NEWSPAPER 2ND CLASS

CALIFORNIA Apparel News

THE VOICE OF THE INDUSTRY FOR 73 YEARS

$2.99 VOLUME 74, NUMBER 20 MAY 18–24, 2018



RUNWAY READY

Woodbury University's students revealed some of the fashion designs they have been working on during the academic year. For more looks, see pp. 6–7.

August Chow

VOLKER CORELL

Ron Robinson at 40: New World Vision… Old School Values

By Andrew Asch *Retail Editor*

Ron Robinson said the late 1960s were an exhilarating time to be in the retail business in Los Angeles.

That year he remembered watching rock star Janis Joplin perform on stage, and then a few weeks later he saw her browsing at the **Fred Segal** store where he worked.

The late 1960s and 1970s were a golden era for the Fred Segal store, which launched many trends. It shaped the way Los Angeles dressed and was a pioneer in Los Angeles' retail scene.

In 1978, Robinson started his own self-named **Ron Robinson** store at the Fred Segal compound on Melrose Avenue. Four decades later, Ron Robinson expanded to two 5,600-square-foot flagships—one in Los Angeles and another in Santa Monica, Calif.

The company also runs an e-boutique at *www.ronrobinson.com*. This year marks the 40th anniversary of Ron Robinson.

➥ **Ron Robinson** page 8

Tellason: A Rare Find in the Denim Industry

By Deborah Belgum *Executive Editor*

Ever since the brand was launched in San Francisco nearly 10 years ago, **Tellason** has been one of those rare clothing companies that only uses American raw materials for its collection of menswear blue jeans.

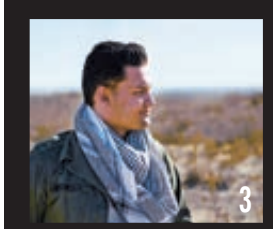
So when supplier **Cone Denim** called one of the label's cofounders last October, the sales rep asked if he was sitting down. The news was that Cone Denim was shutting down its White Oak denim mill in North Carolina in a few months and would no longer be able to supply Tellason with its selvage denim. White Oak was the last U.S. supplier of selvage denim made on old wooden looms.

"The day they announced their closure did not surprise me," said Tony Patella, the co-owner who was called. "What surprised me was that we were their fourth largest customer for all their denim, and we are not that big."

➥ **Tellason** page 3

INSIDE

Where fashion gets down to business℠





New Hudson Jeans president ... p. 2
April Retail Sales ... p. 2
New CEO at St. John Knits ... p. 4
New apparel event ... p. 9
Trade Shows 2018 ... *special pullout section*



New CEO Named for 7 For All Mankind and Splendid

After a long vacancy, **Delta Galil** has named a new chief executive to head its premium brands section, which includes **7 For All Mankind** and **Splendid**.

Delta Galil, based in Tel Aviv, Israel, named industry veteran Tim Baxter to be the new chief executive of the division. He replaces Paula Schneider, the former chief executive of **American Apparel** and president of the **Warnaco Swimwear Group**, who stepped down last year after seven months on the job.

Baxter has a long history in the retail industry with more than 26 years of experience working for **Macy's Inc.**, where he last served as the chief merchandising officer.

Baxter, who will be working out of New York and Los Angeles, will set the direction for 7 For All Mankind and Splendid, two Los Angeles contemporary labels that Delta Galil acquired in 2016 from the **VF Corp.** The two brands were founded in Los Angeles and have retained their offices in LA since their inception.

"We are very pleased to welcome such a strong and strategic industry leader as Tim to oversee Delta Galil Premium Brands, where we see tremendous opportunity to grow through category expansion and new global markets," said Isaac Dabah, chief executive officer of Delta Galil. "Tim's highly profitable strategic partnerships at Macy's with many of the world's most renowned brands—such as **Tommy Hilfiger** and **Calvin Klein**; licensed deals with **The Finish Line** and **Sunglass Hut**; and launching Macy's first activewear private brand, **Ideology**—will be extremely valuable in taking 7 For All Mankind and Splendid into their next phase of growth."

Currently, Baxter is a member of the **Jay H. Baker Retailing Center** at the **Wharton School** of the **University of Pennsylvania** advisory board. He holds a bachelor's degree in business psychology from **Miami University** in Ohio.—*Deborah Belgum*

Wet Seal Returns With New Fashion Line

Almost one year after juniors retailer **Wet Seal** was acquired by investment firm **Gordon Brothers**, the now online-only retailer announced a new collaboration called **Niki + Gabi for Wet Seal**.



It's the retailer's first new fashion line in a year, said Ramez Toubassy, the president of both Wet Seal and the **Gordon Brothers Brands**.

The line is a collaboration with **YouTube** stars Niki and Gabi DeMartino, 23-year-old twins who claim to have 6.6 million YouTube subscribers. The collection will include everything from accessories and tops to dresses. Core retail price points range from $15 to $35.

"It's amazing how much impact they have on social media," Toubassy said. He said the DeMartino sisters, who were involved in the collection's design, grew up wearing Wet Seal.

The sisters' videos include "Niki & Gabi Take New York," where they chronicle their lives as YouTube stars spending time in New York and Los Angeles, all while trying to maintain their busy social lives. Other shows cover hauls, or videos documenting items picked up on a shopping expedition.

Blogger fashion is a big deal at Wet Seal. The retailer's **Instagram** features pictures of other bloggers, including London Ellis and Maddy Corbin, modeling Wet Seal fashions.

Wet Seal is a pure play—or online-only—venture. "We are spending a lot of time building an amazing user experience on the web," Toubassy said. "On the horizon, we'd like to do bricks-and-mortar retail, but we want to do it in a creative and flexible way. It would be something to replicate the ultra-fast fashion experience online. We're dropping 100 new styles on the web ever week. Our customer likes the entertainment value of newness. We are in the early stages of bringing that experience."

Wet Seal's e-commerce transformation is something of a rebound for the once prominent Southern California retailer. About five years ago, Wet Seal seemed to have a store in almost every U.S. mall with 464 stores in its Wet Seal division and 62 stores in its more contemporary **Arden B** division, which closed in 2014.

In January 2017, Wet Seal announced it would close all its physical stores. Months later, Gordon Brothers acquired Wet Seal's intellectual property for $3 million.

—*Andrew Asch*



Hudson Jeans Appoints New President

For the second time in a little more than one year, **Hudson Jeans** has a new president.

Differential Brands—the Los Angeles parent company of Hudson, **Robert Graham** and **SWIMS**—announced that Maria Borromeo will be taking over the job as president.

She replaces Matthew Fior, who was named Hudson Jeans' president in April 2017.

Borromeo will be working alongside Peter Kim, who founded the denim line in 2002 and is the chief executive officer. "I believe Maria's extensive background with global luxury brands will be invaluable as we execute not only on our strategic growth plans but also on pioneering an evolved business model that addresses a rapidly changing retail environment and speaks to today's and tomorrow's consumer," Kim said.

Borromeo was the cofounder and chief executive of **Thakoon LLC**, which featured designer Thakoon Panichgul's fashions. Thakoon was acquired and shifted to a direct-to-consumer model with Chinese textile mogul Silas Chou's **Bright Fame Fashion**.

Prior to Thakoon, Borromeo worked for the brands **Alexander McQueen** and **Etro**.

Differential Brands recently reported its first-quarter earnings for the period ending March 31, showing a $4 million net loss compared with a $2.35 million net loss during the same period last year.

Net sales for the first quarter declined 3 percent to $38.8 million.

Sales reflected a 12 percent increase in consumer-direct segment sales and an 8 percent decline in wholesale segment sales.

Consumer-direct sales were driven by a 16 percent increase in same-store sales at Robert Graham and SWIMS. However, Robert Graham's wholesale sales improvement was offset by declines at Hudson and SWIMS.—*D.B.*

RETAIL SALES

Retail Sales Inch Up in April

The **National Retail Federation** said that retail sales in April showed a 2.8 percent year-over-year increase in the U.S retail market, excluding auto sales, gasoline stations and restaurants.

"Retail sales growth remains solid and on track as households benefit from tax cuts even though they have faced unseasonable weather and bumpy financial markets," said Jack Kleinhenz, the chief economist for the National Retail Federation, based in Washington, D.C. "The tax cuts and higher savings levels should help consumers afford the recent surge in gasoline prices. And a solid job market, recent wage gains and elevated confidence translate into ongoing spending support."

The NRF broke down April results for different retail categories. Results were mixed for apparel stores. Sales for clothing and clothing-accessory stores dipped 0.4 percent in a year-over-year basis. However, April apparel sales were up 1.4 percent compared to the previous month.

Online and other non-store sales were up 12.2 percent in a year-over-year comparison. Compared to the previous month, sales increased 0.6 percent for e-retailers.

Ken Perkins, president of the market-research group **Retail Metrics**, also posted a recent note saying business was good in April. He said that expectations for the month had been low because cold weather was predicted for much of the U.S. Wall Street analysts also forecast that many consumers may have been suffering from shopping fatigue. The nation's retailers experienced a spike in business because Easter took place on April 1.

In Perkins's research note, he discussed the April performance for **L Brands**, the parent company of **Victoria's Secret** and **Bath & Body Works**. Bath & Body Works reported a 6 percent same-store-sales gain during April. Victoria's Secret posted a 2 percent decline.—*A.A.*

Bridging the Cultural Divide Through Fashion

By Dorothy Crouch *Associate Editor*

For Alexander Andronescu, becoming immersed in Middle Eastern and south Asian cultures was not something that was passed down to generations in his family.

But in his early teenage years, the Los Angeles native became fascinated with finding out more about how these regions developed their art, such as calligraphy and poetry.

With the imminent launch of his Fall/Winter 2018 collection, **Alex of Arabia**, Andronescu hopes to share the similar connections to this culture with a Western clientele.

"My biggest goal is to show the world this beautiful part of the planet," he said. "If you look at a lot of the clothing that I put out, it features Arabic and Persian calligraphy. There is a lot that has gone into that. I removed the stigma from it by taking it out of the context of something political or religious and putting it on beautiful clothing."

Long before he appeared as a contestant on the "Project Runway" spinoff—"Project Runway: Threads"—in 2014 or studied at the **Fashion Institute of Technology** in New York and completed his education at **Polimoda** in Florence, Italy, Andronescu was teaching himself Arabic.

He often wondered how he could dig beyond the stories found on television to find out more about the beauty of these cultures. During his time spent in Europe, he traveled to Spain, Germany, Romania and Greece but couldn't help notice the Middle Eastern influences in southern European culture.



After meticulously researching the Arabic and Persian proverbs that fascinated him, Andronescu found beauty in the words, which affected him profoundly.

"The letters in Arabic—in my mind—just dance for me, so I wanted to understand it and that grew into a passion for Farsi, Dari and Urdu," Andronescu explained.

When designing Alex of Arabia, he wanted to bring a personal touch to the aesthetics of his Fall/Winter 2018 collection, leading him to handwrite the Arabic characters that appear on the clothing.

As Andronescu continues to grow as a designer, he is also evolving in his understanding of artistic methods used to create this calligraphy. While he has practiced handwriting characters for more than a decade, to properly showcase the culture in an authentic manner he now studies with local artists in the regions that have fascinated him for years.



Alexander Andronescu

"I just completed my first trip to Pakistan, where I was able to practice more calligraphy with artists who could show me techniques in reading and writing," he revealed. "The poetry here is so rich."

He has included some of his favorite quotes by printing the words on some of the sportswear pieces for men and women, such as the Persian proverb that says, "Someday your sorrows will blossom into a beautiful spring in your heart." Printed on the "Laila" hoodie and men's jacket, these words are intended to bring hope while creating quality clothing for his clientele.





As he prepares for the August launch of his collection, Andronescu doesn't neglect to highlight how Los Angeles has influenced his work. Despite his use of details that were inspired by the languages and art in the Middle East, the Los Angeles influences from his upbringing in this region shine through in the Alex of Arabia pieces.

"There is quite a bit of diversity in this collection in terms of sportswear and an elevated look," Andronescu said while reflecting on the Los Angeles influence. "There is a larger target market in that sense because we offer a very mature look that can be worn to more-formal events as well as quite elaborate sportswear."

In addition to searching for manufacturing partners in Los Angeles, he sources his fabric locally. He is also bringing pop-up events to Los Angeles when promoting the launch, which will begin with e-commerce and eventually expand to include retail partners.

"We believe e-commerce is the best way to promote Alex of Arabia, with the inclusion of a few pop-up shops," Andronescu said. "The message is to show the entire world this beautiful thing."

The Fall/Winter 2018 launch of Alex of Arabia features 16 garments, which includes streetwear for men and women and feminine dresses and blouses. Andronescu also designed three accessories for the upcoming season—a feather choker, tassel clutch and "Hizam" backpack. The pieces will be available at wholesale price points between $40 and $200.

The plan to design a line that is inspired by Middle Eastern and South Asian artistry while sourcing fabric and manufacturing his collection in Los Angeles is a testament to Andronescu's efforts to forge a greater connection between these cultures and the West.

"Fashion is far more than just a garment. As designers we have a mission and every designer has a different mission," he said. "I personally feel a strong passion and conviction that my mission as a designer is to display the beauty of the Middle East to the world in a new way, thus bridging the gap." ●

Tellason *Continued from page 1*

Patella and his business partner, Pete Searson, immediately shifted into overdrive and got the denim mill to pump out enough selvage denim before the end of last year to carry the company through 2019. It's sitting in a warehouse in Sausalito, Calif., across the bay from San Francisco.

U.S.-made materials is one of the elements that differentiate Tellason from other blue-jeans brands. "The world doesn't need another denim company," he said. "But what the world always needs is clothing that is better quality and is true to its history," Patella said.





Pete Searson and Tony Patella

It is also their adherence to quality and history that has made them a popular item among blue-jeans junkies who want an authentic pair of American blue jeans.

"One of the reasons we carry them now after four or five years is that they haven't really changed their ideology, and they have continued the way they started," said Andrew Thomas of **Iron and Resin**, a men's clothing store in Ventura, Calif. "We felt they were an appropriate brand for us because we are promoting American-made businesses."

The same goes for the owner of **General Quarters**, a menswear store on La Brea Avenue in Los Angeles. "I have to say that the American-made aspect of what they do was one of the most appealing sides to Tellason," noted the store's owner, Blair Lucio. "The quality was there in the fabric and production. Nothing overdone about the branding and something that looked very original to me."

Patella is one of those guys obsessed by a product's history and staying true to its nature. "I have this thing about historical products coming from where their history started," he said. "You can probably make prosciutto anywhere, but I prefer to buy it when it was made in Italy. **Red Wing Shoes** are made in Red Wing, Minn., but if they were made in Arizona, I wouldn't like that."

When he and Searson got together to start their blue-jeans company in late 2008, they knew they wanted their label to be made in San Francisco because it is the home of **Levi Strauss & Co.**, which has been making blue jeans since the 1850s. They combined their last names to come up with Tellason.

From his earlier days as co-owner of another blue-jeans label, called **Sutter's**, Patella knew of a blue-jeans sewing contractor who still operated a factory south of Market Street near the *San Francisco Chronicle* newspaper building. "We picked up right where we left off," he said. "I felt it was important to support them and these jobs. If we don't give them business, these jobs go away." he said.

Even the hangtags are domestically sourced and the leather patches come from **Tanner Goods** in Portland, Ore.

The two started out slowly, spending 100 days to design and tweak their first style. "We started with one fit and one fabric. Then we had another fit in the same fabric," Patella recalled.

The first collection of 240 pairs of blue jeans shipped in 2009, but Patella and Searson, whose career had been in apparel sales and marketing, kept their day jobs, saving any profits for capital investment down the road.

After nearly 10 years in business, Tellason now has an international reputation—with 70 percent of sales overseas and 30 percent in the United States. Nick Sheppard, a clothing store owner in Perth, Australia, swears by the quality and coolness of the jeans, which retail for $230.

And stores in Japan, Germany, Switzerland, Belgium and the United Kingdom are snapping up the U.S.-made line.

Patella and Searson, who don't reveal their annual revenues, have long since quit their day jobs and expanded the line into denim shirts (with only four different styles), chinos made from a **Carlisle** twill developed by a South Carolina mill, jackets and sweaters.

Their styles don't change all that often. Guys like the brand because the denim isn't sandblasted, washed or treated. It's just raw denim that lasts a long time. Patella said he had one customer who said he had worn his Tellason jeans 950 times. Their demographic is men between the ages of 20 and 60 who appreciate quality and like to break in their own jeans.

"One reason we have been around for as long as we have is because we are very consistent and we stand for something," Patella said. "Retailers want consistency and quality." ●

CALIFORNIA Apparel News

2018 WATERWEAR

Get into the next issue

July 2018 Waterwear

Complete Distribution:

Miami SwimShow
Hammock
Swim Miami
Cabana
Swim Collective
Active Collective
Outdoor Retailer
Prèmière Vision
WWDMAGIC
Sourcing@MAGIC
Curve LV
Surf Expo
LA Fashion Market
LA Textile
LA Majors Market
OffPrice Show
Dallas Market Week



The only audited four-color, glossy magazine in the swimwear industry for over 25 years, Waterwear influences swim buyers and manufacturers through unparalleled nationwide distribution:

- 17,000 readers
- Bonus distribution for 6 months at over 20 key trade shows
- 19,000 e-newsletter subscribers
- 5,000 digital readers
- 6 months of digital exposure

Comprehensive Miami Distribution:

MIAMI SWIM	SWIMMIAMI	HAMMOCK	CABANA
Miami Beach Convention Center	W Hotel Runway	W Hotel	Tents on the Beach

THE APPAREL NEWS GROUP
110 E. NINTH ST., STE. #A-777, LOS ANGELES, CA 90079
213-627-3737 | APPARELNEWS.NET

St. John Knits Makes Top Executive Changes as CEO Retires

After 15 years at the luxury label known for its women's knit suits, Bruce Fetter has retired as **St. John Knits**' chief executive officer, president and chief operating officer. He has been replaced by Eran Cohen, who joined the company May 1.

Fosun Fashion Group, the Hong Kong company that owns a controlling interest in the brand, headquartered in Irvine, Calif., said it recently made some bold executive changes to the apparel concern. It named Laura Vazquez as the company's executive vice president and chief merchant effective last November. It also appointed Tom Jarrold as the brand's senior vice president of marketing, branding and communications, effective in March.

Cohen most recently was the executive vice president of customer experience at **PetSmart Inc.** and also had worked as chief marketing officer at **Diane von Furstenburg** and at **New York & Co.** as an executive vice president and chief marketing officer. He is known for driving growth at global companies.

"Eran has invaluable experience in marketing and consumer experience, with exceptional management skills. We believe he can unlock the potential of St. John, driving acceleration and growth via a strategic focus on the demands of current and new clients," said Joann Cheng, president of Fosun Fashion Group, which has controlling interests in other brands, including **Lanvin**, **Wolford**, **Caruso Suiting** and **Tom Tailor**.

Cohen said he envisions a bold evolution, building off the brand's heritage in knitwear, bringing innovation in design and product and providing dynamic experiences at retail, wholesale and online.

Over the years, St. John Knits has been looking for the right formula to keep the company growing. Ever since it was founded in 1962 by Marie and Robert Gray, the fashion house has been known for its well-made knit suits, which cost thousands of dollars and are worn by powerful women who need to look sharp, whether it be in a courtroom or at a social event.

The company is the largest flat-knitting factory in the United States with some 300 knitting machines. Its production facilities are housed in several buildings next to the St. John Knits headquarters in an industrial park.

In 1989, with Bob Gray suffering health problems, he and his wife sold the apparel company to **Escada** for $45 million. The German apparel company took St. John Knits public four years later, but it later reverted to a private company with **Vestar Capital Partners** buying a controlling interest.

As shopping and fashion trends shifted, there were attempts to make the brand more hip and appeal to a younger woman. At one point, Angelina Jolie, Gisele Bündchen and Kate Winslet were the models for the brand's print ads.

For a while, there was a revolving door of CEOs. Fetter left in 2011 but after working at other apparel companies, he returned in 2015 to the top job at St. John Knits. He had his hands full, rethinking the company's retail strategy and reintroducing the **St. John Sport** line.

Last year, he had to lay off approximately 200 workers as more production was shifted from St. John Knits' knitting and sewing factories in Irvine to a company-owned factory in Mexico and production elsewhere.

The luxury company announced it was closing its flagship store earlier this year at **South Coast Plaza** in Costa Mesa, Calif., after being in the mall for more than two decades. Instead, it recently opened a new concept store at **Fashion Island** in Newport Beach, Calif.—*Deborah Belgum*

Calendar

May 21

Apparel Textile Sourcing
Mana Wynwood Convention Center
Miami
Through May 23

Coast
Seagate Country Club
Delray Beach, Fla.
Through May 22

May 22

Texprocess Americas
Techtextil North America
Georgia World Congress Center
Atlanta
Through May 24

Licensing Expo
Mandalay Bay Convention Center
Las Vegas
Through May 24

May 26

"The Wonderland: Mad Fashion Show," LBCC's 38th Biannual Fashion Show
Long Beach City College
Long Beach, Calif.

June 3

Denver Apparel & Accessory Market
Denver Mart
Denver
Through June 4

ITMA Showtime
Suites at Market Square
High Point, N.C.
Through June 6

June 6

Kingpins
Basketball City
New York
Through June 7

Dallas Apparel & Accesories Market
Dallas Market Center
Dallas
Through June 9

FIG
Fashion Industry Gallery
Dallas
Through June 8

June 8

IFJAG
Stewart Hotel
New York
Through June 11

June 10

Fame
Moda
AccessoriesTheShow
[Pre] Coterie
Javits Center
New York
Through June 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.

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS**℠: (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: ***California Apparel News***℠, ***Market Week Magazine***℠, ***New Resources***℠, ***Waterwear***℠, ***New York Apparel News***℠, ***Dallas Apparel News***℠, ***Apparel News South***℠, ***Chicago Apparel News***℠, ***The Apparel News (National)***, ***Bridal Apparel News***℠, ***Southwest Images***℠, ***Stylist***℠ *and* ***MAN (Men's Apparel News***℠***)***. Properties of TLM PUBLISHING INC., California Market Center, 110 E. Ninth St., Suite A777, Los Angeles, CA 90079, (213) 627-3737. © Copyright 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.

Sophia Denim Opens a Pop-up Store at Fred Segal

After spending time designing handbags and women's ready-to-wear, Sophia Tezel-Tzelepis last year decided to branch out to denim with a label called **Sophia**.

On May 10, she brought her newest collection, dubbed "Rock Girls," to a pop-up store at **Fred Segal** in West Hollywood, Calif. The pop-up runs through May 25.

"I'm looking at it as denim with a twist," said the New York–based designer, who has worked at **Rebecca Minkoff** and **Juicy Couture**. Her inspiration for the 20-piece collection came from late-1960s models including Jane Birken, Jean Shrimpton and Veruschka. "It was a very powerful period, especially for women," she said.



POP-UP PARTY: From left, Sophia Tezel-Tzelepis; Julia Verdin, a filmmaker; and Ana Gequelin, a model and actor



Looks include a denim pant called the "Snapped," which features a flare around the ankles and rows of buttons below the knees.

Another pant is called the "SuperFly." It's a hip-hugging jean with extra details. If you undo the zippers around the hips, you can pull up the material to create skin-baring panels above the hips.

Other looks include bottoms with denim appliqués made in the shape of flowers and denim jeans with zippered pockets. The collection also includes denim halter tops, shorts and denim jackets. "Denim is a lifestyle," she said. "It's so comfortable and easy. It's feminine and strong."

The line retails for $275 to $675. The looks come in white, indigo and black. The collection also offers some T-shirts that feature an image of Mati, the Greek folk symbol that wards off evil, Tezel-Tzelepis said. Retail price points for the T-shirts start at $75.

The designer has started to plan the next season of her denim line with more color using natural dyes.—*Andrew Asch*





Join Us For
An Amazing Evening

LOS ANGELES PROFESSIONAL SERVICES

Black & White BALL

BENEFITING NATIONAL JEWISH HEALTH

SATURDAY, JUNE 23, 2018

THE LANGHAM HUNTINGTON, PASADENA

Cocktails, Dinner, Dancing and More

DINNER COMMITTEE CO-CHAIRS

Robert Ezra, Freeman, Freeman & Smiley, LLP
Ronald S. Friedman, Marcum LLP
William Mark Levinson, Thompson Coburn LLP
Robert K. Lewin, CIT Commercial Services
Debbie Steinberg

HONORING

Southern California National Jewish Health Trustees and Past Black & White Ball Honorees

For more than 50 years, National Jewish Health has been privileged to have dedicated individuals in the greater Los Angeles area who are committed to raising awareness for the hospital's work, which includes curing severe asthma within five years. We look forward to recognizing their support.

Become a sponsor or purchase tickets by contacting Alessandra Franco at 818.905.1300 or FrancoA@njhealth.org.

LAPSDblackandwhiteball.com

National Jewish Health®
Breathing Science is Life.®

Woodbury Puts Its ‘InnerVision’ on the Runway



VOLKER CORELL

Nouf Alhazmi | Sophi Melikian | Merced Verbena Jackson | Mariam Aleem | Yvan Tran

Woodbury University presented its 54th annual fashion show, called “InnerVision,” which focused on the connection between emotion and fashion.

“These designers made personal stories. They put together garments to make an emotional connection with customers,” said Anna Leiker, the chair of the fashion design department at the university, located in Burbank, Calif.

The 14 graduating seniors who showed their fashions on May 5 at the **Millennium Biltmore Hotel** in downtown Los Angeles put together looks inspired by their aesthetic interests, personal and, sometimes, family histories.

Yvan Tran made looks inspired by California’s action-sports lifestyles and the natural environment of Vietnam, the country from which her parents immigrated.

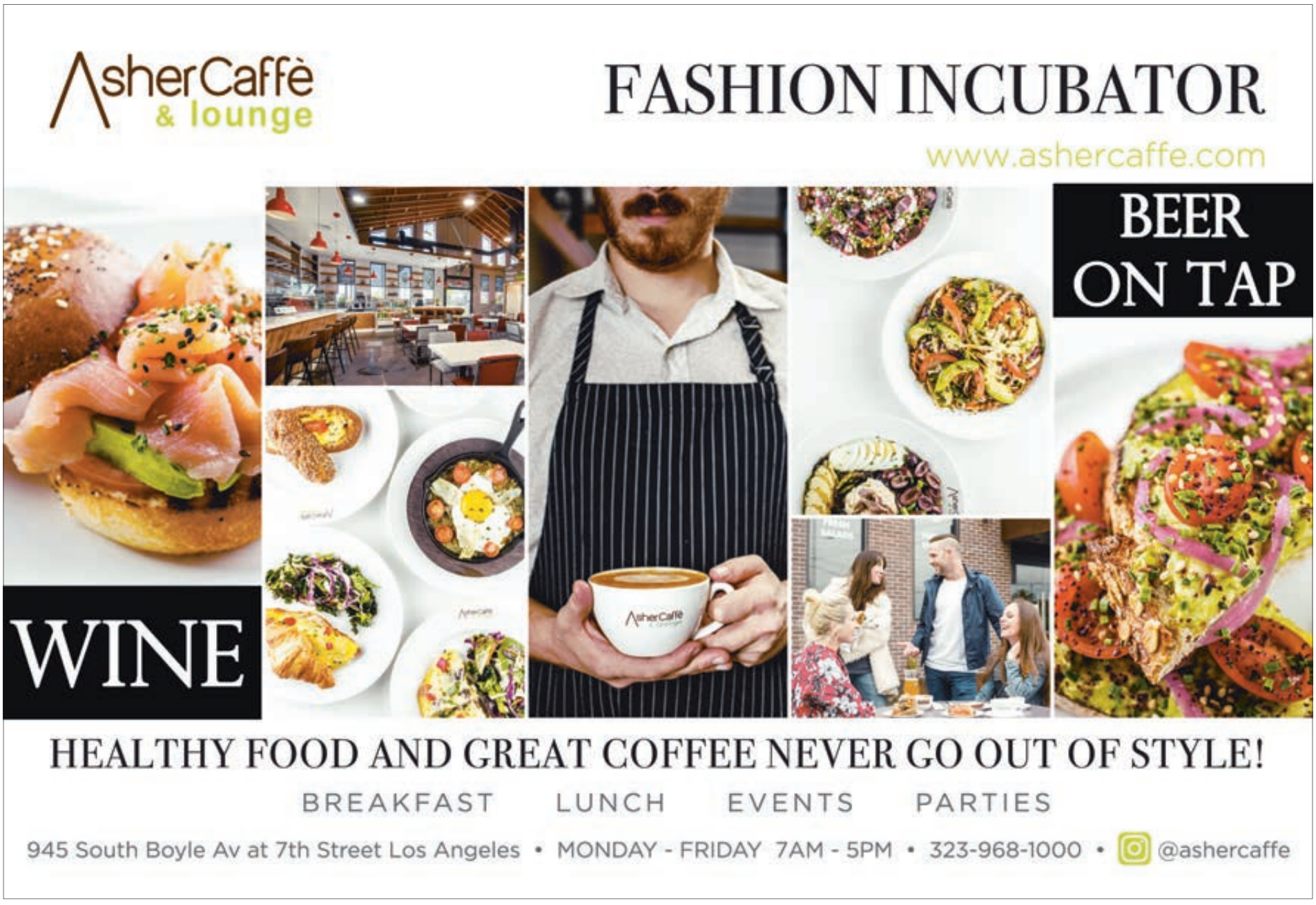
Stephanie Zarate devoted her senior collection to musings about the happiness of youth and her interests in music and animation. Nouf Alhazmi made a collection of one-of-a-kind pieces intended to be worn by women from her native Saudi Arabia. Kentajia Smith’s collection took avant-garde silhouettes and mixed them with the most fanciful colors of brightly colored beetle shells.

Sophi Melikian’s collection was inspired in part by the early-20th-century uniforms of the Armenian Revolutionary Federation. One of her great-grandfathers fought with the group. Satenik Kalyan also was inspired by her family’s Armenian culture.

Heather Baughman’s senior project was inspired by her love of heavy-metal music and its focus on rebellion. Joelle Haiek made a collection called “Buoy-ant,” which focuses on being optimistic and able to thrive.

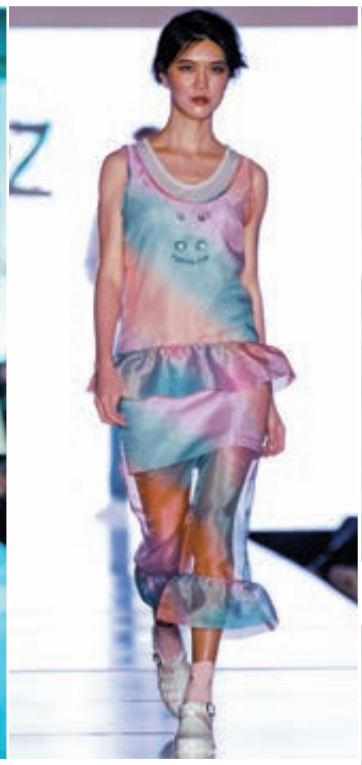
Alejandra Marroquin was inspired by the ocean. Alice Ramirez’s collection took its cue from making imperfect things beautiful. Merced Verbena Jackson focused on women’s empowerment, and Mariam Aleem explored different looks in denim. The diversity in denim symbolized the diversity in people, she said.

August Chow’s collection was called “Blue Vincent.” “I was inspired by the power of imagination,” she said. Melissa Zarate’s collection, called “The Land Between Solar





Alejandra Marroquin



Stephanie Zarate



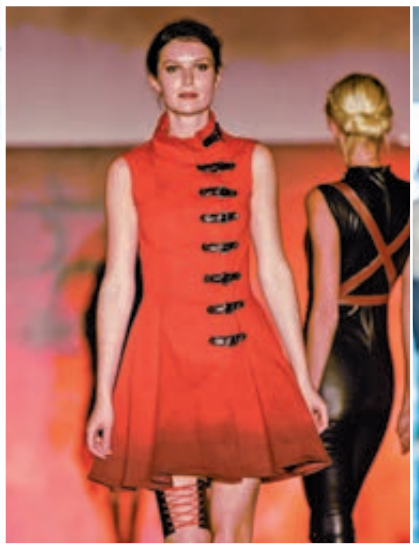
Joelle Haiek



Satenik Kalyan



Kentajia Smith



Alice Ramirez



Melissa Zarate



Heather Baughman

Systems," was inspired by the austere landscape of Iceland.

At the show, Melissa Zarate was honored with the Judith Tamkin Fashion Award for the most innovative senior collection. For this honor, experts from the fashion industry judged students' creative and technical skills in making a garment.

Woodbury fashion-design students spend the academic year preparing for the show before graduating with a bachelor's degree in fine arts. Their collections serve as a portfolio to show prospective employers, Leiker said.

The program's sophomore and junior students also showed some designs during the show.

—Andrew Asch



73
1945-2018
Seventy-three years of news, fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
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
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 ESPINO

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

PUBLISHED BY
TLM PUBLISHING INC.
APPAREL NEWS GROUP
Publishers of:
California Apparel News
Waterwear
Decorated

EXECUTIVE OFFICE
California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777
(213) 627-3737
Fax (213) 623-5707
Classified Advertising Fax
(213) 623-1515
www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.

CIRCULATION VERIFICATION COUNCIL





Ron Robinson *Continued from page 1*

To observe the anniversary, the store owner will be doing several special events, including some special capsule collections for Ron Robinson shoppers.

The fact that Ron Robinson still exists 40 years later is practically unheard of in this time of retail strife. But Robinson shared a few keys to his company's longevity.

While his stores were located on some of Los Angeles' best retail streets, he said location was only one part of his success. Another element is a point of view he called, "A new-world vision … old-school values."

It's about being the first to spot a trend. It's also about supporting that cool hunting savvy with what he said is the best of time-tested sales skills.

"The staff is trained to give the customer what is best for them. We want the customer to be satisfied with the product and be introduced to the newest, directional product at the same time," he said. "Our goal is to find that unique item and be able to say, 'It's unique and not everywhere yet. You'll see it first here.' In today's world, it's challenging to have items that are not anywhere else."

The stores aim to create a sense of community and special occasion. The Santa Monica flagship hosts regular yoga classes. A number of celebrities have been spotted at store parties. In 2015, a party was held for **Laird**, a clothing line helmed by famous surfer Laird Hamilton. Appearing at the party was Oprah Winfrey, actor Orlando Bloom and comedian Sasha Baron Cohen.

Robinson has a network of friends and sources that keeps him tuned to the latest trends. Also responsible for keeping store trends fresh are his long-serving executives, including Karen Meena, vice president of buying; Stacy Robinson, vice president of operations, who is also Ron's wife; and Jennifer Romis, who handles kids' buying; as well as sales chiefs Dulce Perloff and Walter Giedrocz.

Ron Robinson buyers also get the opportunity to take risks. "We're willing to go outside of the box. I want to be that outlier," Robinson said. "We also need the foresight and perseverance to maintain the flow of unique product."

The policy has paid off in making Ron Robinson an influential retailer, said Eric Martin, owner of **The Park Showroom**, who has shown a number of brands at Ron Robinson in the past decade. "It's one of the West Coast's most premium retail-image accounts," Martin said. "It's like having one of the best references industrywide."

Diane Merrick, another veteran retailer, applauded Robinson for his longevity. "They were always the first on the block to have something. You knew that it was the newest and the best," Merrick said. From 1971 to 2006, she ran a self-named **Diane Merrick** boutique a mile or so west of Ron Robinson in the Fred Segal compound on Melrose Avenue. She later moved to Beverly Boulevard until she closed her store in 2017.

"Forty years is a long time to stay in business," she said. "Everything is changing. It's tough to break into the market."

Robinson declined to say how much his company earns. But it's big for an independent boutique operation. Ron Robinson employs 60 people and maintains a 5,000-square-foot warehouse in Los Angeles, which fulfills orders for *www.ronrobinson.com* and helps stock goods in his two stores.


COURTESY OF RON ROBINSON

Ron Robinson

Robinson moved to Los Angeles in 1968 from his family's home in El Paso, Texas. Robinson told his family he was going to take some classes at the **University of California, Los Angeles**, but he had to earn money too. So he worked at a clothing store in Hollywood. Several months later he was hired by Fred Segal, first working at the original Fred Segal men's store on Santa Monica Boulevard and later transferring to Segal's jeans shop on Melrose.


Ron Robinson's Santa Monica flagship


Ron Robinson's Melrose flagship

Robinson did well at Fred Segal, starting as a salesman and working his way through the ranks. He became a store manager, a buyer and later a vice president of the company.

By the late 1970s, Segal stopped working as a merchant and focused his energies on being the boutique compound's landlord.

Robinson later decided to open his own company. He started selling men's jeans and sportswear. Later he added categories including kids' clothing, home accessories and cosmetics. The retailer continues to offer apparel, beauty and fragrance, home design accessories, art, books, and electronics.

Not everything was a long-term success at Ron Robinson. Some ven-

UBM Fashion Launching New LA Event in November

In November, **UBM Fashion**—organizers of the **MAGIC**, **Coterie**, **Project** and **FN Platform** trade shows—will launch a new two-day event bringing together fashion brands and business executives to share ideas, forge connections and find practical solutions.

Called **Remode**, the event will take place Nov. 13–14 and have more than 50 confirmed speakers talking on panels and at other events. The two-day show will include senior executives from fashion brands, retailers, investors and sustainability experts, including **Hanes Brands**, **Asics**, **Greats**, **Fashion Revolution**, **Wearable X**, **Maison de Mode**, **Alice & Olivia**, **Ba&Sh** and **Superdry** as well as celebrity fashion designers including Rachel Roy.

"We are attracting speakers who are solving the industry's greatest challenges," said Remode founder and fashion entrepreneur Pierre-Nicolas Hurstel. "From the yarn to the final consumer, Remode is bringing together all sectors of the fashion industry to collaborate, innovate and take action toward growth. Attendees will leave the event equipped to break barriers and understand how to truly make a difference within their organizations."

Working on the new show is Amanda Parkes, chief innovation officer of **Future Tech Lab** and a professor at both the **Massachusetts Institute of Technology** and **Columbia University**, who has been named content curator.

She will work closely with Hurstel on developing the various industry themes and content.

The new show is designed to help companies rethink their business models. "The rapidly evolving fashion landscape challenges designers to grow their businesses in new and innovative ways," said Steven Kolb, president and chief executive of the **Council of Fashion Designers of America**. "By partnering with UBM on Remode, we can help our designers navigate the new realities of the fashion business."*—Deborah Belgum*

Ron Robinson

Continued from page 8

tures, such as the candy store **Treats**, didn't last more than a few years. But other ventures, such as his fragrance brand **Apothia**, have enjoyed a lot of success. Launched in 2001, the fragrance brand currently is sold to 70 U.S. accounts and distributed overseas.

Even after 40 years, Robinson has no immediate plans of retiring. He can be found on the shop floor most days of the week. He's also involved in planning the company's 40th anniversary, which will include releasing a publication on the stores' history. It will be distributed at the company's stores and at trade shows. Ron Robinson also plans on selling a collaboration capsule collection with some of his vendors including **Cotton Citizen** and **Nixon** watches. ●

U.S. Textile Industry Calls for Tariffs on Imported Textiles and Apparel

The U.S. textile industry has asked the Trump administration to place tariffs on certain textile and apparel products made by China that may infringe on U.S. companies' intellectual-property rights.

At a May 17 hearing at the U.S. Trade Representative's offices in Washington, D.C., Auggie Tantillo, president and chief executive of the **National Council of Textile Organizations**, said the U.S. textile industry "strongly supports the Trump administration's case to sanction China's rampant intellectual-property–rights theft."

Hearings took place over three days to get feedback on President Trump's plan to levy $50 billion in tariffs on China for unfair trade practices under Section 301 of the 1974 Trade Act.

"China's domination of global textile markets has clearly been aided by its rampant theft of U.S. textile intellectual property. From the violation of patents on high-performance fibers, yarns and fabrics to the infringement of copyrighted designs on textile home furnishings, China has gained pricing advantages through blatantly illegal activities," Tantillo said. "Putting [Section] 301 tariffs on Chinese textile and apparel exports would send a long-overdue signal that these predatory actions will no longer be tolerated."

Tantillo told the story of a U.S. manufacturer and holder of various patents on fabrics that have highly complex constructions. They are so sophisticated, he said, they are used in the U.S. military's "Generation III Extended Cold Weather Clothing System." One patent covers a composite fabric that is designed to rapidly remove moisture from the skin. It has an outer-layer fabric made of highly absorbent materials and a second inner layer fabric formed with both vertical and horizontal channels, constructed from yarns with a plurality of fibers.

"Despite being solely responsible for these inventions and holding the patents for these products, the U.S. manufacturer finds itself competing against its own fabrics in activewear markets at home and abroad," he said. "The company has identified garments imported by numerous major U.S. brands that violate their patents. In each of these instances, the infringing fabric was made in China."

He noted that a U.S. company produces an advanced textile structure for the telecommunications sector that they have made in China for sale in Asian markets. The company obtained numerous patents, including invention patents and utility models in China. Despite those protections, several Chinese companies have knocked off this product in several provinces, Tantillo said.

However, the U.S. textile industry does not want any tariffs placed on imported textile machinery because virtually no textile machinery is made in the United States anymore.*—D.B.*

PROFESSIONAL SERVICES & RESOURCE SECTION

ACCOUNTING SERVICES

HOVIK M. KHALOIAN CPA
ACCOUNTING • AUDITING
TAXATION SERVICES FOR THE APPAREL INDUSTRY
520 N. CENTRAL AVE., SUITE # 650
GLENDALE, CA 91203
TEL: 818.244.7200
HOVIK@HMKCPA.NET

CONTRACTOR

Cutting/Sewing
Under one roof • Orange County Contractor
Specialists—Sportswear • Tennis wear • Board Shorts
Lycra experts • Special Design Cutting
BELLAS FASHION
1581 E. St. Gertrude Pl.
Santa Ana, Ca 92705
bellasfashioncs@yahoo.com
(714) 709-3035
Fax: (714) 556-5585
bellasfashion.com

MODEL SERVICES

Rage MODELS
"Real Models for Real Clothes for Real People®"
FIT MODELS
MODELS OF ALL AGES & ALL SIZES
FIT, SHOWROOM, TRADE SHOWS, PRINT, COMMERCIAL, RUNWAY
818-225-0526
teamrage@ragemodels.com
www.ragemodels.com

ATTORNEY


SanDiegoBizLaw APC
A CEO's First Call
Hire a Business Law Firm that Runs a Clothing Brand (to support abused dogs)
We know the business. We attend the conferences. We can help you with contracts, litigation, and employment law anywhere in California or the country.
www.SanDiegoBizLaw.com
619.793.4827

CONTRACTOR/HANDBAG

Leather Handbag Manufacturer
Patterns | Samples | Production
Remko DESIGNER
1901 S Alameda St, STE 108
Los Angeles CA, 90058
213-746-4977
"We make your idea come to life"
All Made in Los Angeles
www.remkodesigner.com

PRIVATE LABEL

ACE SEWING MACHINE INC.

214 E. 8th St.
Los Angeles CA 90014
Tel (213) 622-8345
Fax (213) 622-0142
Acesewing.com
• All kinds of sewing machines
• Sewing notions & thread
• Fashion Design Supplies
• Dress forms, rulers, tools
• Pattern & Marking paper
• Safety pins, hook & eyes
• Elastic, velcro, hanger tape
• Cutting room supplies

CALIFORNIA ApparelNews
Contact Terry Martinez at
(213) 627-3737
or terry@apparelnews.net
for advertising information

MERGERS & ACQUISITIONS

THE VELD GROUP
LOS ANGELES • TOKYO
SAN DIEGO • LAS VEGAS
Considering Selling or Expanding?
• Manufacturing / Distribution
• Retail / Wholesale
The Apparel Industry's Premiere M&A Brokerage
1,000+ Businesses Sold Since 2002!
www.theveldgroup.com
310.652.8353

Our most-affordable advertising platform to secure new clients in the apparel industry.
PROFESSIONAL SERVICES & RESOURCE SECTION

CLASSIFIEDS

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

www.apparelnews.net

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

Jobs Available

CUSTOMER SERVICE - LOS ANGELES
Daily analyze open orders - clean unshipped balances.
Enter all new sales orders, Process all changes in TAPS ERP system .
Check all info is correct for style, color, size scale.
Review Daily EDI transmissions and inform sales of discrepancies.
Process all Manual PO Confirmations.
Follow-up with Sales on Pending PO confirmations and cancelled orders.
Inform accounts of shipping statues when needed.
Issue Pick tickets for Shipping.
Work closely with Shipping on customer requirements.
Work w/ shipping to assure orders are timely & complete.
Review New Vendor routing guides with departments.
Generate Mgt. reports weekly & requested from TAPS.
Handle Return Authorizations.
Follow-up with pending domestic & imports cuts to all depts.
Communicate to sales -extensions needed on shipments.
Maintain style costing log.
Check GXS catalog to confirm styles – colors loaded for customer's viewing.
Preferred Exp. 5 yrs. in Apparel Industry & ERP systems(TAP)
Send resumes to accounting@crsytaldoll.com

Jobs Available

GRAPHIC ARTIST
Join our Art Team. Creative input for fashion tops & screened t-shirts. High volume prints, textiles, screens. Illustrator/Photoshop/Ned-Graphics/Kaledo savvy. Self-initiative & team effort critical. Shop retail. Highly organized, results-driven. Clearly communicate creative ideas. Send PORTFOLIO with resume to: trankin@selfesteemclothing.com

DESIGNER
Juniors, Plus and Young Missy fashion tops and screen t-shirts. Mostly Private Label. Big Box, Dept, and Specialty stores. Expert knowledge and interpretation of trends, prints, patterns, and colors for seasonal stories and monthly Line offerings. Great benefits.
Please send your portfolio and resume to: designtalent2018@gmail.com

PRODUCTION PATTERNMAKER
Calabasas Based, Women's Clothing Design & Manufacturing Company look for Production Patternmaker. 1st thru Production Patterns. Must have private label experience, as well as missy, petite and curvy pattern experience. Email resume: NVollert@JohnPaulRichard.com

SALES REPS
DOMESTIC TEXTILE KNITTING MILL IS LOOKING FOR EXPERIENCED SALES REPS WITH ESTABLISHED ACCOUNTS.
PLEASE SEND RESUME TO: info@shara-tex.com

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

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

For classified information,

contact Jeffery Younger at 213-627-3737 ext. 280

or jeffery@apparelnews.net


CLASSIFIEDS

For classified advertising:
email classifieds@apparelnews.net or
visit www.apparelnews.net/classifieds
to place your ad in our self-serve system

Hyperlink your ad for best results

COMING SOON IN CALIFORNIA APPAREL NEWS









May 25
Cover: Fashion
Technology

Salute to Suppliers & Services

Bonus Distribution
Kingpins NY 6/6–7
Dallas Market Week 6/6–9

June 1
Cover: Fashion
New Resources
Technology
New Lines

Technology Advertorial
Education in Focus

Bonus Distribution
FAME 6/10–12
MODA 6/10–12
AccessoriesTheShow 6/10–12
[Pre] Coterie 6/10–12
Atlanta Apparel 6/13–16

June 8
Cover: Fashion
Technology
Retail Report
What's Checking

Finance Advertorial
Fashion District Advertorial

Bonus Distribution
Designers & Agents LA 6/18–20
L.A. Fashion Market 6/18–20
Fashion Market Northern California 6/24–26
Project Womens 6/22–24

June 15
Cover: LA Market Wrap
Real Estate Charts
Retail Notes
Technology Industry Voices: ERP

Technology Advertorial

Bonus Distribution
L.A. Fashion Market 6/18-20
Designers & Agents LA 6/18-20
Midwest Apparel Trade Show 6/24–25
Fashion Market Northern California 6/24-26
Agenda Long Beach 6/28-29

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



we're blogging

The editors and writers of
California Apparel News
are blogging at
ApparelNews.net/news/blogs

CALIFORNIA ApparelNews

Go Beyond the News and Behind the Scenes

ÇALIK DENIM



A *California Apparel News* Special Section

Trade Shows 2018

May 2018



Q&A Feature:

A Look at Trade Shows Over the Next Three Years

Shop & Dine:

LA, New York, San Francisco, Las Vegas, Miami, Atlanta and Dallas

Trade Show Calendar



CHANGE YOU CAN BELIEVE IN

Up your quality, not your budget. That's our platform—a commitment we can deliver on. We know, pretty weird for an election year.

Buhler Quality Yarns Corp. BY SAMIL SPINNING + SUPIMA® WORLD'S FINEST COTTONS

We make Supima® work.

You want the best quality materials for your brand. We want that, too. We can help you afford the world's finest cotton, all while optimizing your supply chain and increasing your margins.

See how sensible Supima can be at buhleryarns.com/Supima

The Crystal Ball Outlook for Trade Shows

The trade-show world is always spinning at a fast pace as event organizers try to keep up with competition, technology and the latest demands for better shows. We caught up with the executives from several apparel and sourcing events to find out what is on the horizon over the next three years. Take a look at their plans for the future.


Mike Alic


Jennifer Bacon


Hillary France


Desiree Hanson


Stephen Krogulski


Gilles Lasbordes

Mike Alic

Fashion Managing Director
UBM Fashion
www.ubmfashion.com

With a goal of driving connections among participants and increasing the level of service, UBM Fashion is ramping up its current offerings both at MAGIC and in its New York shows including Coterie and Project NY.

Examples include enhancing the existing services of retail concierge and matchmaking with state-of-the-art digital tools including recommendation engines driven by artificial intelligence, or AI. Incorporating this new digital layer will create a more efficient and effective program while cohesively adding to the physical experience.

UBM Fashion's online digital platform, ShopTheFloor, will also be revamping its services. Attendees will see an updated interface and navigation, making it easier to browse and discover brands. They will also be able to enjoy a curated shopping experience with personalized recommendations based on the retailer's preferences and suggested brands.

In an ever-changing market, the need for knowledge has become more important than ever. Having seen strong growth recently in retailer and brand attendance at educational seminars at MAGIC and webinars, UBM Fashion is focused on continuing to grow the quality and quantity of its educational offerings, which includes the launch of its educational hub on *UBMFashion.com*.

The educational hub will provide resources on key topics for the industry—including fashion trends, omni-channel, merchandising, social-media techniques, e-commerce and other areas of interest for brands and retailers.

Lastly, increasing the trade show's role in brands' visibility and communication to consumers is an area UBM Fashion has seen success with and continues to look for ways to evolve.

Examples of opportunities would include letting consumers participate in the trade shows digitally, in a controlled way and based on the needs of the exhibitors. This will raise

➥ **Q&A** page 4

Feel confident in the expertise, and responsiveness of Sterling's Factoring and Trade Finance professionals.



When you have immediate cash needs to support seasonal demands, growth and more, you want direct access to your bank's decision makers, and you want them to understand your business.

Sterling believes strong relationships with our clients lead to individual **unparalleled service** and **tailored finance solutions**. Our team delivers a personalized approach to secure the needs and successes of each client.

Financing Solutions Include:

Traditional Factoring • Credit Protection • Vendor Finance • Inventory Financing • Equipment Financing • Payroll Financing • Acquisition Financing • Asset-Based Lending • Cash Management

For more information, please contact:

John LaLota
Division President, Commercial Services
212-575-4415 | jlalota@snb.com | snb.com

STERLING NATIONAL BANK

Expect **extraordinary.**

Member FDIC EQUAL HOUSING LENDER

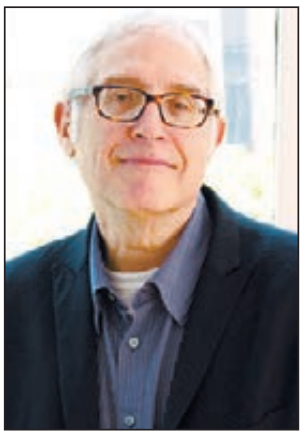
Q&A *Continued from page 3*

brands' profiles and help them amplify their messages—whether it's working with influencers, media partners or using their own channels.

In addition, the upcoming new June [pre] Coterie market will expand the Vintage@Coterie section to include beauty and will be open to consumers.



Emilie Lewis



Ed Mandelbaum



Cindy Morris

Jennifer Bacon

Fashion & Apparel Show Director
Texworld USA
Apparel Sourcing USA
www.texworldusa.com
www.apparelsourcingshow.com

In the coming years, traceability will be a must as consumers are more concerned now than ever about where their products are originating from.

Traceability is an integral part of the process contributing toward sustainability, and the textile sector has seen an unprecedented demand for sustainable products from consumers.

There is a strong movement and focus on corporate responsibility and for suppliers to provide socially acceptable and eco-friendly solutions. Traceability and sustainability both feed into this as companies look to fulfill this need. In this day and age, sustainability is not just an option but a growing necessity.

While technology is always evolving, trade shows themselves uphold a unique quality by enabling visitors to actually see and feel materials in person while building their business relationships at the same time.

Face-to-face interactions at our trade shows build trust, understanding and a real sense of a shared mission. It's so easy to misinterpret an email in this digital age, so personal connections can make all the difference in the world when dealing with your partners.

In-person interactions have a greater sense of accountability on both sides, trusting your counterparts and having an overall efficiency. An important aspect of our shows is networking for both buyers and exhibitors, which cultivates both old and new connections.

Hillary France

Cofounder and Chief Executive Officer
Brand Assembly
www.brandassembly.com

Over the last five years, our team has worked to broaden exposure for emerging and established brands through our commitment to evolve ahead of the retail landscape.

In the last year, we've made priorities of expanding our category offerings, reaching emerging, local markets and exploring new avenues through our programming.

Through our expansion into two new markets (New York and Dallas), we've come to see the true value of these regional ecosystems. Our brands have benefited from direct contact with high-level buyers who prefer to buy close to home, and our buyers, in turn, have shown a keen interest in our elevated array of brands.

In the next three years, we hope to continue supporting these underserved regions as we continue to experiment with new categories such as lifestyle and beauty, which we are just beginning to deploy with the help of partners like Ban.do, Sugarfina, Casery and more.

We also hope to continue building upon the solid foundation of Brand Assembly's community through our programming in Los Angeles, New York and Dallas. As an industry leader in interactive, informative panel discussions and workshops, we are continuously working to provide our network with content of the highest caliber.

As always, Brand Assembly will maintain the mission to provide our brands, buyers and industry professionals with fresh, exciting trade shows that reflect our specific voice and vision.

Desiree Hanson

Vice President, Fashion Events
Womenswear In Nevada (WWIN)
Clarion UX | Urban Expositions
www.wwinshow.com

With the ever-changing business climate affecting most industries, the WWIN shows are evolving as well. We're launching a number of ongoing show enhancements, changes and new initiatives to continually strengthen exhibitor return on investment and the attendee experience at WWIN.

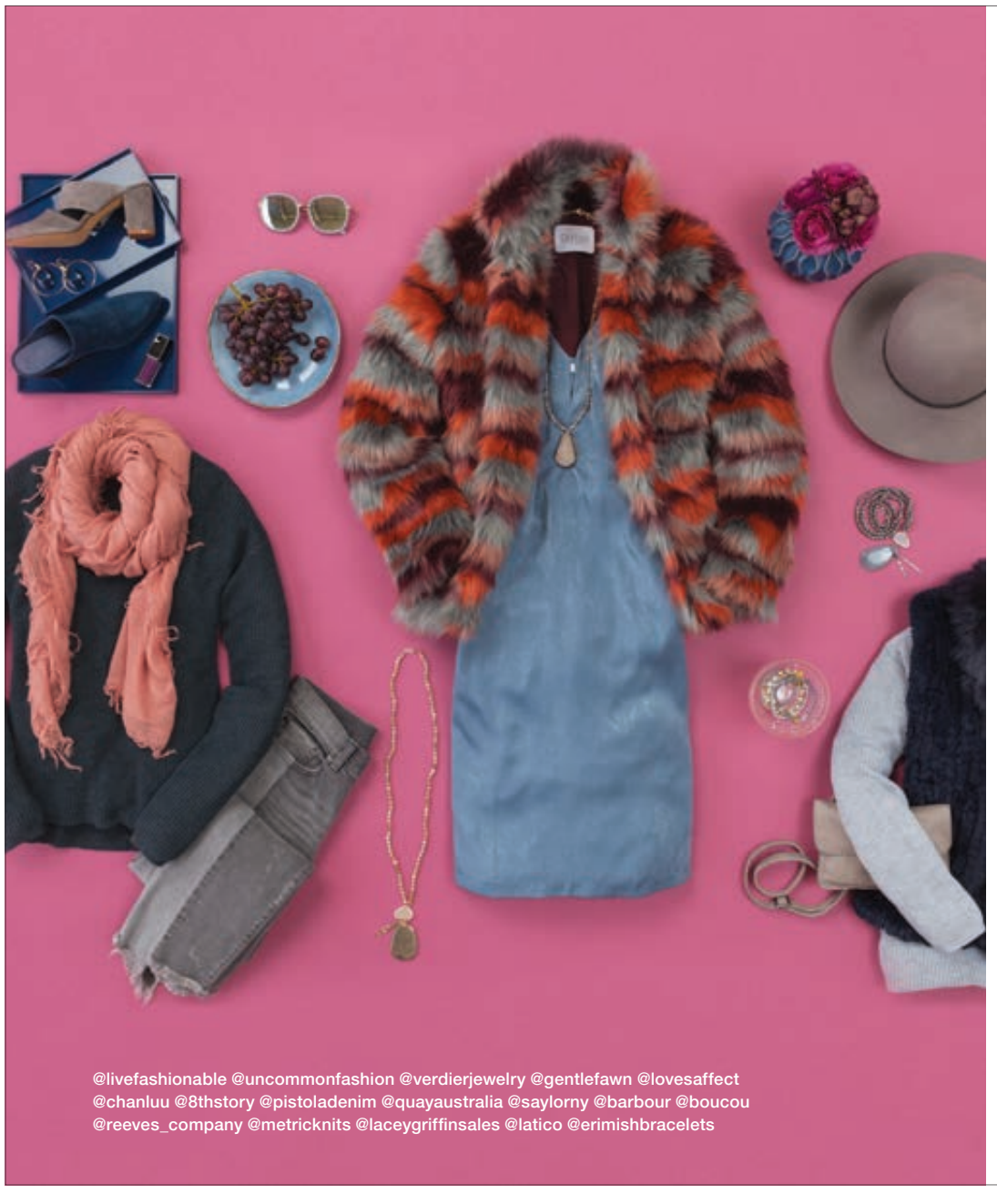
Over the next three years, these changes will be reflected in a number of areas, including:

Production Selection and Merchandising: Throughout its 20-plus-year history, WWIN has built a strong reputation as an order-writing womenswear show with heavy emphasis on the modern, updated (misses) sector. While we will never lose sight of this key-sector foundation, our sales team is working to bring in more new, different, better brands and fresh, contemporary lines along with expanded accessories offerings to meet the needs of the buyers.

We continue to refine booth placement to ensure the show floor is merchandised in a way that makes the most sense for our buyers and exhibitors. We redesigned our popular Fashion Showcase lobby displays earlier this year and will update and refresh these featured areas giving buyers a fun preview of what they'll find inside on the show floor.

The Experience—Matchmaking, Networking, Events:

➥ **Q&A** page 6



Atlanta Apparel

Mark Your Calendars for 2018–2019

Atlanta has all your buying needs. See the latest styles, learn expert tips, attend fashion shows, and network–all in one location.

June Atlanta Apparel
SHOWROOMS & TEMPORARIES: **June 13–16, 2018**

August Atlanta Apparel
SHOWROOMS: **August 7–11, 2018**
TEMPORARIES: **August 7–10, 2018**

October Atlanta Apparel
SHOWROOMS: **October 16–20, 2018**
TEMPORARIES: **October 17–20, 2018**

February Atlanta Apparel
SHOWROOMS: **February 5–9, 2019**
TEMPORARIES: **February 6–9, 2019**

April Atlanta Apparel
SHOWROOMS: **April 2–6, 2019**
TEMPORARIES: **April 3–6, 2019**

Register Today: AmericasMart.com/Reg

Dates are subject to change. | ©2018 AMC, Inc.

AmericasMart Atlanta

CMC

MARKET WEEK / JUNE 18-20
FALL / HOLIDAY 18

COMING INTO

FOCUS



SHOWROOMS

The only fashion showroom building in DTLA featuring dedicated Men's, Women's & Children's floors

SELECT / TRANSIT

Explore women's apparel, accessories, footwear, beauty & gift from brands showing exclusively at Market

KID'S MARKET

Discover the world's top kid's brands in one location in the heart of DTLA

ATTEND: CMCDTLA.COM/REGISTER
EXHIBIT: CMCDTLA.COM/APPLYTOEXHIBIT

California Market Center | 9th & Main, Downtown LA
www.cmcdtla.com | @cmcdtla | 213-630-3600

Q&A *Continued from page 4*



Sharifa Murdock



Lucia Palacios



Judy Stein

We launched our WWIN Buyers Club this year to offer concierge-level service to the show's key accounts and some new buyer segments.

As we continue to listen to our customers, we understand the important need to make new introductions and connections between buyers and exhibitors. Enhanced matchmaking opportunities will be introduced to connect buyers with exhibitors who match their profile.

Buyers can also look forward to a more robust event roster at WWIN, with the addition of high-energy fashion shows, more educational WWIN workshops and retailer panel discussions. WWIN will also continue to enhance its popular complimentary breakfast and lunch feature with fresh, new themed menus and fun food offerings.

These changes and other show enhancements are all in direct response to feedback from our customers, and that's one thing that will never change at WWIN. Our show selection, services and features will continue to evolve to most effectively meet the business and professional development needs of our buyer and exhibitor audiences.

Stephen Krogulski
Chief Executive Officer
Offprice Show
www.offpriceshow.com

Our community is looking for more business opportunities year-round, not just at the Las Vegas and New York City retail trade shows that have been our roots.

People asked for more interaction online, and we responded by launching our online marketplace at *Offprice365.com* this February. Over the next few years, we're expecting the online extension of our trade show to grow and help offprice buyers and sellers connect in ways that may not have been previously possible.

Small boutique owners to national-level buyers—and everyone in-between—will find value in incorporating an off-price strategy in the years ahead, whether it be through online or offline channels.

Our buyers are busy. Many own and operate their own retail stores and finding the time or money to travel to trade shows isn't always possible. So far, Offprice365 has been a great tool for buyers who can't attend every show. For others, it's been a valuable resource for sourcing quick fill-in products for their stores between shows.

Over the next three years, we'll focus on growing our Offprice community 365 days a year, no matter whether buyers and sellers are scrolling their feeds at home or shaking hands on the show floor.

The retail landscape is evolving. Major department stores are shuttering, but new stores and boutiques are opening new storefronts as well. Especially for new business owners, educational opportunities and networking are key to launching a successful store. In the next three years, we're hoping to offer more educational opportunities, both at the show and online.

Products in the off-price channel fall under many more categories than clothing, footwear and accessories. We're reaching out to our community to find out which products would boost their margins and satisfy their customers but also enhance our show. You can sign up for the Offprice Show newsletter online for show updates as they happen.

Gilles Lasbordes
General Manager
Première Vision
www.premierevision.com

The question is more how we see the trade-show business evolving in the next three years because it's already changing quickly.

Actually, regarding Première Vision's specific sector—the one of selective, creative, international fashion trade shows—we see it going to an articulation between complementary physical shows and digital events.

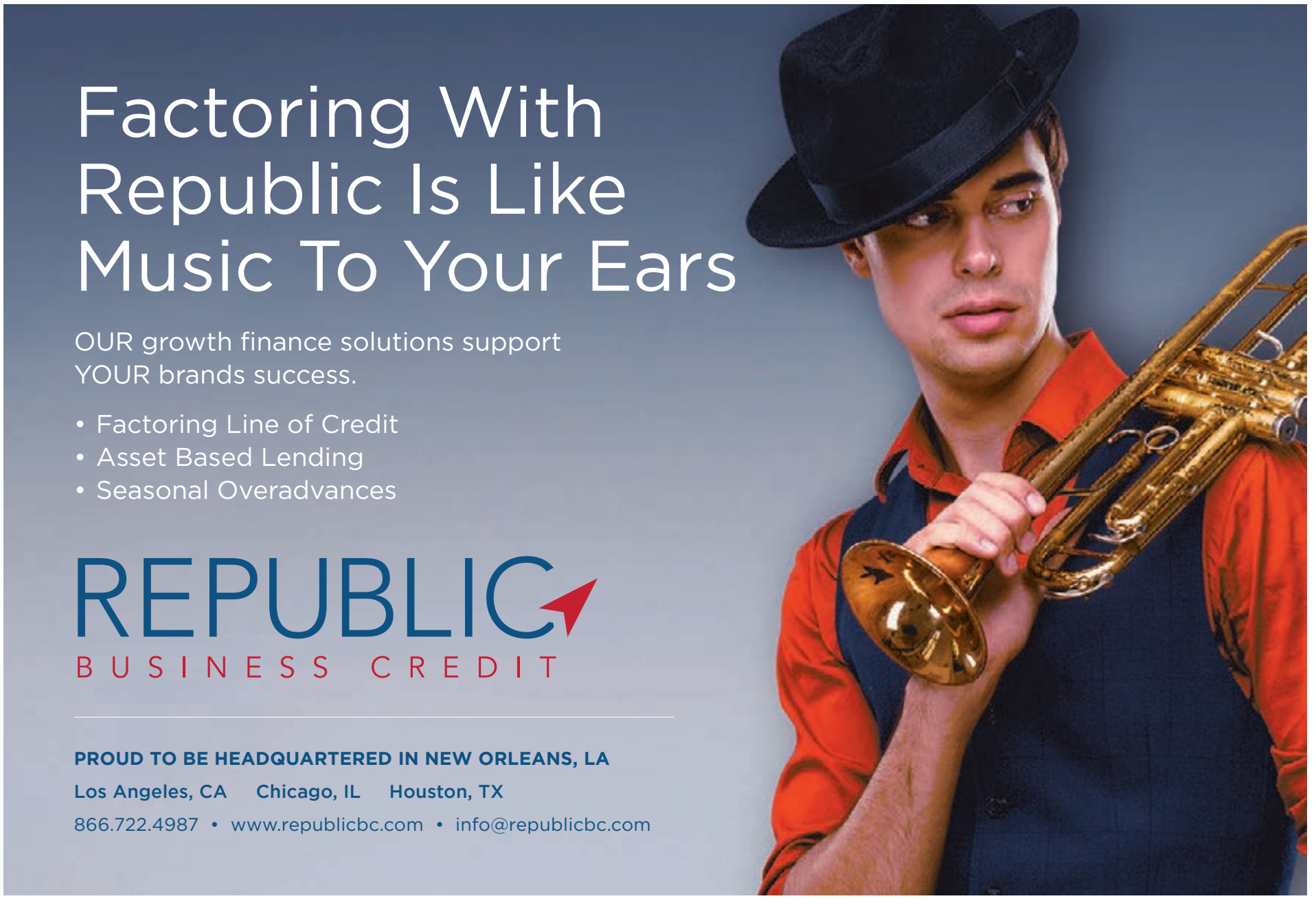
There still needs to be physical moments, which are the actual trade shows. They are to become more experiential events where brands and designers get inspired, learn, exchange and get information.

At specific dates, those trade fairs are times for the industry to meet, to feel the trends, to discover a selective and creative offer, to touch the material as well as meet providers and clients and do business.

But in addition to these physical appointments, we see digital tools and zones growing, allowing the industry to carry on making business all year long in response to the need of continuous sourcing for brands.

That's the actual direction Première Vision is taking in the next few years through its new Marketplace. This new digital platform will be launched officially in September and will present online booths and areas for every exhibitor. Through this new digital space, people can communicate and have a digital window all year long. It's a platform that is more business oriented, providing services, visibility and a rich offer throughout the seasons.

This is how we see our trade shows evolving in the next three years: digital continuous events complemented by more-experience-oriented punctual physical shows.



Emilie Lewis
Director
California Market Center
www.californiamarketcenter.com

Moving into the second half of 2018, the California Market Center has gone through some highly anticipated changes and is expecting many more ahead in the coming months and years.

We are excited to announce that the CMC has undergone a complete change in building and show management. Now owned and operated by Brookfield Properties, one of LA's premier-real-estate-development firms, the CMC is in expert hands.

Over the next two years, Brookfield's mission is to completely renovate the building—inside and out—reinvest in our fashion trade events, expand our retail and brand partnerships, revive the CMC as the permanent home to hundreds of fashion showrooms, and, ultimately, breathe new life back into the Los Angeles fashion community.

Brookfield has also hired a brand-new show-management team to run the CMC and our trade shows: LA Textile and Select/Transit. We are excited to welcome six new team members from some of the leading fashion trade-show and events companies in the world.

Combined with our team of knowledgeable, longstanding CMC staff, we are thrilled to have a strong and dedicated team supporting our building and trade shows.

On our team, we have the prior events director of Saks, the senior marketing manager of UBM Fashion, the account executive of Project Womens, the buying manager of Kitson, the retail manager of G-Star RAW and myself, the former director of Coterie. Together we have produced more than 700 fashion trade shows and events and have more than 100 years of experience in the B2B fashion wholesale industry.

October 2018 will present one of our most anticipated changes to our show portfolio—the rebrand of our Select and Transit shows. They will be combined into a new curated show environment called Label Array.

Attendees can expect to start seeing improvements during the June edition of Select/Transit and a completely new experience in October for LA Textile and Label Array. We are excited to unveil a re-imagined and refreshed platform to shop, learn and network within the heart of the iconic LA Fashion District.

We've been listening to the feedback of our brands and buyers and are making every effort to quickly roll out bold changes to our shows by providing an elevated and improved aesthetic, on-site experience, brand portfolio and retail presence. These changes are only the start of what's to come for the CMC, and we look forward to working closely with the fashion community to elevate the CMC to heights it has never experienced before.

Ed Mandelbaum
Cofounder
Designers and Agents
www.designersandagents.com

Three years is a lifetime in fashion years. We are thinking more about what is happening now and what is coming next to engage both our retail audience and our exhibitors on a regular basis.

D&A's strength is the ability to be responsive to the changing landscape in our segment of the market. With that in mind, D&A will launch independent goods (i.e.g.) at its upcoming Los Angeles show June 18–20.

I.g. will contain a selection of well-curated offerings—each with its own distinct identity. It will be a cross-category offering drawing from the areas of ready-to-wear, accessories, beauty, wellness and decorative objects.

Designers & Agents has had a broad focus on independent ready-to-wear and accessories and has also put a spotlight on sustainable design.

Independent goods will add another layer to the mix, which speaks to the show's passion for creative integrity and the necessity for retailers to have a broader range of great product.

Cindy Morris
President and Chief Executive
Dallas Market Center

The most important word we are using when forecasting our business is engagement.

Three years from now the competitive pressures on retailers will only be greater, so our customers—both buyers and sellers—need more efficient and inspiring methods of engagement with people and products. That's why we are investing in new platforms, tools and an enhanced show experience that adds engagement value for our customers.

What does that mean? More space dedicated to emerging designers and smaller companies to support their point of view and fresh designs, which retailers crave. That will also mean capitalizing upon our unmatched range of categories and even adding new categories of product to help retailers thrive.

And that means delivering information while at market that helps educate and inspire via digital and mobile tools. As stores compete for the attention of consumers who are spending more time and money on technology, services and events, those elements need to be integrated into our trade events.

So our technology, our services and our events need to be highly engaging and experiential. By working together, we are ensuring that three years down the road we are creating even better reasons to do business in Dallas.

➥ **Q&A** page 8



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

Factoring Made Simple.

No bells, unnecessary, really. No whistles, not needed as well. No tricks. Ditto.
At Goodman Factors, we simply offer smart, dedicated good service from an experienced team of pros. Along with money at competitive rates when you need it—today, for instance.

Goodman Factors

Since 1972

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



73
1945-2018
Seventy-three years of news, fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

EXECUTIVE EDITOR
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
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 ESPINO

PRODUCTION MANAGER
KENDALL IN

EDITORIAL DESIGNER
JOHN FREEMAN FISH

CREDIT MANAGER
RITA O'CONNOR

PUBLISHED BY
TLM PUBLISHING INC.

APPAREL NEWS GROUP
Publishers of:
California Apparel News
Waterwear
Decorated

EXECUTIVE OFFICE
California Market Center
110 E. Ninth St., Suite A777
Los Angeles, CA 90079-1777
(213) 627-3737
Fax (213) 623-5707
Classified Advertising Fax
(213) 623-1515
www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.

CIRCULATION VERIFICATION COUNCIL

Q&A *Continued from page 7*

Sharifa Murdock
Partner
Liberty Fairs
www.libertyfairs.com

Over the next three years we will continue to invigorate our three trade shows—Liberty, Capsule and Cabana—with more consumer-facing elements and enhanced brand activations.

We know that our brands want a platform where they can not only do business but also showcase the incredible things they are creating to innovate and stand out in the industry and to their customers.

We are going to continue with our programming, including Assembly and The Pillars, to give all of our attendees the chance to connect and discover. Assembly in Las Vegas was a big success that brought brands, buyers and the general public together to listen and learn from the thoughtful leaders in our industry.

The Pillars proved to be a really interesting feature on our floor that presented collections focusing on important topics, including collaboration, sustainability and exclusivity. So we are going to continue with this and expand it with more categories and brands.

We also just acquired Capsule, which will be positioned as the women's answer to Liberty (which only showcases men's and dual-gender brands).

The next few years are going to be exciting for the Liberty community as we continue our growth and evolution to help bring the best in emerging and established fashion to the forefront of the industry.

Lucia Palacios
Executive Director
Apparel Sourcing Show
Guatemala Apparel & Textile Association
www.apparelexpo.com

The Apparel Sourcing Show follows the market trends of the United States because those trends are the show's main market emphasis. The show exhibits an integrated supply chain to meet with those market demands and the newest trends.

I think the show will have a lot of technology and machinery, software, new fabric developments and other necessary inputs that make this industry more competitive, faster and flexible for our markets.

Judy Stein
Executive Director
Swimwear Association of Florida/Miami SwimShow
www.swimshow.com

SwimShow is the premier resource for buyers from all swimwear categories and caters to designer boutiques, resort shops, specialty stores, surf shops, department stores, mass merchants and more.

The four-day trade show is considered the swimwear industry's biggest, best and most established annual exhibition. In keeping with that framework, we always challenge ourselves by adding or reinventing small elements that can make our show better.

The mission of our organization has always been about quality, quantity and convenience. We understand that the benchmarks of a successful show are measured by these standards, and we look forward to not just meeting but also surpassing these expectations year after year with the top brands and the most significant buyers all under one roof.

Caron Stover
Vice President of Apparel Trade Show Sales
Atlanta Apparel
www.AmericasMart.com

Atlanta Apparel is centered on creating an unparalleled market for our buyers and exhibitors. In the next three years, we will continue to focus on all aspects of that experience.

From educational seminars and cutting-edge fashion shows to influencer networking events, stunning photo shoots and physical expansions, attendees can expect major enhancements that will take the market to the next level.

Known for its rapidly growing and celebrated collections, Atlanta Apparel promises to deliver even more quality and variety in the future. Fashion-forward retailers can count on more emerging designers and new brands coming to Atlanta, augmenting the current lines of trend-driven contemporary apparel, shoes and accessories. As an example, the Resort collection will be enriched as Atlanta Apparel positions itself to become the top destination for that category.

As collections continue to evolve, Atlanta Apparel is positioned to move beyond regional strength to offer a national experience to our buyers, built on burgeoning relationships and expanded exhibit space.


Caron Stover


Mary Taft

However, Southern hospitality will always be integral to our markets. Atlanta Apparel prides itself on its strong local ties and will continue to strengthen its relationships with the community. Market-goers can anticipate more collaborations with area businesses—breweries, wineries, chefs—for a glimpse of what Atlanta has to offer.

With strong leadership and strategic planning, Atlanta Apparel looks forward to the coming years and meeting challenges and opportunities with fresh ideas and new vision for the industry.

Mary Taft
Executive Director
Fashion Market Northern California
www.fashionmarketnorcal.com

FMNC will continue to offer a very cost-effective show for both the buyers and manufacturers who attend. The one-night free hotel room offered to new buyers upon their first visit to the show is a popular perk because once they see how convenient the show is, they usually return.

FMNC will still offer lunch, parking reimbursement, hotel shuttle, continental breakfast, afternoon treats and the Monday night "Sip & Shop" event.

The San Mateo County Event Center venue offers a great location, which is only 20 minutes from San Francisco, an easy drive from wine country, Marin County, the East Bay and the Central Valley.

The unique booth system gives a fresh backdrop for all merchandise categories, unlike any other shows.

FMNC offers a real sense of community—to exhibitors as well as buyers—and will continue to offer a friendly and fun shopping experience. ●

CMC

COMING INTO

FOCUS



OCTOBER 3-5
FW 19/20

LA TEXTILE

The West Coast's largest and most comprehensive presentation of fashion textiles, design and production resources from around the globe.

ATTEND: CMCDTLA.COM/REGISTER **EXHIBIT:** CMCDTLA.COM/APPLYTOEXHIBIT

California Market Center | 9th & Main, Downtown LA | www.cmcdtla.com | @cmcdtla | 213-630-3600

Shop & Dine

By Andrew Asch and Dorothy Crouch

Keeping pace with a busy trade-show schedule is exciting but exhausting. At the end of a day spent running between appointments, making new connections, visiting with longtime partners and negotiating deals, enjoying a delicious meal or strolling around a unique shop is the perfect way to recharge.

Save energy by planning ahead by making reservations and thinking about how to spend limited—but precious—leisure time. The following restaurant and retail picks are some of the freshest and most buzzworthy spots in every major trade-show city right now.



Traffic (before remodel)

LOS ANGELES

Traffic Los Angeles
The Beverly Center
8500 Beverly Blvd.
(310) 659-3438
www.shoptrafficla.com

One of Los Angeles' longest-running fashion boutiques at the Beverly Center is revamping its look and starting all over.

Soon, Traffic Los Angeles is scheduled to unveil a renovation that is so extensive that it will seem like a new store, said Michael Dovan, Traffic's owner.

"It was demolished. We started from scratch. We built it from there," he said of the new Traffic Los Angeles site. Located on the sixth floor of the shopping center, the 5,570-square-foot boutique was designed by Design Research Studio, headed by star interior designer Tom Dixon. His dramatic and occasionally avant-garde interiors and lighting designs gained a lot of headlines in 2016 when he opened a self-named Tom Dixon store at the Platform retail center in Culver City, Calif.

The new Traffic Los Angeles will include women's and men's clothing under the same roof, but they'll be divided by a barrier. Dovan said shoppers will be able to walk around the barrier to get to various points of the store. But they won't be able to see through the barrier, which will give the opposite sexes some privacy while shopping. Until recently, Traffic Los Angeles ran separate men's and women's stores at the Beverly Center.

The shop's commitment to high-end and adventurous designers will continue. The merchandise mix will include Alexander McQueen, Balmain, Commes des Garçons, Dolce & Gabbana, Off-White, Thom Browne, Isabel Marant, Haider Ackerman and Ann Demeulemeester.

Since opening its first Los Angeles boutique in Hollywood in 1977, it has gained fame and in 1984 became one of the Beverly Center's first tenants. Traffic has been known to be a go-to place for designers. "Traffic played a major role for fashion in LA. They were the forerunners and the trailblazers in fashion," said veteran stylist Bernard G. Jacobs. "LA is basically a denim and T-shirt town. But Traffic carried Issey Miyake and all of these Japanese brands. They had all these things that no one else had. You couldn't be in LA without coming to Traffic."





MURPHY O'BRIEN

Breva



Le Point



HEATHER LOCKWOOD

Birdsong

Breva
939 S. Figueroa St.
(213) 660-3006
www.brevadtla.com

Following a redesign, the iconic Hotel Figueroa in downtown Los Angeles reopened in February with a slightly updated look. The former YWCA hotel for women first opened its doors in 1926. While the renovation provided a fresh look, some of the original Spanish Colonial–style elements remain.

The new restaurant's interior was designed by Adam Goldstein, Leslie Kale and Christian Schulz of the Santa Monica, Calif.–based Studio Collective. Inside the long space with high ceilings, green leather–upholstered tufted booths are set against one wall paneled in light wood. The other side features banquette-style seating while marble-top tables line the center of the space. Natural light illuminates the space from windows that look out onto a lobby waiting area while lamps affixed to the walls and chandeliers hang from above, providing comfortable lighting at night.

With this redesign, four-time James Beard award nominee Chef Casey Lane signed on to create dining experiences, teaming up with bartending expert Dushan Zaric for the hotel's restaurants and bars, including Breva, which is named for a Spanish fig and serves Basque-inspired fare.

A bar menu features light servings, including gazpacho, ham-and-cheese croquettes, oysters and hummus with crudités and flatbread. Small plates include fried potatoes with romesco aioli, yams with serrano-chili yogurt and chives, a bone marrow–and–chimichurri celery salad, mushrooms roasted with Pedro Ximenez sherry and za'atar chicken wings complemented by a sherry glaze.

In addition to its beef offerings—which include a dry-aged burger, 40-day dry-aged top round, 40-day dry-aged short rib and 35-day dry-aged T-bone—Breva serves easy main dishes, including a roasted cauliflower chop with walnut-and-caper salsa and shellfish and chorizo served in sherry. Finish the meal with the mille feuille, a buttery pastry that features honey mascarpone cream and rose-petal jam.

SAN FRANCISCO

Le Point
301 Valencia St.
(415) 400-4275
www.shoplepoint.com

San Francisco gained an unfair reputation as being a town filled with hoodie-wearing tech nerds, said Pauline Montupet, the owner/buyer for Le Point, located in the city's Mission District.

San Franciscans are becoming more interested in fashion, and they're ready for the independent and emerging fashion labels at Le Point, she said. "San Francisco is a really casual town," she said. "You could wear a crazy statement skirt, but you would have sneakers on. … Our point of view is to make conceptual fashion accessible and fun." A typical look for Montupet would be black trousers, a white T-shirt, sneakers and mesh socks.

She started her fashion career as a stylist who worked on editorial shoots for some of the Bay Area's big brands, including Levi's and The Gap. Part of the fun of running a shop is developing an editorial vision, like a shoot, and building it into the shop. She described the shop's look as having airy ceilings with a minimalistic aesthetic.

Montupet does the buying for the shop. When she tells brands that her boutique is in California, they often assume that she is interested in selling tank tops and shorts. "I say, 'You have never been to San Francisco,'" she joked.

It's rarely warm, but it's rarely as cold as the Northeast. Light jackets and sweaters always sell well at Le Point, she said. The shop's customers include international tourists and locals.

Brands sold at the 850-square-foot shop, which caters to men and women, include Creatures of Comfort, Opening Ceremony, Mr. Larkin and Veda. A lot of Le Point's merchandise has a casual style mixed with an artsy style. Looks range from swimwear to raincoats with a focus on dresses and tees.

➥ **Shop & Dine** page 12





Rockin Bettie



FORKED LIFE

Once



Elizabeth W



CASEY DUNN

Sassetta

Shop & Dine *Continued from page 11*

Birdsong
1085 Mission St.
(415) 369-9161
www.birdsongsf.com

Formerly of Saison and Atelier Crenn, Chris Bleidorn elevates farm-fresh cuisine at Birdsong, located in that South of Market district known as SoMA. Concentrating on sourcing ingredients from along the Pacific Northwest, Bleidorn's focus is on food preparation—such as in-house butchering, smoking and dry-aging meat in addition to cheese making—which lays the foundation for exquisite meals.

While the restaurant has been presenting its cuisine through a tasting menu since its May 1 opening, Birdsong will eventually offer items a la carte. The current preview menu includes Pacific scallops with salted liver in an apricot vinegar and ice plant; fish and chips served as halibut and pommes halibut with pommes soufflé; and a wild boar that is accompanied by grilled brassicas, grains and dried fruit. One dish on the menu that exemplifies Bleidorn's dedication to his craft is the creek-sourced, cedar-warmed trout that has been cured and smoked and served with skin and roe, horseradish mayonnaise custard made with dried bones and scraped belly meat.

Sommelier Freddy Foot created a wine list comprising European selections and others from the Pacific Northwest, which complements the flavors of Bleidorn's food.

Working with the design firm Saint, Bleidorn and his business and life partner, Aarti Shetty, created a space that takes its cue from the coastal regions and uses materials including locally sourced wood, Douglas-fir flooring and custom features including an oven suite and walk-in glass meat locker. Creating an inviting, homelike atmosphere, the team used custom Korean ceramic dishware in pastel colors from pottery specialists KwangJuYo to support the comfortable, light atmosphere.

LAS VEGAS

Rockin Bettie
1302 S. Third St.
(707) 877-3000
www.rockinbettie.com

Every April, people from across the globe travel to the annual Viva Las Vegas Rockabilly Weekend for car shows, dancing and concerts. The event is inspired by the 1950s sound and style of Elvis Presley, Buddy Holly, Marilyn Monroe and Bettie Page.

Las Vegas' Rockin Bettie boutique has been at the center of this rockabilly Woodstock for seven years. It hosts parties for Viva Las Vegas. It sells clothes at the car-show grounds, and the store's owner, Amy Ortiz, can always be found on the dance floor at Viva Las Vegas events.

In March, Rockin Bettie relocated to a 1,800-square-foot shop on a spot that offers a backyard. It's perfect for hosting intimate shows for rockabilly bands coming through Las Vegas, Ortiz said. One space in her shop is reserved for photo shoots, where rockabilly devotees can be photographed in vintage-style sets such as a 1950s kitchen. Another space is devoted to brands specializing in reproductions of rockabilly styles. Brands include American labels such as Bettie Page Clothing and Voodoo Vixen as well as Canadian brand Rebel Love Clothing and German label Atixo. The space offers clothes for men, women and children. Retail price points range from $30 to $140. Sizes go up to 5X for women.

Rockin Bettie has the reputation of being the real deal for people who live the rockabilly lifestyle, said Karen Mamont, a Viva Las Vegas promoter and a former marketing director for the California Market Center in Los Angeles. "We like to wear circle skirts, pencil skirts, clam diggers, straight-leg pants, peasant tops and Mexican-inspired outfits," Mamont said of the scene's styles. "Rockin Bettie covers all of the silhouettes."

WWIN
Womenswear in Nevada
August 13-16, 2018



1,500+ Womenswear Lines Under One Roof

Rio Hotel and Convention Center
Las Vegas, NV

A Whole New Show Experience
Even More New Womenswear Designs
New Opening Day Fashion Show | Reception
Fresh & Fun New Complimentary Breakfast & Lunch Menus
Free Parking
LYFT Ride Discounts
Big Savings At More Hotels
Show Specials & Giveaways
New WWIN Workshops
Much More!

www.wwinshow.com
#wwinshow

Once
The Venetian Resort Hotel Casino
3355 Las Vegas Blvd.
(702) 607-3797
www.oncelv.com

After launching Peruvian-influenced restaurants, including Mo-chica in Los Angeles and Marina del Rey, Calif.'s Paiche, chef Ricardo Zarate recently brought the flavors of his home country to The Palazzo. With the March launch of Once, which is the Spanish word for the number 11 and a nod to his birth order among 13 siblings, Zarate hoped to bring the flavors of his childhood in Peru to the Las Vegas strip while providing a moment to relax in a rustic, natural setting.

Accommodating 200 patrons, Once's décor was inspired by Peru and features live plants, which create floor-to-ceiling walls of greenery. The space is softly illuminated. For larger groups, there is patio seating featuring five communal tables.

In addition to creating dishes that showcase Peruvian flavors, Zarote's cuisine also pulls from Japanese culinary culture. This Peruvian-Nikkei blend can be found in specialties such as big-eye tuna sashimi ceviche with black truffle and kizami tiger's milk; arroz chaufa—or Peruvian fried rice—with snow crab, yuzu aioli and crispy calamari, and an ox-tail bibimbap with black mint stew, tacu tacu rice, fried egg and plantains.

For dessert, guests can indulge in a Pisco flan, passion fruit–and–guava sorbet or churros that are filled with white or dark chocolate or caramel.

While Once offers beer and wine, its cocktails are the star libations, with specialties including the Inca Trailblazer, a silver rum, Inca soda slushy with chicha morada or Yuzu Me, which is made with gin, wasabi simple syrup, lime and yuzu.

DALLAS

Elizabeth W
4214 Oak Lawn Ave.
(214) 616-9847
shopelizabethw.com

For those who know a little history about the Dallas Market, the name Robert Creel should ring a bell. He ran five fashion showrooms in Dallas under the aegis of Robert Creel & Associates.

He also worked as a sportswear buyer for Neiman Marcus. In January, he and his wife, Elizabeth Ward Creel, opened a boutique called Elizabeth W. It's located in the well-heeled Dallas enclave of Highland Park, where the 1980s TV soap opera "Dallas" was shot on location.

The Elizabeth W boutique is located in The Shops at Highland Park, a high-end retail center. The store's neighbors include complementary businesses such as a Drybar hair salon as well as tanning and nail salons.

With so many businesses vying for attention from Highland Park's fashionistas, it's crucial to create a point of difference. "It's all about customer service," said Ward Creel, who worked as a retail executive for more than a decade. "People are busier than ever and we want to create an experience for them. We provide personal styling, both in the store and in the comfort of their own homes. We do special ordering if they are looking for something that is not in the store."

Wardrobe consultation is another one of the boutique's services. Ward Creel said the store helps Highland Park shoppers create looks for the area's busy social calendars, which include luncheons and charity events.

The store's selection of clothing includes contemporary designer labels with retail price points that range from $40 to $1,200. "We've focused on bringing on emerging designers. It adds an additional layer to what people can already find," Ward Creel said.

Emerging labels include Canadian brand Beaufille, Delfi Collective, A Peace Treaty and Dorothee Shumacher. Up next for Elizabeth W is starting an e-commerce site in order to become an omni-channel retailer. "This is the way you stay relevant in this market," the store owner said.

Sassetta
1617 Hi Line Drive, Suite 395
(214) 307-5690
www.sassetta-dallas.com

Opened one year ago, Sassetta offers Italian specialties and is famous for its handmade pasta and wood-fired pizza. Offering fine Italian dining, Sassetta is located in the city's Decorative Center, a 10,000-square-foot-space. Under the direction of former CBD Provisions Executive Chef Michael Sidoni, Sassetta's team includes Chris Klimenko as executive chef and Richard Blankenship, who is the food and beverage director.

Diners who are interested in small plates for sharing should choose from dishes such as whipped ricotta with sourdough bread and extra virgin olive oil, fritto misto, yellowfin tuna crudo, steak tartare and dry-aged beef meatballs. While the pasta is well known around town, there is also pizza available to suit any palate. Recipes range from a simple—but satisfying—classic margherita to a gourmet taleggio, parmesan, black pepper and burnt honey pizza.

Those patrons who want to indulge in a hearty pasta dinner will find an array of different types including a gemelli arrabbiata, orecchiette with fennel sausage and potato gnocchi with a green-kale pesto.

If there is room for dessert, finish the meal with a roasted banana budino, chocolate hazelnut torta with olive oil and cocoa crumble, lemon layered cake, or an assortment of gelato or buttermilk panna cotta with a pistachio crumble and hibiscus syrup. The full bar offers wine by the glass or bottle, beer and cocktails, such as the Sassetta Spritz made with aperol, prosecco and rosa vermouth or the Bicycle Thief, which includes rye, bonal, cynar and sweet vermouth.

➥ **Shop & Dine** page 16



WHERE **SPECTACULAR** HAPPENS

NEW YORK WOMEN'S
JUNE 10-12, 2018

NEW YORK
MEN'S & WOMEN'S
JULY 22-24, 2018

CHILDREN'S CLUB
NEW YORK
AUGUST 5-7, 2018

MAGIC LAS VEGAS
AUGUST 13-15, 2018
SOURCING AT MAGIC OPENS AUGUST 12

NEW YORK WOMEN'S
SEPTEMBER 15-17, 2018

REGISTER TO ATTEND OR APPLY TO EXHIBIT AT **UBMFASHION.COM**


UBM
FASHION
UBM



Next Century



DOUGLAS FRIEDMAN

Legacy Records



Antidote



SAMANTHA SANTIAGO

Chotto Matte

Shop & Dine *Continued from page 13*

NEW YORK

Next Century
21 Dey St.
(212) 227-9092
locations.c21stores.com/en/next-century

One of New York City's most celebrated fashion retail stories of the past year had its start in a bargain basement.

Since the early 1960s, Century 21 has been a purveyor of off-price clothes and runs about 13 department stores, mostly in the New York City area.

At its location in Lower Manhattan, Century 21 unveiled Next Century. It's a high-end concept boutique inside one of New York's prominent discount stores. The 3,100-square-foot Next Century has a coffee and tea bar as well as a lounge stocked with vintage magazines waiting to be read.

The star attractions are the clothes, of course. It offers back stock from designer brands, such as Balenciaga, Gucci and Dior. Also offered are emerging labels such as Maison Mayle and other limited-edition items.

Century 21's location in Lower Manhattan draws a tourist crowd, but Next Century has a fashion-insider sensibility. The people who started the concept store were Century 21 co-owners Isaac Gindi and Chrissie Miller. Miller founded a fashion line called Sophomore, which had been sold in hip e-emporium Revolve and got ink from glossy magazines such as *Vogue*. She also produced a YouTube show called "Club Chrissie With Pharrell Williams."

Legacy Records
517 W 38th St.
www.legacyrecordsnyc.com

In the building that once housed the Legacy Recording Studio, Legacy Records restaurant opened in March as part of the new Ken Fulk–designed Henry Hall residential space. The green coffered ceiling inset with cane affords a retro atmosphere and is complemented by banquettes in a softly worn, caramel-color leather.

The Hudson Yards–area restaurant celebrates the bodies of water surrounding New York City through coastal American cuisine with Mediterranean touches. An alumnus of San Francisco's Rubicon and a Rising Star James Beard nominee, Ryan Hardy serves as the executive chef while Henry Zamora, formerly of The French Laundry in Yountville, Calif., came on board as the chef de cuisine and Jeff Bell joined the team as Legacy Records' director of bars.

The crudo menu features dishes such as Montauk tuna belly and Japanese sea urchin with Dungeness crab and lime. Small plates include sprouted-seed bread with cultured butter and rosemary lardo; hand-pulled mozzarella with celery, apple and almonds; and wood-roasted octopus with mint salsa verde.

Pasta dishes include a ravioli served with spring peas and charred baby leek and spaghetti prepared with cuttlefish and a sauce made from its ink. Meant for sharing between two guests, the risotto is prepared with sweet peas, prosciutto and Parmesan cheese. Patrons who prefer roasted dishes will enjoy selections such as the Block Island black bass served with artichoke and squid, branzino with a salsa verde and Amalfi lemon, or dry-aged beef rib eye with spigarello, chantarelles and garlic.

In addition to a gelato selection, the dessert menu offers strawberries with cherry blossoms and goat-milk fior di latte, rhubarb poached in elderflower accompanied by Greek yogurt and honey crunch, and a dark-chocolate meringata with Venezuelan rum cake and Indonesian long pepper.

MIAMI

Antidote
2613 NW 26th St.
(786) 615-3395
www.antidotestore.us

The world needs more sustainable fashion, Sophie Zembra said. So she opened her sustainable fashion shop in Miami, which had few eco-fashion boutiques.

The sustainable clothing category is going through a change and beyond its roots of basics made with eco fabrics, Zembra said. It's clothing with a contemporary and design edge.

She believes that people will come to Antidote to shop for fashion they love first. "It was a challenge to give people a product they want and make it sustainable. Sustainability was the cherry on the cake," she said in her French-inflected English. If sustainable clothing is made with a stylish edge, sustainable fashion will become the norm, Zembra said.

The boutique's retail price points range from $20 to $2,000. Brands sold at the store include leading sustainable fashion brands including Stella McCartney and Edun. Also sold are

➥ **Shop & Dine** page 18

Get into the next



CALIFORNIA ApparelNews

TRADE SHOW SPECIAL SECTION

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

(Advertisement)



Texworld USA and Apparel Sourcing USA bring the best in vendors and educational seminars to a growing list of attendees

Spanning five halls and 118,000 square feet of New York City's Javits Convention Center, Texworld USA is an annual juggernaut of a textile and sourcing trade show, encompassing both Apparel Sourcing USA and Home Textile Sourcing USA. Now in its 12th year under the umbrella of Messe Frankfurt North America, Texworld USA will take place July 23–25, 2018. The show draws an ever-expanding crowd of attendees. Some 7,000 buyers are expected, and the event will feature 15 product categories and upward of 500 vendors at Texworld and 200 at Apparel Sourcing. While the show does attract major buyers, its "sweet spot" is mass market, for whom price point, in addition to quality, is key.

The goal, as always, according to Show Director Jennifer Bacon, is to be a "must-attend destination that offers a platform for networking, sourcing, and education." Texworld USA draws a wide variety of vendors from China, Hong Kong, South Korea, and Taiwan along with Turkey, Colombia, Peru, and Central America. Since Bacon took charge of the show, she has assiduously worked to upgrade and maintain the quality of the exhibitors. A selection committee vets all applicants to ensure the offerings are of high quality.

Beyond the buying and selling opportunities, however, Texworld USA is a highly informative event and is always elevating its offerings to help its attendees achieve success. "Texworld's big thing is education," Bacon points out. Topical seminars, panel discussions, roundtables, and how-to workshops punctuate the daily schedule and all are free of charge. That fact is a significant added-value component, particularly for startups and small companies, whose interests are very much the focus of Texworld USA. "We have a lot of programs for startup businesses," Bacon says. "They may not have the time nor resources to pay for the education we offer."

The show gathering is exuberant and dynamic, the possibilities so numerous and varied, that it can be somewhat intimidating at first. Bacon and her staff understand that and work hard to provide various focal points highlighting the trends of the season for Autumn/Winter 2019–2020. There is the traditional Texworld Showcase Trend area, which features a curated selection of on-trend textiles offered by exhibitors at the show, along with an accompanying booth number where they can be found. A second trend area spotlights a particular fabric, such as last year's focus on denim. For Summer 2018, the trend is "Fabrics, Trims, and Accessories." Yet another focal point is Resource Row, "a value-added for attendees," Bacon says. These booths offer information on such topics as recycling solutions, trend forecasting, business development, and textile education.

The ample educational opportunities this year also include the Texworld USA Seminar Series, organized by Lenzing Fibers, who is a longtime staple of the show. These seminars will cover diverse industry-specific topics and be held multiple times throughout the day. Among the offerings include a talk on color trends by Vice President of the Pantone Color Institute Laurie Pressman.

Texworld also offers the more casual and interactive Textile Talks in conjunction with Lenzing and StartUp Fashion. There will be numerous sessions each day with panel discussions among industry experts once again dealing with relevant topics to the trade. The more intimate Apparel Sourcing USA has a Spotlight area featuring "The Art of Customization—Findings, Trims, and Accessories." The show will also feature a trim activation curated by the Trim Queen, Jana Platina Phipps, a New York City–based embellishment expert known for her refined vision in the use of trimmings in fashion and home furnishings. Phipps will also be conducting a hands-on workshop on how to create trims. "This generation values individuality. Recent apparel has heavy trims—tassels, buttons, zippers, pom-poms, lace. It's taking a garment and making it unique and something of your own."

New for 2018 is a collaboration with Fashiondex called the Local Loft. This area will be a place for local and sustainable manufacturers and factories who have small minimum-order requirements to showcase their fabrics.

There's so much to see and do in a few short days that, in response, Bacon has expanded the relatively new Explore the Floor program, in which industry experts offer personal guided tours of the show floor to acquaint buyers on various topics such as sustainability. And that is the great advantage of Texworld USA—a quality that has garnered the trade show a fiercely loyal following—its desire to provide all the help its participants need to do business as efficiently and completely as possible and to learn something new in the process.

"There are actually a lot of treasures hidden in this show," Bacon says. "We encourage buyers to meet with their current suppliers and they will also find gems with new suppliers."

TEXWORLD USA
apparelsourcing USA
messe frankfurt

Register to attend
texworldusa.com

July 23–25, 2018
Javits Center, New York City

Shop & Dine *Continued from page 16*

emerging brands including Where Mountains Meet; brands focusing on recycled and repurposed clothes, including Re/Done; and labels that vow to use no animal products, including Wylde. Many of Antidote's vendors manufacture their products domestically.

The 1,110-square-foot boutique put its credo in its physical design. It was constructed with eco cement, nontoxic paints and natural woods. Colors used in the boutique include pinks, greens, blues and yellows.

Chotto Matte
1664 Lenox Ave.
(305) 690-0743
www.chotto-matte.com/miami

The London-based Chotto Matte opened its first location in the United States earlier this year by choosing a Miami Beach location with a soaring ceiling that opens with a retractable roof. The brand fits nicely into its new home near Lincoln Road.

Known for its sushi and robata-grill dishes, Chotto Matte serves small plates intended for sharing. Led by chefs Jordan Sclare and Jimmy Gallagher, Chotto Matte brings the Nikkei-Peruvian dining experience to South Beach.

Starters include Nikkei gyoza, beef-fillet tataki served with aji panca and passion fruit salsa, and Chotto ceviche. Sushi and sashimi offerings include traditionally prepared dishes and Nikkei-dressed sushi such as tuna yuzu soy, branzino ceviche and eggplant miso.

On the tasting menu, four different sharing experiences are available, including Nikkei styles, a vegetarian selection and a chef's menu. For its anticuchería barbecue, the restaurant applies the traditional Peruvian flavors to different seafood and meats including gambas tigre a la parrilla, a tiger shrimp in aji lemon garlic and nashi pear salsa. There is also an oji de Costilla, or 28-day aged Angus rib-eye steak.

There is also a Nikkei robata menu with dishes including spicy teriyaki beef fillet with a pomegranate salsa, miso chicken served with a yellow chili salsa of carrot and daikon, and a maize huancaina, which is corn served with yellow chili and queso fresco. Chotto Matte's anticuchería barbecue features dishes that are chargrilled over hot coals after soaking in a marinade that uses aji panca and amarillo chili.

If there is room for dessert, Chotto Matte has a dessert platter customized for each table.



Ponce Denim Company



CHRIS WATKINS

Bulla Gastropub

ATLANTA

Ponce Denim Company
Ponce City Market
675 Ponce De Leon Ave. NE
(404) 532-1055
Instagram.com/poncedenimco

High-end denim is an obsession in Los Angeles, but the denim game also is a big deal in Atlanta. The Georgia state capital is one of the leading cities for production of hip-hop music with recording artists and producers looking to outfit themselves in the best denim. Ponce Denim Company hopes to give Atlanta's stylish people a wide selection of fashionable jeans.

The shop offers brands that might be new to Americans, such as the Japanese label Edwin. Also offered are premium-denim brands from G-Star and Nudie to Levi's. Entrepreneurs Farshad Arshid, his wife, Sandy Arshid, and Ruel Chambers decided to open their jeans shop at the happening Ponce City Market. It's a mix of unique stores and restaurants, some located in a food hall that occupy a renovated building that was recently listed in the National Register of Historic Places. Ponce City Market formerly served as a store and distribution center for Sears, Roebuck and Co. The Italian-renaissance revival building was once one of the largest structures in Atlanta.

While the jeans come with a high pedigree, Farshad Arshid said his store would serve as a place where people can hang out and listen to music. The store's interior includes a wood floor, marble shelving and a Louis XIV desk.

Bulla Gastrobar
60 11th St. NE
(404) 900-6926
bullagastrobar.com/locations/atlanta

With its September opening, Bulla Gastrobar brought Spanish cuisine to the Midtown area of Atlanta under the management of the Centurion Restaurant Group, which is led by Carlos Centurion, founder and president. Pronounced "boo-ya," Bulla is a slang word in Spanish for "chatter."

Featuring communal seating that encourages guests to engage in socializing and chatter, the Bulla space was designed by Celano Design Studio. The outdoor patio offers an inviting, convivial atmosphere with long, cushioned wooden benches and tables in light wood accented by dark frames. A more intimate second-floor dining area features dim lighting from chandeliers with large tear drop–shaped glass accents and natural light that shines through expansive windows.

At Bulla, chef Gino Buchelli—whose experience includes China Grill and Gabriela's Restaurant and Tequila Bar—treats guests to an array of cured meats, cheeses or tapas including shoshito peppers stuffed with mahón cheese, grilled octopus with corn puree and mojo verde, ceviche that is prepared with jalapeño and orange, chicken croquettes complemented by a creamy kimchi, and a tuna tartar with a Sriracha aioli. Entrées include Valencia-style rice paella with red sofrito, braised short ribs prepared with tetilla cheese potato foam and cipollini onions in a red-wine sauce, and salmon served with baby spinach, chickpeas and lemon cream.

In addition to a beer menu that includes Spain's Estrella Damm and Georgia's Sweetwater, Bulla features a tempting wine menu. ●





Factoring services designed just for you.

CUSTOM ACCOUNTS RECEIVABLES FINANCING

80 YEARS

DEDICATED FASHION INDUSTRY EXPERIENCE

QUICK RESPONSE TIME

Since 1937, Milberg Factors has been providing factoring services to the fashion industry. Whether it's financing, credit protection or receivables servicing you're looking for, we find a solution that's right for your business. We see every client as unique and distinctive, and craft a factoring arrangement specific to your needs. And, when you need an answer, you can expect a prompt response — each and every time.

For more information, contact
Dave Reza at (818) 649-7587 or Daniel Milberg at (646) 717-9213.

Milberg Factors, Inc.

NORTH CAROLINA | CALIFORNIA | NEW YORK

WWW.MILBERGFACTORS.COM

International Trade Show Calendar

May 18
Mercedes-Benz Fashion Weekend Australia
Sydney
Through May 19
Modaprima
Florence, Italy
Through May 20

May 20
Surtex
Las Vegas
Through May 22

May 21
Coast
Delray Beach, Fla.
Through May 22
Apparel Textile Sourcing
Miami
Through May 23
Spree RECon
Las Vegas
Through May 23

May 22
Licensing Expo
Las Vegas
Through May 24
Techtextil North America
Atlanta
Through May 24
Texprocess Americas
Atlanta
Through May 24

May 23
Denim Première Vision
Paris
Through May 24
Make It British (Meet the Manufacturer)
London
Through May 24

May 25
Mercedes-Benz Fashion Weekend Ibiza
Ibiza, Spain
Through May 26

May 27
Poznan Fit Expo
Poznan, Poland
Through May 29

May 29
Print4All
Milan
Through June 1

May 30
Shoes & Leather Guangzhou
Guangzhou, China
Through June 1

May 31
Couture
Las Vegas
Through June 4

June 2
Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through June 4

June 3
Denver Apparel & Accessories Market
Denver
Through June 4
Michigan Women's Wear Market
Livonia, Mich.
Through June 4
ITMA Showtime
High Point, N.C.
Through June 6

June 5
New York Shoe Expo, FFANY Market Week
New York
Through June 7

FMNC, celebrating over 50 years as Northern California's marketplace of choice for contemporary apparel and accessories buyers, is a very cost-effective show for both the buyers and manufacturers that attend. As added value, we offer one night free hotel room to first-time buyers—a popular perk. FMNC provides lunch, parking reimbursement, hotel shuttle, continental breakfast, afternoon treats, and Monday night sip and shop. Our inviting venue is a great location, only 20 minutes from SFO and an easy drive from Wine Country, Marin, the East Bay, and the Central Valley. Our unique booth system gives a fresh backdrop for the 2,000 domestic and international apparel and accessories collections. *http://fashionmarketnorcal.com*

The **California Market Center** (CMC) is the hub of LA's fashion and creative communities. Located in the heart of Downtown LA's Fashion District at 9th and Main, the 1.8-million-square-foot complex is home to premier fashion industry showrooms, creative office spaces, and the city's busiest special event venues. CMC is host to a year-round calendar of Markets and Tradeshows, including: LA Fashion Market, LA Textile Show, LA Majors Market, LA Kids Market, LA Men's Market, Capsule, and more. *www.cmcdtla.com*

Internet Retailer Conference and Exhibition
Chicago
Through June 8
MosShoes
Moscow
Through June 8

June 6
Dallas Apparel & Accessories Market
Dallas
Through June 9
Connections
New York
Through June 7
Kingpins
New York
Through June 7
Supreme Celebration
Munich
Through June 7
Fashion Industry Gallery (FIG)
Dallas
Through June 8

June 7
Fukuoka International Gift Show
Fukuoka City, Japan
Through June 9

June 8
IFJAG
New York
Through June 11

June 9
London Fashion Week Men's
London
Through June 11

June 10
Accessories The Show
New York
Through June 12
Fame
New York
Through June 12
Moda
New York
Through June 12
New York Women's
New York
Through June 12
[Pre] Coterie
New York
Through June 12
Northstar Fashion Exhibitors
St. Paul, Minn.
Through June 11

June 11
OffPrice
New York
Through June 12
SMOTA Miami
Fort Lauderdale, Fla.
Through June 12

June 12
CALA
San Francisco
Through June 13
Pitti Immagine Uomo
Florence, Italy
Through June 15

June 13
Atlanta Apparel
Atlanta
Through June 16

June 15
The NBM Show
Cleveland
Through June 16

June 16
White Show—Men and Women
Milan
Through June 18

June 17
New England Apparel Club
Marlboro, Mass.
Through June 19
LA Kids' Market
Los Angeles
Through June 20

June 18
LA Fashion Market
Los Angeles
Through June 20
Select, Transit
Los Angeles
Through June 20
Designers and Agents
Los Angeles
Through June 20

June 19
WWSRA Northwest Summer Preview
Portland, Ore.
Through June 21
WWSRA Rocky Mountain Outdoor Show
Denver
Through June 21
Paris Fashion Week Men
Paris
Through June 24

June 20
China Bags Show
Offenbach, Germany
Through June 21
Dallas Total Home & Gift Market
Dallas
Through June 26
Kidsworld
Dallas
Through June 26

June 21
Pitti Immagine Bimbo
Florence, Italy
Through June 23
Santa Fe Fashion Week
Santa Fe, N.M.
Through June 23
Hong Kong Jewellery & Gem Fair
Hong Kong
Through June 24
Tranoï Week
Paris
Through June 26

June 22
GTS Florida Jewelry and Apparel Expo
Kissimmee, Fla.
Through June 24
Man-Woman Paris, Man Paris
Paris
Through June 24

June 24
Fashion Market Northern California
San Mateo, Calif.
Through June 26
The Deerfield Show
Deerfield, Ill.
Through June 25

June 25
CALA
Denver
Through June 26

June 26
Fashion London SVP
London
Through June 27
Metropolitan New York Shoe, Footwear & Accessories Marketplace
Secaucus, N.J.
Through June 27
WWSRA Intermountain Summer Preview
Huntsville, Utah
Through June 28
WWSRA Montana Summer Preview
Bozeman, Mont.
Through June 28

June 27
Ambiente India
New Delhi
Through June 29
Heimtextil India
New Delhi
Through June 29

We invite you to join us for **Texworld USA**, the largest sourcing event on the East Coast for apparel fabric buyers, product R&D specialists, designers, merchandisers, and sourcing professionals. This international business platform offers a wide product range covering the entire fabric spectrum—season-to-season attendees discover textiles of innovative structures, material mixes, and surprising color palettes. Also visit us for Apparel Sourcing USA, providing apparel brands, retailers, wholesalers and independent design firms a dedicated sourcing marketplace for finding the best international apparel manufacturers. Make plans now to join us July 23–25 for three days of sourcing, seminars, and networking at New York City's Jacob Javits Center, located at 655 West 34th St. *www.texworldusa.com*
https://apparel-sourcing-usa.us.messefrankfurt.com

Merchant Factors Corp., located near the garment center in downtown LA, offers non-recourse factoring, asset-based loans, inventory financing, purchase order financing, letters of credit, and revolving lines of credit against other tangible assets, such as commercial real estate, trademarks, and royalty income. Our local management team offers quick responses, hands-on personalized service, and flexibility to meet all our clients' needs. Established in 1985, Merchant has become a leader in the industry, satisfying the needs of growing businesses. Merchant services the entire United States, with offices locally in Los Angeles, Fort Lauderdale, and New York. *www.merchantfactors.com*

Pitti Immagine Filati
Florence, Italy
Through June 29

June 28
Agenda
Long Beach, Calif.
Through June 29

June 30
Playtime
Paris
Through July 2
Agenda Festival
Long Beach, Calif.

June TBA
Capsule (TBA)
Paris
Coast (TBA)
Nashville, Tenn.

July 1
Paris Fashion Week Haute Couture
Paris
Through July 5

July 2
Spinexpo
Paris
Through July 4

July 3
Greenshowroom Ethical Fashion Show
Berlin
Through July 5
Panorama
Berlin
Through July 5
Premium Berlin, Bright
Berlin
Through July 5
Seek
Berlin
Through July 5

July 4
Playtime
Berlin
Through July 5
FashionTechBerlin
Berlin
Blossom Première Vision
Paris
Through July 5

July 5
Connections
Berlin
Shenzhen International Trade Fair for Apparel Fabrics and Accessories
Shenzhen, China
Through July 7
ispo
Shanghai
Through July 8

July 6
Mercedes-Benz Fashion Week Madrid
Madrid
Through July 11

July 7
Interfilière
Paris
Through July 9
Mode City
Paris
Through July 9
Sportiv
Paris
Through July 9
TrendSet
Munich
Through July 9
Unique by Mode City
Paris
Through July 9

July 8
Modefabriek
Amsterdam
Through July 9

July 9
Hong Kong Fashion Week
Hong Kong
Through July 12

July 10
Lineapelle
London
Milano Unica
Milan
Through July 12
Shirt Avenue
Milan
Through July 12
Atlanta International Gift & Home Furnishing Market
Milan
Through July 16

July 13
Supreme Kids
Munich
Through July 15

July 14
SwimShow
Miami Beach, Fla.
Through July 17
Cabana
Miami
Through July 16
Hammock
South Beach, Fla.
Through July 16
Swim Miami
South Beach, Fla.
Through July 16

July 15
Bubble
London
Through July 16
JA New York
New York
Through July 17

July 16
Francal
São Paulo
Through July 19

July 16
India International Garment Fair
New Delhi
Through July 18

July 17
International Footwear Leather Show (IFLS+EICI)
Bogotá, Colombia
Through July 19
Spinexpo
New York
Through July 19

July 17
DG Expo Fabric & Trim Show
New York
Through July 18
Lineapelle
New York
Through July 18
Première Vision
New York
Through July 18
View Premium Selection
Munich
Through July 18
Intermoda
Guadalajara, Mexico
Through July 20

July 18
London Textile Fair
London
Through July 19

July 19
Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through July 22
Gift & Home Summer Market LA Mart
Los Angeles
Through July 23

July 20
California Marketplace
Los Angeles
Through July 23

July 21
Designer Forum
New York
Through July 23

CURVE is the only show in North America solely dedicated to intimate apparel, swimwear, and men's underwear. The CURVE shows will be presenting the collections of over 350 brands July 29–31 in New York and Aug. 13–15 in Las Vegas. The CURVE shows are produced by EUROVET AMERICAS, a EUROVET company. *www.eurovetamericas.com*

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

Gallery International Fashion Trade Show
Düsseldorf, Germany
Through July 23
Midwest Gift & Lifestyle Show
Des Plaines, Ill.
Through July 23
Supreme Women & Men
Düsseldorf, Germany
Through July 24

July 22
Accessories The Show
New York
Through July 24
Fame
New York
Through July 24
Moda
New York
Through July 24
MRket
New York
Through July 24
New York Men's & Women's
Newe York
Through July 24
Project and Project Womens
New York
Through July 24
Cobb Trade Show
Atlanta
Through July 23
Pure London
London
Through July 24
Scoop International Fashion Shows
London
Through July 24
Supreme Body & Beach
Munich
Through July 24
Philadelphia Gift Show
Philadelphia
Through July 25

July 23
Texworld USA
New York
Through July 25
Apparel Sourcing USA Summer
New York
Through July 25
Home Textiles Sourcing
New York
Through July 25
Liberty Fairs
New York
Through July 25
Man
New York
Through July 25
Outdoor Retailer
Denver
Through July 26

July 24
The ASI Show
Chicago
Through July 26

July 25
Colombiamoda
Medellín, Colombia
Through July 26
Jacket Required
London
Through July 26

July 28
Dallas Men's Show
Dallas
Through July 30
Innatex
Frankfurt, Germany
Through July 30
Westcoast Trend Show
Los Angeles
Through July 30

July 29
CurveNewYork
New York
Through July 31
Kentucky Bluegrass Buyer's Market
Lexington, Ky.
Through July 30
Stylemax
Chicago
Through July 31

Continued on page 22

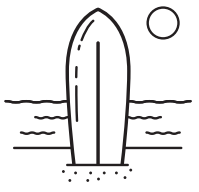
SURF EXPO

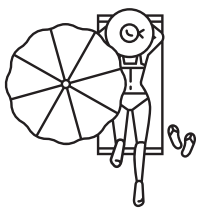
SEPTEMBER 6-8, 2018
DEMO DAY SEPTEMBER 5
ORLANDO, FL



The Global Watersports and Beach Lifestyle Tradeshow.


Paddle Life


Board Sports


Coastal Life

Register to attend at surfexpo.com
A Trade Only Event.

TRADE SHOW CALENDAR

Continued from page 20

ASD Market Week
Las Vegas
Through Aug. 1

July 30

LA Fashion Market
Los Angeles
Through Aug. 1

LA Kids' Market
Los Angeles
Through Aug. 1

Aug. 1

Swim Collective and Active Collective West
Anaheim, Calif.
Through Aug. 2

Aug. 2

The NBM Show
Long Beach, Calif.
Through Aug. 4

Aug. 3

GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through Aug. 5

India International Footwear Fair
New Delhi
Through Aug. 5

Aug. 4

Wäsche Und Mehr
Dortmund, Germany
Through Aug. 6

STERLING NATIONAL BANK

Sterling National Bank offers clients a full range of depository and cash-management services plus a broad portfolio of financing solutions—including working capital lines, accounts receivable and inventory financing, factoring, trade financing, payroll funding and processing, equipment leasing and financing, commercial and residential mortgages, and mortgage warehouse lines of credit. Sterling is well-known for its high-touch, hands-on approach to customer service and a special focus on serving the business community. *www.snb.com/factoring-trade-finance*

dg expo

DG Expo Fabric & Trim Show is a two-day show featuring American and European companies with low minimums and many with in-stock programs. DG Expo focuses on the needs of designers, manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, and event/party planners. In conjunction with our trade shows, we also offer a series of seminars focused on business growth. Upcoming shows are July 17–18 in New York, Aug. 28–29 in Chicago and Nov. 27–28 in San Francisco. Visit our website for details and to register. *www.dgexpo.net*

Supreme Women & Men
Munich
Through Aug. 7

AGHA Melbourne Gift Fair
Melbourne, Australia
Through Aug. 8

Aug. 5

Playtime
New York
Through Aug. 7

Chicago Collective
Chicago
Through Aug. 7

Children's Club
New York
Through Aug. 7

Moda London
Birmingham, U.K.
Through Aug. 7

Aug. 6

New York Shoe Expo
New York
Through Aug. 10

Aug. 7

Atlanta Apparel
Atlanta
Through Aug. 11

World of Prom
Atlanta
Through Aug. 11

Printsource
New York
Through Aug. 8

Aug. 8

Travelers Show Pittsburgh
Moon Township, Penn.
Through Aug. 9

Copenhagen International Fashion Fair (CIFF) shows—Raven, Runway, Kids, Shoes
Copenhagen, Denmark
Through Aug. 10

Aug. 10

Mid-South Jewelry and Accessories Fair
Southhaven, Miss.
Through Aug. 12

Aug. 11

OffPrice
Las Vegas
Through Aug. 14

Aug. 12

Footwear Sourcing at MAGIC
Las Vegas
Through Aug. 15

Sourcing at MAGIC
Las Vegas
Through Aug. 15

Travelers Show Philadelphia Plymouth Meeting, Pa.
Through Aug. 13

Toronto Gift Fair
Toronto
Through Aug. 15

NY Now
New York
Through Aug. 16

MIDWEST APPAREL TRADE SHOWS

The Deerfield Show is a wholesale trade show that takes place four times annually at the Embassy Suites in Deerfield, Ill., a suburb located about 30 miles northwest of Chicago. Hundreds of specialty-boutique buyers from the Midwest attend this regional show for its convenience and affordability. The Deerfield Show features approximately 250 brands of contemporary apparel, swimwear, footwear, and accessories. The Deerfield Show is an excellent wholesale resource for the industry's top brands and regional retailers. Show dates are June 24–25 and Sept. 16–17. *www.midwestapparel tradeshows.com*

Aug. 13

The Collective
Las Vegas
Through Aug. 15

Children's Club
Las Vegas
Through Aug. 15

CurveLasVegas
Las Vegas
Through Aug. 15

FN Platform
Las Vegas
Through Aug. 15

The Tents
Las Vegas
Through Aug. 15

Pooltradeshow
Las Vegas
Through Aug. 15

Project, Project Womens, Stitch @ Project Womens
Las Vegas
Through Aug. 15

WWDMAGIC
Las Vegas
Through Aug. 15

WWIN
Las Vegas
Through Aug. 16

Agenda
Las Vegas
Through Aug. 15

Capsule Las Vegas Men's and Women's
Las Vegas
Through Aug. 1

Liberty Fairs
Las Vegas
Through Aug. 15

Aug. 14

Londonedge
Las Vegas
Through Aug. 15

Aug. 15

NW Materials Show
Portland, Ore.
Through Aug. 16

Aug. 17

Northwest Shoe Travelers Market
St. Paul, Minn.
Through Aug. 19

Seattle Gift Show
Seattle
Through Aug. 20

Aug. 18

STYL/KABO
Brno, Czech Republic
Through Aug. 20

UBM

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

Aug. 19

Fashion Market Northern California
San Mateo, Calif.
Through Aug. 21

Atlanta Fashion Shoe Market
Atlanta
Through Aug. 21

Toronto Shoe Show
Toronto
Through Aug. 21

New Orleans Gift and Jewelry Show
New Orleans
Through Aug. 22

Aug. 20

Apparel Textile Sourcing Canada
Toronto
Through Aug. 22

Aug. 21

Playtime
Tokyo
Through Aug. 23

Aug. 22

Dallas Apparel & Accessories Market
Dallas
Through Aug. 25

Active Collective East
New York
Through Aug. 23

NE Materials Show
Wilmington, Mass.
Through Aug. 23

Fashion Industry Gallery (FIG)
Dallas
Through Aug. 24

Dallas Western Market
Dallas
Through Aug. 25

Kidsworld
Dallas
Through Aug. 25

Aug. 23

The NBM Show New Jersey
Secaucus, N.J.
Through Aug. 24

Aug. 24

Denver Apparel & Accessories Market
Denver
Through Aug. 27

Rocky Mountain Gift Show
Denver
Through Aug. 27

Aug. 25

Trendz
Palm Beach, Fla.
Through Aug. 27

Aug. 26

Michigan Shoe Market
Livonia, Mich.
Through Aug. 27

Travelers Show
Baltimore
Through Aug. 27

Buhler Quality Yarns Corp.

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

Continued on page 24

FinanceOne



Cash Flow Problems?

TRADE FINANCING CREDIT PROTECTION COLLECTION
SHORT-TERM LOANS FULL SERVICE FACTORING

Custom Solutions to fit your needs — We're here for you!

Los Angeles Office
Contact: Sean Kim
Tel: (213) 430-4888
Finone.com

New York Office
Contact: Richard Kwon
Tel: (212) 629-8688
Finone.com

Shanghai Office
Contact: Alan Ni
Tel: 86-21-52037670
Shcsrs.cn



Matching apparel industry professionals with the right talent for over 73 years, efficiently and affordably.

Distributing papers to reach the marketplace at over 100 global trade shows and events every year!

Our weekly 55,000 readership includes:
• 19,000 print • 15,000 digital/website
• 21,000 e-newsletter

Rates include both print and online distribution and start as low as $195!

Contact: Jeffery Younger
(213) 627-3737 x280 or jeffery@apparelnews.net

CALIFORNIA ApparelNews

playtime NEW YORK

The top trade show for American & international children's brands

#17

August 5-7

Metropolitan Pavilion
& Altman Building

200 collections

Fashion & Lifestyle



CHILDREN'S & MATERNITY TRADE SHOWS WORLDWIDE!

ONLINE • PARIS • BERLIN • NEW YORK • TOKYO

new!

www.iloveplaytime.com

FOR PROFESSIONALS ONLY

illustration Xaviera Altena

TRADE SHOW CALENDAR

Continued from page 22

Milberg Factors offers a competitive menu of factoring, financing, and receivables-management products for entrepreneurial and middle-market companies with more personalized attention than larger institutional firms. A partner of our firm manages every client relationship. Our 80-year track record in the factoring industry assures our clients that they will enjoy a stable relationship supported by a mature and experienced staff. *www.milbergfactors.com*

Bodyfashion Tradefair
Mijdrecht, Netherlands
Through Aug. 28
Boston Collective
Boxboro, Mass.
Through Aug. 28
New England Apparel Club
Marlboro, Mass.
Through Aug. 28
Northstar Fashion Exhibitors
St. Paul, Minn.
Through Aug. 28
Alberta Gift Fair
Edmonton, Alberta
Through Aug. 29

Aug. 27

Poznan Fashion Fair, BTS, Fast Fashion, Next Season
Poznan, Poland
Through Aug. 29

Aug. 28

DG Expo Fabric & Trim Show
Chicago
Through Aug. 29
Brazil International Yarn & Fabric Show
São Paulo
Through Aug. 30
Dye + Chem
São Paulo
Through Aug. 30
Japan Jewellry Fair
Tokyo
Through Aug. 30
SAPICA
León, Mexico
Through Aug. 31

Aug. 29

All China Leather Exhibition
Shanghai
Through Aug. 31
International Premium Incentive Show
Tokyo
Through Sept. 1
Tokyo International Gift Show
Tokyo
Through Sept. 1

August TBA

Los Angeles Swim Week (TBA)
Los Angeles
Moda 360 (TBA)
Los Angeles
TRU Show (TBA)
San Francisco

Sept. 1

I.L.M. International Leather Goods Fair
Offenbach, Germany
Through Sept. 3

Sept. 2

Londonedge
London
Through Sept. 3
Gallery Shoes
Düsseldorf, Germany
Through Sept. 4

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

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

Sept. 4

Munich Fabric Start
Munich
Through Sept. 6
Spinexpo
Shanghai
Through Sept. 6
CPM Collection Première Moscow
Moscow
Through Sept. 7
Mode Lingerie and Swim Moscow
Moscow
Through Sept. 7
Tokyo International Gift Show
Tokyo
Through Sept. 7
Tokyo International Incentive Show
Tokyo
Through Sept. 7

Sept. 5

Kingpins
Guangzhou, China
Indiana Women's Apparel Club
Westfield, Ind.
Through Sept. 6
rooms experience
Tokyo
Through Sept. 7
CentreStage
Hong Kong
Through Sept. 8
The One
Dallas
Through Sept. 8

Sept. 6

Dallas Total Home & Gift Market
Dallas
Through Sept. 8
Imprinted Sportswear Show
Orlando, Fla.
Through Sept. 8
Surf Expo
Orlando, Fla.
Through Sept. 8
Style Fashion Week
New York
Through Sept. 9
Trends The Apparel Show
Edmonton, Alberta
Through Sept. 9
New York Fashion Week
New York
Through Sept. 14

Sept. 7

Kingpins
Hangzhou, China
Through Sept. 8
Western Imprint Canada Show
Calgary, Alberta
Through Sept. 8
Denver International Western/ English Apparel and Equipment Market
Denver
Through Sept. 9
Momad Metropolis, Momad Shoes
Madrid
Through Sept. 9
Bijorhca
Paris
Through Sept. 10
Première Classe
Paris
Through Sept. 10
Who's Next
Paris
Through Sept. 10

Sept. 8

Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through Sept. 10
Profile Show
Toronto
Through Sept. 11

Sept. 10

MosShoes
Moscow
Through Sept. 13
MQ Vienna Fashion Week
Vienna
Through Sept. 16

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

Sept. 11

Midwest Gift & Lifestyle Show
Des Plaines, Ill.
Through Sept. 13

Sept. 12

Metropolitan New York Shoe, Footwear & Accessories Marketplace
Secaucus, N.J.
Through Sept. 13
REV Chicago Boutique Show
Des Plaines, Ill.
Through Sept. 13
Asia's Fashion, Jewellery and Accessories Fair
Hong Kong
Through Sept. 15
Curate International Collections
New York
Through Sept. 15
Dhaka International Yarn & Fabric Show
Dhaka, Bangladesh
Through Sept. 15
Dye + Chem
Dhaka, Bangladesh
Through Sept. 15
Textech International Expo
Dhaka, Bangladesh
Through Sept. 15
Bisutex, Intergift, Madridjoya
Madrid
Through Sept. 16
Designers and Agents
New York
Through Sept. 16
Hong Kong Jewellery and Gem Fair
Hong Kong
Through Sept. 16

Sept. 13

Edge Designers
New York
Through Sept. 15
The NBM Show
Indianapolis
Through Sept. 15
IFJAG
Orlando, Fla.
Through Sept. 16

Sept. 14

Billings Market Association
Billings, Mont.
Through Sept. 16
Hawaii Market Merchandise Expo
Honolulu
Through Sept. 16
Trendz West
Palmetto, Fla.
Through Sept. 16
London Fashion Week
London
Through Sept. 18

Texollini. Capabilities that inspire. For 30 years, we have manufactured our collection of more than 5,000 European-quality fabrics in our Los Angeles–based facility. We offer faster deliveries, superior quality control, and vertically-integrated services (including circular knitting, design, R&D, dyeing, printing, and finishing) for all major fashion categories. Contact us now to find out how we can help you #EmpowerFashion. *www.texollini.com*





TRADE SHOW CALENDAR

Buyers can look for a whole new show experience at the semiannual **Womenswear In Nevada (WWIN)** show at the Rio Hotel & Convention Center. In addition to showcasing 1,500-plus womenswear lines under one roof—including top brands and newcomers in modern updated (misses), traditional, contemporary, petite, plus, tall, and accessories—WWIN is adding many new features and enhancements. Among them, a new fashion show joins opening day's extended hours and wine/cheese reception; the popular daily complimentary breakfast and lunch offerings will have fresh, fun new themed menus; big savings at more hotels; new WWIN workshops; LYFT ride discounts; free parking; show specials and giveaways, and more. August 13–16, 2018, and February 4–7, 2019. *www.wwinshow.com*

Sept. 15

Capsule New York Women's
New York
Through Sept. 17

Coterie
New York
Through Sept. 17

Fame
New York
Through Sept. 17

Moda
New York
Through Sept. 17

NY Women's
New York
Through Sept. 17

Sole Commerce
New York
Through Sept. 17

Sourcing @ Coterie
New York
Through Sept. 17

Stitch @ Coterie
New York
Through Sept. 17

National Bridal Market
Chicago
Through Sept. 17

Sept. 16

The Deerfield Show
Deerfield, Ill.
Through Sept. 17

Micam Milano
Milan
Through Sept. 19

Mipel
Milan
Through Sept. 19

Sept. 17

Apparel Sourcing
Paris
Through Sept. 20

Shawls & Scarves
Paris
Through Sept. 20

Texworld, Avantex
Paris
Through Sept. 20

Sept. 18

Heimtextil Russia
Moscow
Through Sept. 20

Sept. 19

Jumble
Tokyo
Through Sept. 21

Première Vision
Paris
Through Sept. 21

The Sourcing Connection
Paris
Through Sept. 21

Milan Fashion Week
Milan
Through Sept. 25

Sept. 20

Osaka International Gift Show
Osaka, Japan
Through Sept. 21

Sept. 21

GTS Florida Jewelry and Apparel Expo
Kissimmee, Fla.
Through Sept. 23

The One Milano—Mifur, Mipap
Milan
Through Sept. 24

White Show—Women's Collection
Milan
Through Sept. 24

Sept. 22

Super
Milan
Through Sept. 24

Sept. 23

Michigan Women's Wear Market
Livonia, Mich.
Through Sept. 24

Gift & Home Fall Market LA Mart
Los Angeles
Through Sept. 25

Sept. 24

International Lingerie Show
Las Vegas
Through Sept. 26

Paris Fashion Week Women
Paris
Through Oct. 2

Sept. 25

Kansas City Apparel & Accessory Market
North Kansas City, Mo.
Through Sept. 26

Lineapelle
Milan
Through Sept. 27

VOW/New World of Bridal
Atlanta
Through Sept. 27

Sept. 26

Filo
Milan
Through Sept. 27

Interfilière
Shanghai
Through Sept. 27

Sept. 27

Imprinted Sportswear Show
Fort Worth, Tex.
Through Sept. 29

Established in 1994, **Hana Financial** is a specialized nonbank financial institution that offers factoring, SBA lending, and insurance services. Hana Financial evolved from a local startup serving a niche market of Southern California to a top-10 factor in the U.S. and a member of Factors Chain International, with offices in Los Angeles and New York. *www.hanafinancial.com*

International Yarn & Fabric Show
Colombo, Sri Lanka
Through Sept. 29

Intertextile Shanghai Apparel Fabrics
Shanghai
Through Sept. 29

Milano Unica
Shanghai
Through Sept. 29

Yarn Expo
Shanghai
Through Sept. 29

Sept. 28

Paris Sur Mode Tuileries
Paris
Through Oct. 1

Première Classe Tuileries
Paris
Through Oct. 1

September TBA

Bread and Butter (TBA)
Berlin

Edit (TBA)
New York

Indianapolis Children's Show (TBA)
Indianapolis

Lakme Fashion Week (TBA)
Mumbai, India

Luggage, Leathergoods, Handbags & Accessories Show (TBA)
Toronto

Mercedes-Benz Fashion Week Istanbul (TBA)
Istanbul

Stitch (TBA)
New York

Stock Xchange by Off-Price (TBA)
London

Syracuse Super Show (TBA)
Syracuse, N.Y.

TMRW (TBA)
New York

Tranoï (TBA)
Paris

Western Canada Fashion Week (TBA)
Edmonton, Alberta

Oct. 1

LA Majors Market
Los Angeles
Through Oct. 3

Coast
Miami
Through Oct. 2

Luxe Pack Monaco
Monaco
Through Oct. 3

Finance One, Inc. is a commercial finance company specializing in creating unique financial solutions for small to mid-size businesses. We offer full-service factoring and receivable management services at the most competitive rates, all while maintaining premium quality. By offering a wide array of services, our experienced staff assures our clients' assets are secure. We are undaunted by any challenge, and with a 20-year track record of success, there's no doubt as to why our motto is "Win/Win Factoring." *seankim@finone.com*

Africa Sourcing and Fashion Week
Adis Ababa, Ethiopia
Through Oct. 4

Oct. 3

LA Textile, Sourcing at LA Textile
Los Angeles
Through Oct. 5

FashioNXT
Portland, Ore.
Through Oct. 6

Oct. 5

GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through Oct. 7

Oct. 7

Travelers Show
Philadelphia
Through Oct. 8

The Knot Couture
New York
Through Oct. 9

Oct. 8

Label Array
Los Angeles
Through Oct. 10

LA Fashion Market
Los Angeles
Through Oct. 11

LA Kids' Market
Los Angeles
Through Oct. 11

Contemporary Curves
Los Angeles
Through Oct. 10

Designers and Agents LA
Los Angeles
Through Oct. 10

Oct. 9

IWAC Michigan Clare Apparel Group
Clare, Mich.
Through Oct. 10

LA Men's Market
Los Angeles
Through Oct. 10

Oct. 10

Exponoivos Premium
Lisbon, Portugal

Textile Forum
London
Through Oct. 11

Première Vision
Istanbul
Through Oct. 12

Portland Fashion Week
Portland, Ore.
Through Oct. 14

Style Fashion Week
Los Angeles
Through Oct. 14

Oct. 12

Fashion Week San Diego
San Diego
Through Oct. 14

Poznan Sport Expo
Poznan, Poland
Through Oct. 14

Oct. 14

Travelers Show
Pittsburgh
Through Oct. 15

Arizona Apparel, Accessories, Shoes & Gift Show
Mesa, Ariz.
Through Oct. 16

Denver Apparel & Accessories Market
Denver
Through Oct. 16

New England Apparel Club
Marlboro, Mass.
Through Oct. 17

Oct. 16

Atlanta Apparel
Atlanta
Through Oct. 20

JiTAC European Textile Fair
Tokyo
Through Oct. 18

Continued on page 26

YOUR LENDER OF CHOICE

WHITE OAK
COMMERCIAL FINANCE

(FORMERLY CAPITAL BUSINESS CREDIT / CAPITAL FACTORS)





· Asset-Based Lending
· Factoring
· Inventory Financing
· Term Loans
· Supply Chain Finance

Louis Sulpizio 213.226.5288 | Gino Clark 213.226.5350
www.whiteoaksf.com

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

Sallyport Commercial Finance
Custom-Tailored Finance Solutions



Funding Entrepreneur's Hopes and Dreams
It's What We Do.

Accounts Receivable Financing
Asset-Based Lending
Credit Lines up to $10 Million
Purchase Order Funding
Inventory and Equipment Loans
Import/Export

California
4580 E. Thousand Oaks Blvd.
Suite #380
Westlake Village, CA 91362
(805) 435-4154

Texas
14100 Southwest Freeway
Suite #210
Sugar Land, TX 77478
(832) 939-9500

New York
1177 Avenue of the Americas
5th Floor
New York, NY 10036
(646) 452-7101

www.sallyportcf.com

MIDWEST APPAREL TRADE SHOWS

PRESENTS

THEDEERFIELDSHOW

EMBASSY SUITES | DEERFIELD, IL

UPCOMING SHOW DATES

June 24 9-6pm Sept 16 9-6pm
June 25 9-5pm Sept 17 9-5pm

The Deerfield Show is an excellent wholesale resource for the industry's top brands and regional retailers.

REGISTRATION INFORMATION

midwestapparetradeshows.com

APPAREL SWIM SURF
ACCESSORIES RESORT SKATE
FOOTWEAR LIFESTYLE SPORTSWEAR

OPEN TO TRADE ONLY

#midwestapparetradeshows | #thedeerfieldshow



LOW MINIMUMS / STOCK PROGRAMS / IMPORTS & MADE IN THE USA

TRADE SHOW CALENDAR

Continued from page 25

Goodman Factors
Since 1972

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

Oct. 17

Interfilière
New York
Through Oct. 18

Oct. 18

Creators Tokyo Men
Tokyo
Through Oct. 19

Man-Woman Tokyo
Tokyo
Through Oct. 19

SGIA Expo
Las Vegas
Through Oct. 20

SALLYPORT commercial finance

Sallyport Commercial Finance, LLC is an independently owned and operated, specialty finance company focused on providing entrepreneurs with working capital solutions to help drive growth and achieve business hopes and dreams. Our mission is to deliver a compelling tailored cash flow solution to drive growth and value into our entrepreneurs with a full suite of factoring and asset-based products including accounts receivable finance, purchase order finance, equipment and inventory finance, cash flow loans, and export. *www.sallyportcf.com*

Oct. 19

Manila F.A.M.E. International
Manila, Philippines
Through Oct. 21

Nashville Jewelry and Merchandise Show
Nashville, Tenn.
Through Oct. 21

Oct. 21

Fashion Market Northern California
San Mateo, Calif.
Through Oct. 23

THE VELD GROUP

Are you considering selling or expanding your business? Contact the apparel industry's premier source for mergers and acquisitions. **Veld** Mergers and Acquisitions strives to help clients realize their unique definition of success. We have an inventory of apparel-related opportunities available as our team provides a comprehensive service offering aimed at supporting business owners at nearly all stages of their company's lifecycle. Our team has supported thousands of clients and completed more than 1,000 transactions since 2002. In apparel, we have sold manufacturing, distribution, and retail. This experience, coupled with our history as founders, owners, and operators ourselves, provides us an unparalleled practical knowledge base and real-world perspective. When we provide mergers and acquisitions advisory services, explore capital sourcing and deployment options, evaluate valuation drivers, or structure a realistic exit plan, we do so knowing that our clients rely on us to help manage what may be their largest asset and the culmination of years of extraordinary efforts. *contact@theveldgroup.com, www.veldma.com, www.theveldgroup.com*

Travelers Show
Baltimore-Hunt Valley, Md.
Through Oct. 22

Oct. 22

Fashion World Tokyo
Tokyo
Through Oct. 24

Textile Tokyo
Tokyo
Through Oct. 24

Oct. 23

New England Apparel Club
Portland, Maine
Through Oct. 24

Playtime New York offers a curated domestic and international selection of today's best children's brands in a creative and warm work environment. "Playtime New York has become a hub for the very best children's brands."—Babyology. "After 30 years in the baby business and attending many disappointing shows, I found Playtime to be fabulous! As a buyer I am always looking for new and creative lines. At Playtime I found them!"— Denny's/J&S. Boy+girl, Caramel, Go Gently Baby, Everbloom, Tane organics, Omamimini, Rylee & Cru, Misha & Puff, Mini Rodini, Molo, Lanoosh, Oeuf, Velveteen, Tuchinda and Tia Cibani kids already confirmed their participation in the next edition, which will take place June 30–July 2 in Paris. Other show dates are July 4–5 in Berlin, Aug. 5–7 in New York and Aug. 21–23 in Tokyo. Check out details and pre-register for free. *www.iloveplaytime.com*

Riyadh Arab Fashion Week
Riyadh, Saudi Arabia
Through Oct. 27

Oct. 24

Dallas Apparel & Accessories Market
Dallas
Through Oct. 27

Travelers Show
Ocean City, Md.
Through Oct. 25

Fashion Industry Gallery (FIG)
Dallas
Through Oct. 26

Kidsworld
Dallas
Through Oct. 27

Republic BUSINESS CREDIT

Republic Business Credit is an independently owned commercial finance company, headquartered in New Orleans, with regional offices in Los Angeles, Chicago, and Houston. Offering factoring and ABL, with seasonal over-advances, we focus on tailoring finance solutions to fit our clients' needs. At Republic, we are proud of our can-do, flexible attitude and our emphasis on responsiveness. *www.republicbc.com*

Oct. 25

Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through Oct. 28

Oct. 26

ITMA Asia + CITME
Shanghai
Through Oct. 30

Oct. 28

Northstar Fashion Exhibitors
St. Paul, Minn.
Through Oct. 30

NW Trend Show
Seattle
Through Oct. 30

Oct. 31

London Print Design Fair
London
Through Nov. 1

Texfusion
London
Through Nov. 1

October TBA

Amazon Fashion Week (TBA)
Tokyo

Modama (TBA)
Guadalajara, Mexico

Tex-Styles India (TBA)
New Delhi

Nov. 1

Islands of the World Fashion Showcase
New York
Through Nov. 2

Mid-South Jewelry and Accessories Fair
Southaven, Miss.
Through Nov. 4

Nov. 2

The NBM Show
Charlotte, N.C.
Through Nov. 3

Nov. 4

Michigan Women's Wear Market
Livonia, Mich.
Through Nov. 5

Nov. 6

Atlanta Fall Immediate Delivery Show
Atlanta
Through Nov. 8

New England Apparel Club
Hyannis, Mass.
Through Nov. 7

Nov. 8

Coast
Delray Beach, Fla.
Through Nov. 9

Hawaii Market Merchandise Expo
Honolulu
Through Nov. 10

JERIAN SHOP

Jerian Plastics Inc. is a global hanger manufacturer and a premium store fixture distributor where you can source all your hanger store fixtures and garment packaging needs through our worldwide network facilities. At Jerian, we always have in mind to provide our clients with cost-effective plastic hangers and top-quality personalized custom-made wooden hangers specially designed to enhance the highest standards of the fashion industry and to fit the latest trends in the store interior-design market. *www.jerianhangers.com*



ON THE COVER:
Fashion: David Meister
Photography: Courtesy JS Group

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

Are You Considering Selling or Expanding?

Contact the apparel industry's premier source for Mergers & Acquistions

VELD MERGERS & ACQUISITIONS

LOS ANGELES • HONG KONG
SAN DIEGO • SAN FRANCISCO

We have an inventory of apparel-related opportunities available.

1,000+ Transactions completed since 2002. In Apparel we have sold ...

Manufacturing

- ✓ Advantage Bridal
- ✓ Children's Eco Clothes
- ✓ Cover Charge Contemporary Miss
- ✓ Custom T-Shirt Design—Mexico
- ✓ DIY Toys
- ✓ Gypsy Jeans
- ✓ Harper Ave. Backpacks
- ✓ IM Sports Wear
- ✓ L&M Apparel
- ✓ Live Well 360 Yoga Wear
- ✓ Lulu Lu Petit Lingerie
- ✓ LVR Athletic Leisure
- ✓ Nelson Compression Wear
- ✓ Malini Lingerie
- ✓ My Tikker Watches
- ✓ Nomad Designs
- ✓ Premium Clutch Designs
- ✓ R Heroes Work Wear
- ✓ Submission Jui Jitsu Gi's
- ✓ Tat2x Shapewear
- ✓ Uncle Mikes Surf Wear
- ✓ Yoga Mat Organics

Distribution

- ✓ BMI Eyewear
- ✓ Girl Extraordinaire Bridal
- ✓ Fashionable Socks
- ✓ J. Johnson & Company
- ✓ International Swimwear
- ✓ Silk Designs

Retail

- ✓ Ayumi Clothing
- ✓ Balboa Beachwear
- ✓ Darlings Clothing
- ✓ Kids Only Clothing
- ✓ La Jolla Fashion
- ✓ Lingerie of Brentwood
- ✓ Madison Blue (chain)
- ✓ Off Melrose Clothing
- ✓ Sasha of Laguna
- ✓ Trio Clothing
- ✓ Vegan Chic.com

VELD MERGERS & ACQUISITIONS
8721 Sunset Blvd. #103, Los Angeles, CA 90069
contact@theveldgroup.com • 310.652.8353
www.veldma.com • www.theveldgroup.com

Cationic
Melange Blends
Nylon Blends Shantung's
Lurex/Metallics
Neoprene
Recycled Yarns
Poly Blends

Capabilities that inspire

KNITTING DESIGN R&D DYEING PRINTING FINISHING

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

texollini

MADE IN THE USA

texollini.com