduled for March 13. Another paddle-out by the

Huntington Beach Pier in Huntington Beach, Calif., is scheduled for 9:30 a.m. on March 16. A third paddle-out off the southwest coast of France, where Agnes was lost at sea, is scheduled for later this spring.

Agnes is believed to have disappeared after his boat was found washed up near Hossegor, France, on Jan. 30. The French



Pierre Agnes, left, with Quiksilver founder Bob McKnight at Surf Summit convention in Los Cabos Mexico, in 2016

statement.

Tanner helped guide Boardriders' predecessor, Quiksilver Inc., through Chapter 11 bankruptcy filed in 2015. In March 2017, a year after emerging from bankruptcy, Quiksilver officially changed its moniker to Boardriders Inc. It is the parent company of the brands Quiksilver, Roxy and DC Shoes.—A.A.

Tax Survey Finds More Consumers Will Save Their Refund

The savings from the recently passed federal tax relief bill won't necessarily turn into retail sales this year.

According to an annual tax-refund survey by the National Retail Federation and Prosper Insights & Analytics, 49 percent of those getting a tax refund will place that money into their savings accounts. It's the highest level in the 12-year history of the survey. In the 2017 tax-refund survey, 48 percent said that they intended to save their tax refunds.

Matthew Shay, NRF's president and chief executive officer, said that consumers are being pulled in many directions. "With the passage of tax reform and the expectation of more disposable income, we expect to see consumers prioritizing how and when they spend their hard-earned dollars, especially during the back-to-school and holiday seasons."

For those spending their refund money, 22 percent will finance "everyday expenses." About 12 percent will use their money for a vacation; 10 percent will use it for dining out, spa trips or for shopping for fashion; 9 percent will spend for home improvements; and 8 percent will use refunds to make purchases for appliances, furniture or cars. "Younger consumers are being more mindful about their hard-earned money, especially those 18 to 24 who have already filed their taxes this year, higher than any other age group," said Prosper Executive Vice President of Strategy Phil Rist. "Although this group is focused on allocating a portion of their refunds to savings, they are also more likely to use them for everyday expenses compared with any other age group."—A.A.

Boardriders Chief to Be Eulogized With Three Paddle-Outs The life of Pierre Agnes, chief executive officer of surfwear company Boardriders

Inc., will be memorialized with a number of paddle-outs at sea. In a paddle-out, surfers

Bachrach Closes All Its Menswear Stores After Second Bankruptcy

The exit from bankruptcy didn't last long for Bachrach menswear stores, which emerged from bankruptcy protection last August.

The company, based in Los Angeles but best known in the Midwest, announced it was shuttering all 14 of its stores, located mostly at malls, after filing for Chapter 11 protection a second time, on Feb. 16, in U.S. Bankruptcy Court in Los Angeles.

"Margins in the menswear sector have been shrinking due to declining foot traffic at malls, stiff competition from e-commerce retailers and significant shifts in consumer-spending patterns," said Scott Carpenter, president of GA Retail Solutions. Liquidation sales are being conducted by Great American Group and Tiger Group.

At one time, the chain, founded in 1877 in Decatur, Ill., operated 32 stores, but as menswear tastes have shifted to more

Assembly Bill Continued from page 1

search takes us."

The bill's co-sponsors also cited their beliefs that AB 2379 would provide greater environmental protection by advising consumers regarding a different approach to caring for clothing manufactured with this synthetic material.

"I decided to co-author AB 2379 because it is a simple labeling measure that brings attention to the fact that polyester clothing sheds more polluting microfibers when machine washed," said Assembly member Mark Stone, a Democrat representing Monterey, in a statement.

Noting a need to compensate for recent federal government rollbacks on policies that promote conservation and sustainability, Democratic Assembly member Lorena Gonzalez Fletcher of San Diego explained she views the bill as an opportunity.

"We need to take reasonable, proactive steps to protect the environment, especially given the Trump administration's utter indifference to the health of our planet," she said in a statement. "People need to know what steps they can take, both large and small, to help make the earth a cleaner place."

Though the Assembly members said that the proposed legislation provides a solution to decreasing synthetic microfibers that could potentially be consumed by marine life and enter regional water supplies, opponents of the bill aren't convinced that it is the appropriate answer.

Referencing existing federal government regulations for care instructions on clothing labels, Elise Shibles, a trade attorney with law firm Sandler, Travis & Rosenberg, outlines a few of the many problems that she feels would arise

casual looks, the retailer's footprint began to shrink. Currently, its stores are located in Texas, Virginia, New Jersey, Tennessee, Michigan, Wisconsin, Indiana and Illinois. Brian Lipman is Bachrach's president and chief executive officer.

The company—which sells suits, dress shirts, tops, pants, shoes and accessories-said in court papers that the business was profitable until 2016, when its consumers started gravitating more toward online shopping. Even though Bachrach's ecommerce sales grew from \$1 million in 2015 to \$1.2 million in 2016, that was far from enough to make up for a number of less-profitable stores based primarily in shopping malls.

From 2010 to 2015, the company was in the black, with gross sales growing from \$11 million in 2010 to their peak of \$18.8 million in 2014. Along with that revenue boost came 17 new stores in 2012, according to court documents. This store-expansion plan was part of a package deal with

with the passage of AB 2379, some of which would create greater amounts of waste.

"The labeling language proposed by this bill would, in most cases, be contrary to that required by federal labeling," she said. "Further, the authors of the bill appear to have failed to consider apparel that might be damaged by handwashing, such as those for which dry cleaning is recommended. In that case, manufacturers would be in the untenable position of having to instruct their customers to do something knowingly damaging to their garments."

As the American Apparel & Footwear Association executive vice president and Washington International Trade Association president, Stephen Lamar has been contacted by members who now worry that the supporters of this proposed solution have not clearly defined the connection between the issue and their businesses.

"It's raised a lot of concerns of our members on an issue that doesn't have the settled cause and effect of several relationships that the legislation purports to make," he noted. "The remedy is a label on a garment that goes against a lot of industry knowledge. It goes against the federal rules. The idea of adding a label that singles out one particular garment seems a bit extreme."

While some clothing manufacturers might be worried about the bill becoming law, others don't foresee a major threat to business, as the legislation appeals to a particular type of consumer.

"We feel like it will have a marginal effect. Most customers who buy polyester products are cost sensitive and this label will most likely not deter them from buying the product," explained Texollini Chief Information Officer Dmitry Konstantinovsky. "For consumers who are highly into sustainable products, they

mall owner Simon Properties Group, court papers said, which required that Bachrach lease certain retail space at Simon's lessdesirable Class C malls in order to get into better locations at some of Simon's topnotch malls. Initially, this expansion plan worked well but eventually started to drag on revenues when the stores at Class C properties started underperforming.

After exiting bankruptcy, Bachrach said mall operators were willing to renegotiate some of its leases to help with the retailer's bottom line, but apparently that wasn't enough.

In the first bankruptcy, the company listed \$11.3 million in assets and \$12.4 million in liabilities. Bachrach's biggest creditor was Israel Discount Bank of New York, which was owed \$10.57 million. In its recent filing, Israel Discount Bank of New York is owed \$1.2 million. Various Simon Properties Group malls are owed more than \$3 million.—Deborah Belgum

will most likely be the ones to really take this bill into effect." The potential legal threats to manufacturers have also be-

come a concern of the organizations that aim to protect apparelindustry companies. "This could be fundamentally as problematic as Proposition

65-a boon to class-action lawsuits. Here is another situation that you're supposed to tag something in the public domain," said Ilse Metchek, president of the California Fashion Association. "And it's only in California. In a nutshell-that is your problem."

While the industry must be prepared for consumer backlash or added costs and restrictions that might result from this bill's passage, Bloom sought to reassure those who work in the apparel industry that there is no intention of elevating this matter to a level where class-action lawsuits would be possible.

"In a recent publication, the California Fashion Association suggests this legislation is just an opportunity for class-action lawsuits to be filed," he said. "This legislation does not provide for a private right of action in any form."

The bill was introduced on Feb.14 and is currently pending committee referral. It will not be eligible to be heard until March 17. During the early stages of considering how AB 2379 could influence the labeling processes for polyester goods, there are many voices who want to see a bit more thought applied to developing solutions that benefit the greater good.

"I am a big supporter of environmental efforts but within reason," explained Lonnie Kane, co-owner of Los Angeles apparel brand Karen Kane. "It has to have some consideration for human actions and the norms of everyday life. This one seems like they haven't thought it through. How you implement it and what it consists of, is the effort worth the results?"

American Apparel Continued from page 1

in Montreal.

"To remain true to the label's roots, the marketing, merchandising and design team is in Los Angeles and will stay that way," said Garry Bell, Gildan's vice president, corporate marketing and communications. "The brand has a distinct voice, a distinct feeling and vibe, and we don't want to disrupt that."

The marketing team is headed by Sabina Weber, who worked at American Apparel before the company declared bankruptcy its last time. She has an all-female team-many who also worked at American Apparel when it was headquartered in Los Angeles.

Weber and her team are marketing the brand on social media and selling the collection on its e-commerce site, which was up and running at the end of last July.

To further ramp up sales, Gildan plans to expand the label's sales to the United Kingdom and then on to Europe, Canada and later Japan, Bell said. "Gildan as a company sells in more than 60 countries around the world, and it is advantageous of us to leverage that infrastructure to introduce the American Apparel brand in as many markets as possible," Bell said.

American Apparel's core customer remains the 18- to 34-year-olds who are technologically savvy and are looking to express themselves with a fashion sense using core basics that can be dressed up or down.

Right now, the wholesale side of the business is generating the biggest revenues for American Apparel, with sales to concert promoters, souvenir tours and fund-raisers.

But on the consumer side of business, Gildan has been promoting its "Back to Basics" campaign, which consists of basic T-shirts, sweats, baseball jerseys, rugby shirts and shorts that sell for \$22 to \$54 if they are made in the company's factories in Nicaragua and Honduras.

The styles that are manufactured in the Los Angeles



area sell for about \$4 to \$10 more than imported styles. The company doesn't break out what percentage of its products comes from the United States versus Central America.

While Gildan isn't adapting the risqué advertising campaigns that American Apparel was known for, there is still a slight edge to the photo shoots, which are done on real people with real bodies rather than on thin models who are not typical of the average person. "You will see there is a little stepping back from being overly sexualized, but it remains playful and sexy. It is a good expression of the power of women and their natural beauty," Bell said.

TSC Apparel, a distributor in Cincinnati, Ohio, used to sell American Apparel T-shirts to wholesalers when the company was run by Dov Charney. It continues to sell blank American Apparel T-shirts to screen printers, concert promoters and entertainment companies.

"There were inventory challenges for us with American Apparel last year," said Bob Winget, president of TSC Apparel. "It created a period where customers went and found other options when they were gearing up production, and then it can be difficult to bring them back when the situation improves. But American Apparel sales have definitely gotten better."

Winget would like to see more Made-in-the-USA T-shirts in the American Apparel collection because many of his customers liked that American-made product.

Gildan's ownership of the American Apparel brand name came after several other companies were vying for the brand.

American Apparel used to be the poster child for how you can make a profit and manufacture clothes in the United States. But the once thriving T-shirt company hit a roadblock when federal immigration officials stepped in to verify if everyone on the American Apparel payroll had legal documents to work in the United States. The inspection resulted in American Apparel having to lay off 1,800 workers in 2009-or one-quarter of the factory workforce-

who could not prove they were in the country legally. It was difficult to hire replacements quickly and production suffered.

More financial problems ensued. In late 2014, Charney was fired by the company's board of directors, and his job as chief executive officer was turned over to Paula Schneider. But the new American Apparel executives had a tough time righting the ship. With major loan payments due, the Los Angeles clothing manufacturer filed for Chapter 11 bankruptcy protection in 2015. It quickly emerged from bankruptcy but turned around in late 2016 to file for bankruptcy protection again.

Gildan Activewear won the bid in bankruptcy court to buy the American Apparel brand name as well as some merchandise and equipment for \$88 million. Gildan—whose labels include Alstyle Apparel, Anvil, Golden Toe and Peds-decided not to keep the 3,400 American Apparel employees who worked in the brand's large factory. They were laid off in early 2017 and 110 American Apparel stores later closed their doors.



Gap Inc. Moves in a Positive Direction Seen in Fourth-Quarter Earnings Result

There was no gap in the financial results reported on March 1 by **Gap Inc.** The San Francisco–based retailer—one of the largest in the United States—saw a huge jump in net earnings for the year and even experienced positive same-store sales in the fourth quarter for all its various nameplates except for the Gap stores.

The company has been working to turn around its lackluster sales at its outposts including **Banana Republic** and **Gap** and saw even better positive results at its bargainclothing store **Old Navy**.

"Our strong positive comp and margin expansion during the critical holiday quarter affirms our balanced growth strategy," said Art Peck, Gap's president and chief executive, who was speaking on a conference call with financial analysts. "Our outlook for 2018 demonstrates confidence in our strategy and a meaningful step up in earnings capacity for the company."

In the fourth quarter ending Feb. 3, 2018, same-store sales for Old Navy Global jumped 9 percent versus a positive 5 percent the previous fourth quarter. Banana Republic Global squeaked ahead with a 1 percent improvement in same-store sales while Gap Global same-store sales were flat in the fourth quarter compared to the same period one year earlier.

Peck minced no words about the disappointing results at the Gap nameplate and talked about how he wasted no time in firing Jeff Kirwan, the president and chief executive of the Gap brand, last month. "In the fourth quarter, we started to see operational missteps hindering comps, inventory mismanagement and late product deliveries," Peck said. "We intend to move quickly forward. We are carrying more inventory at Gap right now, and there will be pressure in the first half of the year. We see a fix, but it won't be immediate."

At the end of the year, inventory for the entire company was up 9 percent.

For the fourth quarter of fiscal 2017, Gap Inc. had \$4.8 billion in net sales compared to \$4.4 billion during the same period one year earlier. Net income totaled \$205 million in the most recent fourth quarter compared to \$220 million in the same period of fiscal 2016.

For the full fiscal year, which included 53 weeks in 2017 versus 52 weeks in fiscal 2016, net sales were up to \$15.9 billion compared to \$15.5 billion the previous year. Net income improved considerably, totaling \$848 million in fiscal 2017 compared with \$676 million the previous year.

After closing several unprofitable stores, Gap Inc. plans to open 25 stores this year. The company ended fiscal 2017 with 3,594 stores in 45 countries, of which 3,165 were company owned.

Like many other companies, Gap Inc. is expected to receive millions of dollars in extra cash this year from a lower tax rate. For fiscal 2017, the company's tax rate was at 40.4 percent but should be 26 percent this year.

"We are positioning the company for long-term growth," said Teri List-Stoll, executive vice president and chief financial officer for Gap Inc. "In addition to leveraging productivity initiatives to fund investments in the business, recent tax reform changes provide a meaningful increase in future earnings."—Deborah Belgum

March 27

DG Expo

Miami Through March 28

Calendar

March 5 LA Textile Show Sourcing at LA Textile California Market Center Los Anoeles

Through March 7 March 11

ASD Market Week Las Vegas Convention Center Las Vegas Through March 14

March 12 Los Angeles Fashion Market California Market Center The New Mart Cooper Design Space Gerry Building Lady Liberty Building Academy Awards Building Primrose Design Building 824 Building Los Angeles Through March 14 Designers and Agents The New Mart Los Angeles Through March 14

Through March 14 Brand Assembly Los Angeles Through March 14 LA Kids' Market Select Transit California Market Center Los Angeles Through March 14 Art Hearts Fashion The Macarthur Los Angeles Through March 16

Cooper Design Space

March 16 Los Angeles Fashion Week Neuehouse Studios Los Angeles Through March 18

March 21 Dallas Market Week Dallas Market Center Dallas Through March 24 Brand Assembly Dallas Market Center Dallas

Through March 23

Through March 28 March 28 Coast SoHo Studios Miami Through March 29

Doubletree by Hilton Hotel Miami

Airport & Convention Center

LA Men's Market

Los Angeles

California Market Center

April 3 LA Majors Market California Market Center Los Angeles Through April 5



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

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

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. CALIFORNIA APPAREL NEWS[®]: (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: *California Apparel News[®]*, *Market Week Magazine[®]*, *New Resources[®]*, *Waterwear[®]*, *New York Apparel News[®]*, *Dallas Apparel News[®]*, *Apparel News South[®]*, *Chicago Apparel News[®]*, *The Apparel News (National)*, *Bridal Apparel News[®]*, *Southwest Images[®]*, *Stylist[®]* and *MAN (Men's Apparel News[®]*, *The Apparel News (National)*, *Bridal Apparel News[®]*, *Southwest Images[®]*, *Stylist[®]* and *MAN (Men's Apparel News[®]*), Properties of TLM PUBLISHING INC., California Market Center, 110 E. Nint St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 2018 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly first week of January, second week of July and first week of September. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89, 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$2.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit *www.apparelnews.net*. For customer service, call (866) 207-1448.

Print + Online + Archives = Total Access



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

parelNews

ALIFORNIA

UNCERTING OF



THE MACARTHUR 607 S PARK VIEW ST, LOS ANGELES, CA

0

10TH SEASON ANNIVERSARY

WWW.LOSANGELESFASHIONWEEK.COM

Several California Designers Show at Art Hearts Fashion in New York

As a warm-up for Los Angeles Fashion Week, several California designers participated in the Feb. 8–11 edition of Art Hearts Fashion in New York, which took place at the Angel **Oresnanz Foundation** event space in lower Manhattan.

A few "Project Runway" winners, including Kentaro Kameyama and Candice Cuoco, were on the catwalk as were Kenneth Barlis from La Jolla, Calif., and Nathalia Gaviria from Los Angeles. The Art Hearts event is now in its 10th season and was presented by the AIDS Healthcare Foundation.—Deborah Belgum



Nathalia Gaviria





Melissa Mercedes



Kentaro Kameyama



Kenneth Barlis



Fernando Alberto



Candice Cuoco

From Near Sourcing... To the Far East

Meet with the Apparel Universe at Apparel Textile Sourcing Miami

Made in USA. The Americas Pavilion. Miami's Fashion Show. Industry-Expert Speakers. Complimentary Matchmaking. Hundreds of International Manufacturers & Designers.



Miami - May 21-23, 2018 Mana Wynwood Convention Center

Produced by Apparel lextile Sourcing

126715

Register to attend for FREE www.ApparelTextileSourcing.com

Match Making, Sourcing and Show Production by



7Diamonds Unveils First T-shirt Line

Orange County, Calif., is the home to scores of actionsports brands that made their fortunes selling T-shirts, but 7Diamonds cut a different path from its neighbors.

The 18-year-old company decided its mission would be to focus on making men's woven shirts that sold at places such as Nordstrom and Amazon.com.

But in the past few years, 7Diamonds has been expanding its categories to include blazers, outerwear, shorts and chinos. In February, at the Project trade show in Las Vegas, it unveiled its first T-shirt line, which is a collection of crew-neck tees and pocket tees.

"It's something we always wanted to do," said Jocelyn Khalil, 7Diamonds' vice president. "Button-up shirts are a staple. We're expanding into a man's everyday wardrobe. Every man needs a T-shirt."

The Supima cotton tees come in 10 colors, includ-

ing white, black, navy, gray, off-white, sea

foam, olive green, indigo and a light blue. There are no logos or branding on the tees, which retail for \$39. It's a price Khalil calls affordable luxury.

7Diamonds' pocket tees put details on the pockets such as embroidery or contrast pockets with different fabrics. They're a little more expensive, retailing for \$49.

T-shirts from prominent European fashion houses can start at \$500 and go north of \$1,000. Los Angelesheadquartered James Perse crew necks can retail for \$60. At the low end, Fruit of the Loom T-shirts sold at Walmart's e-commerce site (www.walmart.com) can retail for under \$5.

Khalil hopes the T-shirts find their way into every man's closet. "When a guy needs a nice, premium Tshirt, he can get them from 7Diamonds. They'll say, 'They won't let us down,' she said.

Currently, the tees are selling at www.7diamonds.com.—Andrew Asch



AS YOUR BRAND EVOLVES

WAKE BRANDING SOLUTI PROGRESSIVE



WWW.PROGRESSIVELABEL.COM (323) 415 - 9770 LOS ANGELES • MEXICO • HONG KONG

LABELS • HANGTAGS • PATCHES • RFID • HARDWARE • LOOKBOOKS & MUCH MORE

ACCESSORIES

Making a Case for Working Women

As a doctor and lawyer with degrees from Stanford University, the University of California at Berkeley and Yale, Julie Cantor doesn't seem to be a likely candidate to be designing handbags. It is, however, her work as an attorney that led Cantor to develop Harlen, a luxury collection tailored to the needs of career-minded women.

"We call them 'modern career pieces,' which I think captures a lot of what they do and what they are," she said.

Building this collection was no easy task, as Cantor would only work with the finest artisans. Launched in November 2017, Harlen is manufactured in Italy, adher-

ing to the region's fine leather-working traditions. The line relies on 13 ateliers with contractors that range from designers to art directors.

"The people I met to work with weren't easy to find, and I met with a lot of different people. They were truly the finest people. They work. and their families have worked with them for the

last 50-plus years, with what are truly the arm where we sponsor girls' education," finest brands in the world," Cantor said.

The collection can be viewed in Cantor's 1,300-square-foot showroom in Santa Monica, Calif., and her clientele is grateful that the attorney turned designer was able to produce the pieces they had needed but could never find. "There were not adequate pockets for my computer, iPad Pro, iPad Pencil, power chargers, cell phone and don't even get me started about finding my keys," said Rabbi Lori Shapiro of The Open Temple in Venice, Calif. "When I saw Julie's Harlen at her house party, I

thought, 'Beautiful, and what's more, she's thinking.' The bag makes sense. And it's elegant. A total win-win."

Utility isn't the only concern of the Harlen client, who is not only focused on her career but also is stylish and driven to purchase goods using only luxurious materials and the highest level of handcrafted work. The pieces feature Alcantara-lined interiors and Raccagni's Super R zippers, which include pulls using a custom mold created exclusively for Harlen.

"This is a well-researched and high-quality piece that reflects the demands of women executives," said Renee Delphin-Rodriguez, an attorney and

champion runner. "Harlen pieces have a unique shape and design that set similarly

As a lawyer who performs a large amount of advocacy work, Cantor also wanted to ensure that her business contributed to the greater good. "We have a philanthropic

Cantor said.

The next step for Cantor is to elevate the line to an experiential opportunity where clients meet, exchange ideas and learn about the solutions that can be found through her collection. "The other piece that I would like to do is to have events that I want to call 'Harlen Happenings.' Have people talk about interesting issues or a book that they've written, or a musician or artist," she said.

The Harlen Collection is sold at harlencollection.com. Pieces retail from \$3,000 to \$55,000.—Dorothy Crouch





CEO/PUBLISHER TERRY MARTINEZ

DEBORAH BELGUM RETAIL EDITOR ANDREW ASCH ASSOCIATE EDITOR DOROTHY CROUCH EDITORIAL MANAGER JOHN IRWIN CONTRIBUTORS ALYSON BENDER VOLKER CORELL JOHN ECKMIER JOHN McCURRY ESTEVAN RAMOS TIM REGAS N. JAYNE SEWARD HOPE WINSBOROUGH NATALIE ZFAT

WEB PRODUCTION MORGAN WESSLER CREATIVE MARKETING DIRECTOR LOUISE DAMBERG DIRECTOR OF SALES AND MARKETING TERRY MARTINEZ SENIOR ACCOUNT EXECUTIVE AMY VALENCIA ACCOUNT EXECUTIVE LYNNE KASCH BUSINESS DEVELOPMENT DANIELLA PLATT MOLLY RHODES SALES ASSISTANT/RECEPTIONIST ASHLEY KOHUT ADMINISTRATIVE ASSISTANTS CHRIS MARTIN RACHEL MARTINEZ SALES ASSISTANT

PENNY ROTHKE-SIMENSKY CLASSIFIED ACCOUNT EXECUTIVES ZENNY R. KATIGBAK JEFFERY YOUNGER CLASSIFIED ACCOUNTING MARILOU DELA CRUZ SERVICE DIRECTORY ACCOUNT EXECUTIVE JUNE ESPINC

PRODUCTION MANAGER KENDALL IN EDITORIAL DESIGNER JOHN FREEMAN FISH CREDIT MANAGER RITA O'CONNOR

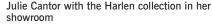
PUBLISHED BY TLM PUBLISHING INC.

APPAREL NEWS GROUP Publishers California Apparel News Waterwea Decorated EXECUTIVE OFFICE California Market Center 110 F Ninth St Suite A777 Los Angeles, CA 90079-1777 (213) 627-3737 Fax (213) 623-5707 Classified Advertising Fax (213) 623-1515 www.appareInews.net webmaster@appareInews.net

PRINTED IN THE USA

CIRCULATION COUNCIL





other

[them] apart from priced bags."

A Plus Fabrics, Inc. You name it we do it.

Stocks in L.A. warehouse, ready to ship. A Local Pioneer in Fabrics with 26 Years Experience in Converting and Importing.

WHOLESALE & IMPORT KNITS A Tradition of Service and Quality

Knits: PFPs Melanges Novelty Blends Velour Loop / French Terry DTY Brushed Poly Linen Slubs Sweater Knits

Rayon Spandex Hacci/Brushed Burn-Out

Ribs

Modal Poly

Siro Modal

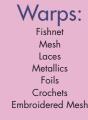
Stripes

Jacquards

Cotton Spandex

Wovens:

Rayon Challis Wool Dobby/Peach Crepon Gauze Chiffon Yoryu



Special orders * Drop shipments Globally Locally • Interstate

Call for appointment

3040 E. 12th St., LA, CA 90023 Tel: (213) 746-1100 Mention Code: PFPA+ Fax: (213) 746-4400 info@aplusfabricsusa.com aplusfabricsusa.com

ApparelWorks International LLC



Guatemala Duty Free (CAFTA) Private Label Production, Design and Consulting.

35+ years handson experience in the Apparel business. 27 years alone in Central America. See what Near Shore sourcing really means.

Bottoms: Denim, Twill, Blends & Ripstop Tops: Knits, Warp Knits, Wovens & Fleece Specialty Categories: Work Wear, Chef Wear, Active Wear & Image Wear Sublimation, Screen printing and Embroidery Available as well

We also manufacture UL 2112 / 70E Fire **Resistant Apparel (FR)**

Gregg Pavalon • 847-778-9559

gregg@apparelworksllc.com • www.Apparel.Works

Sanctuary Expands Into More Sizes and Adds Denim

For Sanctuary cofounders Ken and Debra Polanco, the cargo-pant brand's 20th anniversary meant more than simply savoring the longevity that is rare in women's apparel. The couple sought to make last year's milestone more meaningful by launching a denim line and bringing Sanctuary to more women through introducing pieces that adhere to a concept of "extended," not plus, sizing.

It's the division that is often created by separate departments for plus-size clothing, which Ken and Debra view as a problem they would like to help solve.

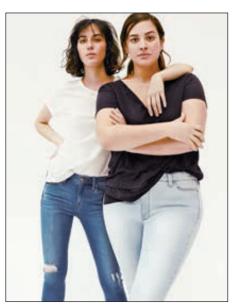
"Our two big initiatives are the denim launch and now the extended sizes," explained Ken, the chief executive officer of the company, based in Burbank, Calif. "I see a huge disruption in the plus sizes. Sanctuary is going to be inclusive. The two different-size girls who are shopping together but are different sizes-we want to keep them together."

In addition to online availability, the brand launched an exclusive release for Spring of its extended sizes through Nordstrom and, with the arrival of Fall, other retailers will carry the new pieces. With its latest offerings, Sanctuary will now offer tops sized XSP through 3X and bottoms 00 to 24w.

As for the denim line, this new venture includes different washes, five silhouettes and seven fits. Retail prices for its collections range from \$44 to \$500.

The company has more than doubled its revenues within the last five years, as total sales increased from \$35 million to \$70 million.

With its 110-person team spread across corporate offices in New York and California-measuring 5,000 and 2,500 square feet respectively, a 30,000-square-foot company headquarters building and 20,000-square-foot



shipping facility, located in Burbank, Calif., Sanctuary has a strong force behind its brand.

> While the brand is growing in many ways, there are still challenges to overcome, which begins with educating its retailers.

"The expectation is higher these days because you can get so much sitting at home with your computer, so we are working on our experience," said Debra Polanco, who is also chief creative officer. "The design room puts on this beautiful experience for salespeople, and salespeople put on a beautiful experience for retailers."

While Sanctuary is dedicated to maintaining an exceptional retail experience, it also has rolled out a strong socialmedia campaign to promote the size launch by inviting its audience to reveal personal definitions of inclusivity by launching a #Inclusive initiative.-Dorothy Crouch

ECO FOCUS

Levi's to Roll Out More Efficient, **Eco-Friendly Process in Denim**

Levi Strauss & Co. unveiled Project F.L.X. (Future Lead Execution), which the San Francisco denim giant described as a new operational model that will make the company more efficient and more ecofriendly.

The automated Project F.L.X. will replace hand finishing and denim cutting, according to a company statement. Previously, the company's finishing time took an hour for two to three pairs of jeans. With Project F.L.X., it takes 90 seconds per garment, which will be followed by a final wash cycle.

It also will reduce the total number of chemicals in the finishing process from thousands to a few dozen. The process fits Levi's pledge to achieve zero discharge of hazardous chemicals by 2020. "We believe it is possible to be both agile and sustainable without compromising the authenticity our consumers expect from us," said Chip Bergh, Levi's president and chief executive officer.

Project F.L.X. was developed by Levi's Eureka Innovation Lab. The San Franciscobased research-and-development outfit developed software for the design of the jeans and also works with lasers to distress denim. The lasers, developed by a Spanish company called Jeanologia, will replace a lot of the need for chemicals required to give a distressed and worn look to denim.

Levi's said this process can be quickly scaled to mass manufacturing and can cut production lead times from six months to a matter of weeks or even days.

"The advanced imaging capability is a game changer for us and something that has eluded our industry for years," said Liz O'Neill, Levi's senior vice president and chief supply chain officer.

The company has tested Project F.L.X with assorted vendors and will roll out the model companywide in the next two years, Levi's said.—Andrew Asch

UBM Sells *MR Magazine* and Sister Publications

UBM—the parent company of **UBM Fashion**, which organizes various apparel and footwear trade shows in Las Vegas, New York and other venues-has sold MR Magazine to Wainscot Media, based in Montvale, N.J.

Terms of the deal were not revealed.

Also included in the sale were 25 custom magazines published for the customers of retailers in the apparel and jewelry businesses. The publications are known as Forum and Accent.

UBM acquired MR Magazine, which writes about menswear retailing, two years ago when it purchased Business

Journals Inc. for \$69 million. BJI had several publications and also served the men's and women's apparel and accessories markets with several trade shows that included AccessoriesTheShow, Edit, Fame, Moda, MRket and Stitch.

Wainscot Media is a family-owned trade and consumer media company. "Wainscot is a very strong player in both trade and custom publishing," said Stu Nifoussi, group publisher of the recently acquired publications. "They saw an opportunity to expand these properties beyond what was possible at UBM, and we are very happy to be joining them. While we have really enjoyed our association with UBM, we

also recognize their primary commitment to the trade show and event businesses."

Karen Alberg Grossman, editor-in-chief of the publications, who conceived and created the magazines with Nifoussi, said the Wainscot purchase will ensure that the publications continue to exist in print and online.

"Wainscot Media is thrilled to add these important and influential properties to our family," said Wainscot President and Chief Executive Mark Dowden. "We see a synergy that we believe will take all the publications to new heights."

-Deborah Belgum

Resource Guide

SUPPLY CHAIN

AIMS360

110 E. 9th St., Suite A1169 Los Angeles, CA 90079 (310) 361-5710 www.aims360.com info@aims360.com

Products and Services: AIMS360, the world's leading fashion ERP software, empowers you to deliver your fashion to the world. Committed to helping you increase profits and scale your business, AIMS360 gives you the control to manage your operation with ultimate visibility, and delivers hundreds of hours of time back to focus on what matters most. Whether you are a manufacturer, wholesaler of apparel, footwear, or accessories, our fully-integrated, constantly evolving, cloud-based software utilizes the world's latest technologies and platforms to ensure you and your business realizes its greatest potential. Some of the many features include: Customer Management with Advanced Accounts Receivables; Order Taking on the Go with iPad; Sales Rep Commission Management; EDI with major retailers such as Nordstrom, Macy's, J.C. Penney, and hundreds of others; AIMS GL Integration with QuickBooks; UPS/FedEx/USPS Shipping Integration; Advanced Business Intelligence, Additionally you can connect AIMS360 with any third-party solution (JOOR, NuOrder, Brandboom, Shopify, Magento, Bigcommerce, Amazon, etc.) to create one integrated omnichannel system. The possibilities are truly endless!

A Plus Fabrics Inc.

3040 E. 12th St. Los Angeles, CA 90023 (213) 746-1100 Fax: (213) 746-4400 www.aplusfabricsusa.com info@aplusfabricsusa.com Products and Services: A pioneer and experts in

fabric. Experienced for the past 26 years in converting and imports and located in Southern CA. Knits, wovens, lace mesh and fishnet, basics, Siro Modal, loop terry, rayon, cotton, spandex, velour, crochet, PFP, bamboo, and much more. Call or visit our showroom with more than 100 different styles ready to be shipped locally and off-shore. We carry millions of yards of stock in Los Angeles. Huge volume drop shipment order base. We can do special developments as well. No minimum on local inventory. All designers and sourcing teams are welcome.

Apparel Textile Sourcing Miami www.appareltextilesourcing.com

Products and Services: Connecting hundreds of the world's apparel producers with thousands of buyers from the USA, Latin America & the Caribbean, Apparel Textile Sourcing Miami is your free around-the-world pass to see and meet apparel producers and experts from near and far. This incredible source of innovation, education, and resources is what keeps trade moving. With more than a dozen countries scheduled to attend,

this must-see event will attract designers, brands and retailers all discovering what they need to move their business forward. Show dates are May 21-23 at the Mana Wynwood Convention Center in Miami

ApparelWorks

International, LLC 51 Sherwood Terrace, Suite G Lake Bluff, IL 60044 Contact: Gregg Pavalon gregg@apparelworksllc.com www.apparelworksllc.com (847) 778-9559

U.S. company specializing in Central American-based private-label sourcing and manufacturing. Key items include: UL 2112 approved FR And 65/35 workwear pants, shirts, coveralls, and outerwear. Warp knit anti snag polos with wicking, T-shirts, fleece, jeans, and wear and sublimated shirts. Production is 95 percent duty free and currently being sewn in Guatemala. Gregg ence manufacturing apparel in the region. Average lead lower than what it costs to produce domestically, and with Asian prices on increase, the region is experiencing a lot of growth. Delivery to U.S. averages three days by boat to ports in Miami, Los Angeles, or Houston. AWI offers its customers several manufacturing options, called CMT Plus.

Cinergy Textiles Inc. 1422 Griffith Ave.

Los Angeles, CA 90021 (213) 748-4400 Fax: (213) 748-3400 www.cinergytextiles.com cinergytextiles@aol.com

Products and Services: For over 25 years, Cinergy Textiles has been specializing in stock and order-based programs consisting of hundreds of solid and novelty knits, wovens, and linings. Our product line provides piece goods for all apparel markets, including children's, juniors, contemporary, activewear, uniforms, and special occasions. Our fabrics are imported from Asia and stocked in Los Angeles. We have a one roll stock minimum. Orders are generally processed on the same day and ship out within one or two business days, depending on the size of the order and availability of the particular style ordered.

TAGS & LABELS

Progressive Label 2545 Yates Ave.

Commerce, CA 90040 (323) 415-9770 Fax: (323) 415-9771 info@progressivelabel.com www.progressivelabel.com Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. We successfully launched production of RFID price tickets last year. This demand is being greatly driven by the big retailers such as Macy's and Target. Our growth and market dynamics have resulted in opening up a production center in Tiiuana. Mexico. We have also added advanced die cutter technology in our Los Angeles production center to streamline our production efforts and to strengthen our packaging capabilities. A very important part of our business is FLASHTRAK, our online ordering system for price tickets, custom products and care labels. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers.

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



Our affordable advertising platform to secure new clients in the apparel industry. Contact Terry Martinez 213-627-3737, terry@apparelnews.net

Products and Services: Apparel Works (AWI) is a

woven shirts. Also strong in chef apparel, yoga/active-Pavalon, president of AWI, has 25-plus years of experitimes are six to eight weeks max. Prices are drastically including full package, CMT, or their signature service,

CLASSIFIEDS

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

www.appareInews.net

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

Jobs Available

DDA HOLDINGS, INC. FULL TIME

ACCOUNTS PAYABLE COORDINATOR The AP Coordinator is the primary financial contact for most vendors. This individual is responsible for the coding and entering of all Invoices into the Quickbooks System, preparing check payments, reviewing supporting documentation submitted for completeness, accuracy, and proper approval. This position is also in charge of seeing that all Tax forms are secured for vendors in preparation of annual 1099 reports. Requirements: Solid written, verbal communication and interpersonal skills are a must, as the ability to work cooperatively and collaboratively with employees in all departments and at all levels of management. Benefits: Medical, Dental, 401(k)

Email Resume to: HR@ddaholdings.com

TECHNICAL DESIGNER

Multi-Division women's sleepwear firm has an immediate opening for an experienced Technical Designer to support our production development team. Must have strong Photoshop, Illustrator, and Excel skills and excellent drawing skills. Must understand garment construction and be able to apply POM's and Specs of garments to Tech Packs. Must be very detailed-oriented. Send resume with salary history to: Emily Luna eluna@mgtind.com MGT Industries, Inc 13889 S. Figueroa Street Los Angeles, CA 90061

DESIGNER & CAD ARTIST

Looking for a Designer for Missy, Juniors, Plus, & Kids. Must have experience in knits and wovens - tops, bottoms and dresses.
Looking for a CAD Artist. Fast paced, proficient in Photoshop & Illustrator, able to take direction and also give own creative ideas. Preferable experience 2-4 years +.
Please submit resume with portfolio/work samples to laglo.info@gmail.com

Business Opportunity

PROFESSIONAL GARMENT FTY IN CHINA

We are a professional garment fty in China especially in both woven & knit ladies wear. With consistent quality and on time delivery, we have been in business for more than a decade. If you are looking for reliable business partner, pls email to: mike@newwaytextile.com.



Jobs Available

IMPORT PRODUCTION ASSISTANT A growing company in a fast-paced work environment is seeking an Import Production assistant who will handle the following tasks: • Daily communication with overseas vendors and suppliers.

Log in all (lab dip, strike off, fabric quality, fit samples, PP & TOP submits) & follow up with a daily basis with factories regarding the status of all approvals from both design and factories.
Review work in process (WIP) reports on a weekly basis to ensure timely production flow of garments.

Communicate and coordinate with the factory to ensure the smooth flow of sampling process to receive our samples in the timely manner.
Communicate with factories to ensure that all preparatory work is being completed in time to

ensure smooth production process.

Candidate must be sharp, quick and a team player with a min. of 3-5 yrs experience in apparel industry, have knowledge of the structure and content of the English language and able to speak Cantonese and Mandarin is a plus.

Pls. email res. to: josephine@secretcharm.com

FIRST THRU PRODUCTION PATTERNMAKER

Able to execute Designers Vision. Excellent communication skills. Must possess exceptional hands on pattern making, fit, construction, garment detail and able to work in a fast paced environment. Knowledge with private label stores with special specifications, detailed fittings, variety of woven & knit fabrics for missy & women blouses. Min. of 5 yrs. exp. Must know Gerber version 8.

** will be given test pattern to all competent candidates **

E-mail resume to: terry@glorialance.com

Real Estate

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

SPACE FOR LEASE

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

Hyperlink your ad for best results

Jobs Available

DESIGN ASSISTANT Multi Division women's sleepwear firm has immediate opening for an experienced Design Assistant to support our design teams. Must have some Photoshop, Illustrator, Excel skills, drawing skills, CAD experience is a plus. Must be organized, detail oriented, and have knowledge of garment construction. Please send inquires or resume to: msanchez@ mgtind.com

ASSOCIATE TEXTILE/CAD ARTIST

Established missy contemporary label seeks full-time textile/CAD artist; able to create repeat/separation, modification and (re)create original artwork for textile printing. Must be proficient in Adobe Photoshop and Illustrator. Preferable experienced 2-4 years +. Please submit resume with portfolio to: jobshr000@gmail.com

INNOVATIVE DOMESTIC TEXTILE MILL SEEKING EXPERIENCED INDIVIDUALS FOR SALES AND MARKETING

POSITIONS WITH ESTABLISHED ACCOUNTS IN AN UPSCALE MARKET. PLEASE SEND RESUME TO: laKnitc@gmail.com

DESIGNER

5-6 yrs exp. Contemporary sportswear line. Flair for fashion and detail oriented. Computer savvy, Adobe Photoshop/Illustrator & Microsoft Office.

Resume: jobshr000@gmail.com

DATA ENTRY CLERK

Must be detail oriented and proficient in Excel Knowledge of Textile Manager and AIMS is a plus. Please send resumes to: socalapparel323@gmail.com

EXPERIENCED SALES PERSON

Manufacturer is seeking a men's sportswear showroom in the Cooper Building or CAL MART. Must have contacts with Specialty and Department stores. Email resumes: amsportswear@verizon.net

Buy, Sell and Trade

•WE BUY ALL FABRICS AND GARMENTS*

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

WE BUY FABRIC!

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

For classified information, contact Jeffery Younger at 213-627-3737 ext. 280 or jeffery@apparelnews.net

COMING SOON IN CALIFORNIA APPAREL NEWS



March 9 *Cover:* Fashion New Lines Activewear Textile Wrap

Finance Advertorial Fashion Advertorial Activewear Advertorial

Bonus Distribution Style Fashion Week 3/8-11 Brand Assembly 3/12-14 Designers & Agents LA 3/12-14 LA Fashion Market 3/12-14 Art Hearts Fashion 3/15-18 Dallas Market Week 3/21-24



March 16 *Cover:* LA Runway LA Market Wrap Real Estate Technology Industry Voices: PLM

Fashion Advertorial Technology Advertorial

Bonus Distribution DG Expo Miami 3/27-28



March 23 Cover: LA Runway Technology T-shirt Report Retail Report New Resources

T-shirt Advertorial

Bonus Distribution LA Majors Market 4/3-5



March 30 Cover: Runway Denim Report Technology

Technology Advertorial Denim Advertorial Education in Focus

Bonus Distribution LA Majors Market 4/3-5 Fashion Market Northern California 4/15-17 Atlanta Apparel 4/10-14

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



Go Beyond the News and Behind the Scenes The editors and writers of *California Apparel News* are blogging at *ApparelNews.net/news/blogs*



