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Los Angeles designer Ali Rahimi organized a fashion show with evening gowns, cocktail dresses and other silhouettes for a fund-raising event to combat cancer. For more looks, see page 7.

Beverly Center's \$500-Million Remodel Brings In More Fashion

By Andrew Asch *Retail Editor*

The wrap-up of a \$500-million remodel of the **Beverly Center** paved the way to usher in a new slate of high-profile boutiques inside the Los Angeles mall, which serves the fashion-savvy neighborhoods of West Hollywood and Beverly Hills.

Taking over a spot once occupied by the **Hard Rock Cafe** in the 1980s and later **Bed Bath and Beyond**, the multi-brand emporium **The Webster** will open an 11,000-square-foot flagship at the shopping center in 2020.

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Where fashion gets down to businessSM



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Will Dover Street Market Jolt the Arts District Scene?

By Andrew Asch *Retail Editor*

Once a blighted, sparsely populated warehouse area, downtown Los Angeles' Arts District has blossomed with chic restaurants, creative office spaces and lofts.

Many expected that the burgeoning neighborhood would have been a natural for boutique retail with an experimental edge. But fashion retail has experienced successes and failures in the area, bordered by East Los Angeles, downtown's Little Tokyo, Skid Row and the Industrial District.

But fashion retail may have received a big vote of confidence recently when **Dover Street Market** opened in a remodeled warehouse at 606-608 Imperial St. The unique

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A California Apparel News Special Section
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Hudson Jeans Parent Company Provides Inducement to New CEO and Hires a New CFO

Centric Brands, the new name of the company that now owns the **Hudson, Joe's Jeans, Robert Graham** and other labels, has hired a new chief financial officer and offered its new chief executive a hefty financial incentive package to remain with the company over the next three years.

Centric Brands, formerly known as the Los Angeles-based **Differential Brands**, has hired Anurup Pruthi as the company's new chief financial officer. Most recently, Pruthi was the chief financial officer at the childrenswear retailer **The Children's Place**, which has more than 1,000 stores around the world.

Before working at The Children's Place, Pruthi was the chief financial officer of the retail subsidiary of **Reliance Industries**, based in India, and the chief executive of the **Future Group** business consulting and services company.

He has had senior executive financial and

operational positions with **Burberry, Mexx Europe Holding** and **Liz Claiborne Inc.**

"We are thrilled to have a seasoned retail executive like Anurup join our team as we begin to build and grow Centric Brands. With more than 25 years of experience spanning numerous financial and operational roles at large retail and consumer-branded companies across the globe, Anurup brings extensive knowledge and expertise to our executive team," said Centric Brands Chief Executive Jason Rabin.

Rabin, who was named chief executive of the new Centric Brands company in October, was offered a generous financial incentive package to accept the job, the company announced in a press release.

Rabin is being offered 4.1 million restricted-stock units with respect to the company's stock, \$.10 par value and 500,000 performance stock units with respect to the common stock.

The grants were not made under the company's 2016 stock-incentive compensation plan but are subject to the same terms and conditions as the 2016 plan.

Centric Brands' stock, which is listed on the **Nasdaq**, was most recently being traded for \$5.80 a share.

Thirty percent of the restricted-stock units will vest on Dec. 31, 2019, another 30 percent will vest on Dec. 21, 2020, and the remaining 40 percent will vest on Dec. 31, 2021, subject to Rabin's continued employment with the company, provided his employment is not terminated by the company.

If Rabin is terminated without cause or for good reason, the settlement will take place 30 days after the termination.

For the performance stock units, each 33.33 percent will vest on Dec. 31 in 2019, 2020, and 2021. In the case of termination, any PSUs not issued will become vested on the date his employment ends.

Centric Brands is now headquartered in New York with offices in Los Angeles, Montreal and Greensboro, N.C.

The company was formed in October after Differential Brands acquired for \$1.2 billion a significant part of the **Global Brands Group's** licensing business in North America. Rabin was the former president of the Global Brands Group North America.

The brands that made up Global Brands' North American licenses included **Calvin Klein, Under Armour, Tommy Hilfiger, BCBG, Joe's Jeans, Buffalo David Bitton, Frye, Michael Kors, Kate Spade, All Saints, Cole Haan, Kenneth Cole** and entertainment properties including **Disney, Marvel** and **Nickelodeon**.

Differential Brands, which used to own Joe's Jeans before it sold the label, had a handful of labels that included **SWIMS, Robert Graham** and **Hudson**.

—Deborah Belgium

J Brand Parent Company Brings New Sustainable Wash Process to Denim

The Japanese parent company of Los Angeles-based **J Brand** and Japanese brand **Uniqlo** has developed a new nanobubbles-and-ozone-based wash process for its denim brands that will reduce water consumption by up to 99 percent.

The **Fast Retailing Group** announced its most recent advancement in manufacturing was discovered by its research-and-development team, based at the **FR Jeans Innovation Center** facility in Los Angeles.

Expanding its ethical initiatives to include

a better environment for workers, the Fast Retailing Group has also introduced lasers as a replacement for the hand-scraping process traditionally used to distress denim.

"We believe that jeans manufactured not only with a focus on design and comfort but also under conditions that are environmentally friendly and protect the rights of the workers involved in the production process are truly good products and that pursuing such jeans production will lead to a brighter future," said Masaaki Matsubara, director of the FR Jeans

Innovation Center. "We will utilize the technical capabilities and economies of scale of the Fast Retailing Group to contribute to the realization of a sustainable society."

Used for the 2018 Fall/Winter J Brand sustainable capsule collection and Uniqlo's regular-fit men's jeans, the technology will be applied to approximately 33 percent of Fast Retailing's annual production in 2019, which means 10 million pairs of jeans from

Uniqlo and J Brand will be produced with this method.

By 2020, the company would like to reduce its water consumption by 977.4 million gallons of water during its production of 40 million jeans, which will rely on the new technology. The company has also replaced the industry-standard pumice stone with an artificial alternative to reduce pollution.

—Dorothy Crouch

RETAIL SALES

Halloween Does Not Spook Nor Excite Retail Sales in October

Halloween was forecast to be robust for retailers, but October sales did not go beyond okay, according to Jeff Van Sinderen, a retail analyst for **B.Riley FBR**.

"We believe that traffic was generally on the soft side at bricks-and-mortar in October," Van Sinderen said. "There were some positive comps, albeit not all were especially robust."

But soft October sales were nothing to be anxious over. "Retail has pretty much been in the typical seasonal doldrums in recent weeks, before the holiday kicks in," he said.

Van Sinderen forecast that retail sales would start increasing as Black Friday approaches, the Friday after Thanksgiving, which is the traditional start of the holiday shopping season.

Van Sinderen, however, said there was no significant Halloween boost. "It fell on a Wednesday, which is sort of meh," he said. "When it [Halloween] falls on a weekend, it typically gets an outsize boost."

But business was decent at the stores. Ken Perkins, president of the market-research company **Retail Metrics Inc.**, noted in his monthly report that the stock market was in turmoil in October, but that was offset by 250,000 new jobs being added to the U.S. economy instead of the predicted 190,000. "That provided a lift to consumer spending," he noted.

Same-store sales for **L Brands, Inc.** increased 4 percent in October. Its net sales for the month were \$860.5 million compared with \$794.1 million the previous year. In its October sales statement, the company

forecasted its shares would dip \$0.17 for the third quarter, which included a \$20 million pretax charge for closing its **Henri Bendel** division.

Mall-based action sports retailer **Zumiez Inc.** saw its same-store sales in October inch up 1.6 percent. Its net sales for the month

October Retail Sales

	\$Sales (in millions)	% Change from yr. ago	Same-store sales % change
The Buckle	\$64.50	-2.5%	-1.0%
L Brands Inc.	\$860.50	+8.0%	+4.0%
Zumiez Inc.	\$61.90	+0.6%	+1.6%
Cato Corp.	\$62.10	0.0%	-1.0%

Information from company reports

were \$61.9 million compared with \$61.5 million in October 2017.

Value retailer **Cato Corp.**'s October same-store sales dipped 1 percent with net sales of \$62.1 million. John Cato, the retailer's chairman, blamed extreme weather for the decline. "October same-store sales were below our expectations," he said. "However, same-store sales in October had a slight negative impact from Hurricane Michael, causing business disruption and closed stores."

In October, mall retailer **The Buckle Inc.**, based in Kearney, Neb., saw its same-store sales dip 1 percent. Net sales for the four-week period ending Nov. 3 decreased 2.5 percent to \$64.5 million compared with net sales of \$66.1 million from the same four-week period last year. The Buckle, which is known for its vast selection of denim jeans, has 453 stores in 43 states compared with 462 stores last year.—Andrew Asch

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SuitKits: Bringing Women's Suits Up-to-Measure

By Andrew Asch Retail Editor

Casual Friday did not kill the women's suit, said attorney and entrepreneur Sierra Elizabeth, who goes by the name Sierra E.

She's gambling there's a lot more growth for the women's suits category.

The attorney recently formally launched **SuitKits by Sierra E** in Los Angeles with the mission to make made-to-measure suits for women. The women's suit is important for the sake of fashion and to make a statement about a woman's place in an office.

Women are judged by how they fit in with suit-clad men in the workplace, the entrepreneur said. This scenario is familiar to Sierra E, who also serves as a partner for the law firm **Kirkland & Ellis LLP**.

But sizing options are often lacking in the women's-suiting category because availability can be spotty at major retailers for petite and plus-size women, she said. "Due to a lack of options, some women have opted out of wearing a suit even when it is clearly required," Sierra E said. "It makes them appear unprepared or lacking in self-discipline."

"Others, who are just uncomfortable in their suits, come across as nervous or lacking confidence. Sadly, I've seen firsthand how both scenarios prevent women from getting jobs for which they are otherwise qualified," she added.

After more than a decade of shopping for women's suits, and not being satisfied, Sierra E decided she would have to take sartorial matters into her own hands. She privately funded the made-to-measure company and is currently seeking a round of funding to further finance growth.

Right now, SuitKits will conduct business as an Internet-



An array of of SuitKits styles. Sierra E, founder of SuitKits, stands third from left, wearing black.

only, pure-play retailer. It currently enlists the help of human tailors to take women's measurements for the suits. Eventually, SuitKits will use proprietary technology, which will map out women's measurements and build wardrobes through a measurement app.

Men's suiting labels **Combatant Gentlemen** and **Sene**, both based in California, also use a similar tech-enabled business model. Men register their measurements online and a suit is made based on the tech-enabled measurements. Internet-based lingerie companies such as **TrueFit** build bras out of taking clients' measurements through a proprietary technology.

SuitKits is currently manufactured in China and Mexico, but Sierra E hopes to produce some of her company's clothes in the United States. Sizes currently range from 0 to 2X. Eventually, Sierra E plans to expand her brand's sizing to accommodate any size.

The new company will not be making a female version of the boxy Wall Street suit, which seems to be a staple at law firms and accounting offices across the U.S. SuitKits tailors blazers and trousers to follow a woman's curves.

The company offers three categories. There's the Business Professional, which is the core of the company's sartorial statement. There is also the Business Casual, which offers more color ways than the standard black, gray and blue and is available in more silhouettes, such as wide-legged palazzo pants.

Then there's the Fashion Forward, which aspires to red-carpet looks or women's suits for a wedding. Retail price points start at \$399 for the Business Casual, \$499 for the Business Professional and \$599 for the Fashion Forward.

The company will expand its categories to include dresses and skirts. In case the customer wants to wear a sleeveless shirt to work, the label currently offers accessories such as sweat guards, which are cotton inserts that can be snapped into a jacket to protect from perspiration.

Philanthropy also will be a concern of the company. Through its Sierra E SuitKits for Scholars Program, the company provides free business suits to low-income and underprivileged students. Also, if women volunteer for nonprofits that help women in need, they can earn points for suit discounts. ●

RETAIL

Dover St. Market *Continued from page 1*

15,000-square-foot emporium has enjoyed acclaim and a cult following since fashion star Rei Kawakubo of **Comme des Garçons** and her husband, Adrian Joffe, opened the shop's first location in London in 2004.

Dover Street Market not only sells Comme des Garçons but also other labels ranging from **Gucci** and **Maison Margiela** to streetwear brand **Stüssy** and emerging label **Noon Goons**. The brands have a shared high-end yet experimental aesthetic.

It also has a **Rose Bakery**, founded in Paris in 2002, as well as a **Nikelab** for high-end sneakers and shops-in-shop for **Marine Serre**, **Melitta Baumeister**, **Better Gift Shop** and **Braindead**.

Since its London debut, Dover Street Market has opened locations in Tokyo, Beijing, Singapore and, on Nov. 3, in Los Angeles' Arts District.

Marissa Jartcky, Dover Street Market's head of buying and merchandising, said that Kawakubo and Joffe had been thinking about opening in Los Angeles for a long time. The Arts District presented an opportunity they embraced. "It feels like a good moment," Jartcky said. "The city, and in particular the Arts District, seems super receptive to what's new."

The emporium had an open house on Nov. 2, which attracted Hollywood celebrities such as Diane Keaton, as well as retailers, designers and businesspeople. One of the main topics of conversation was how Dover Street Market would affect the Arts District.

"Pinch myself," wrote Brigham Yen, a commercial real-estate broker, in his blog "DTLA Rising." "As someone who has spent his entire career promoting downtown L.A., it is incredible to witness what would have once seemed 'impossible.' Dover Street Market represents a caliber of maturity that proves just how far downtown L.A. has come."

Yen warned against expecting a giant change to sweep the

Arts District. "It will take more stores, restaurants and mixed-use projects. We're still in the very nascent stages of the evolution of the Arts District."

One issue is that the sprawling Arts District area is dissected by streets busy with traffic, Yen said. It was easier to redevelop New York City's Meatpacking District because it is relatively compact and is maybe a quarter the size of Los Angeles' Arts District, which stretches from 1st Street in the north to the Santa Monica Freeway in the south. The area won't meet its potential until its disparate areas are better connected, Yen said.



BLACK Comme des Garçons



Brain Dead



CDG

The district is made up of a few unconnected hubs, Yen said. The northern end is anchored by the **Hauser & Wirth Gallery**, a giant private gallery. In 2017, a flagship store for the **3.1 Phillip Lim** label moved to this section of the Arts District, where a square foot of commercial space costs between \$5 and \$7, Yen said. More than five years ago, he estimated it was at around \$2.

The middle section of the Arts District is bordered by the 4th Street Bridge, anchored by the **Urth Caffé**. The southernmost section of the Arts District starts below 6th Street and ends at the Santa Monica Freeway.

Dover Street Market and the **Row DTLA** retail, dining and creative-office complex are located in this hub, which is anchored by the chic restaurant **Bestia**.

The Arts District's changing ambience is another major issue as redevelopment happens block by block. It is next to

Skid Row. Away from its main hubs, the district is dominated by warehouses and buildings, which don't lend themselves to pedestrian traffic.

But affluent consumers will travel to the district, despite its rough edges, said Chris Josol, owner and founder of the **Flagship Agency** showroom and **Surf Is Dead** brand. Both are headquartered across the street from Dover Street Market. "People from around the world come to Bestia, and it's in the middle of a ghetto," Josol said. "People will go to Dover Street because it is a destination for special collaborations of brands such as **Supreme**, **Palace** and Comme des Garçons."

Carl Louisville ran the successful high-end boutique **Guerilla Atelier** in the Arts District for several years. It closed in 2017 after a developer opened a big construction site adjacent to the boutique. Louisville advised that Dover Street Market pay attention to Arts District shoppers.

The arrival of Dover Street Market proves the Arts District has potential for high-end retail, Louisville said.

"But I think they need to make a few more considerations on the unique community they have chosen to be in. I don't think it is just about opening in the Arts District," he said. "I have advised countless retailers that you can't be in downtown the way you might be in New York, Beverly Hills, London or West L.A. There's a different sensibility. If you don't take that into account, you won't get the support of the local community. It's a thriving and affluent community that understands luxury."

Dover Street Market is organized by a theme of beautiful chaos, Jartcky said. "[It's] the colliding of designers, artists and brands within the space. It's the accidental and synergistic energy that results from all of these creatives being housed under one roof that we are interested in." ●



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SUSTAINABILITY

Imbodhi Owners Embody Sustainable Activewear Mission

By Dorothy Crouch Associate Editor

In 2017, Carolina Saboya and Ariel Dubov, who are dancers and acrobatic yoga teachers, launched **Imbodhi** in San Francisco.

"We are passionate about changing the conversation about fashion in terms of fitness and sustainability," Saboya said.

The brand of full-length bodysuits is made in small batches with limited runs from high-quality reclaimed fabric sourced from female-owned **West Coast Garment Manufacturing**, which works with large activewear companies.

"Producing thousands of yards of fabric is a very energy-consuming, wasteful process," Saboya said. "We worked with what would have otherwise been waste fabric, but it's some of the highest-quality fabric in the activewear industry."

With the release of Imbodhi's Winter 2018 collection, which saw the launch of the brand's new Bodhi jumper silhouette, Saboya and Dubov wanted to create more pieces that would make women feel comfortable in their own skin.

"The most obvious change with this collection is the fit," Saboya explained. "The intention of this company was to create something that truly feels like a second skin on all different body types. We are very body positive."

Fans of the brand are fond of the collection's fit and feel. The name of the Winter 2018 line is **Feel & Form**, which reflects Imbodhi's evolution toward a better fit and hand with every collection.

With their first collection in 2017, Saboya and Dubov included sublimation-printed artwork by Nicolette Stellavato. The designs were applied to Los Angeles-made **LuxeTech** fabric, a blend of 58 percent polyester, 29 percent cationic polyester and 13 percent **Lycra**.

While the reclaimed-fabric initiative used to make Imbodhi means that designs are limited edition, a few of the Winter 2018 pieces include the last of Saboya and Dubov's **LuxeTech** fabric. More-recent designs in the col-

lection use reclaimed, odor-resistant, temperature-regulating, four-way-stretch compression fabrics that comprise approximately 82 percent polyester and 18 percent spandex.

"They're different colors and different weights," Saboya said. "They are the same quality and same feel to the hand."

The most recent release includes Imbodhi's signature **Astra** bodysuit design, which is a full-length single piece that features a racer-back tank top and tapered leg in hues of heather charcoal, vert green, heather gray, herringbone gray or herringbone pink.

The new Bodhi jumper has an upper portion similar to a tank top and bottom half that fits wide at the hips with a tapered leg and includes pockets. Some of the Bodhi pieces were manufactured using the brand's remaining **LuxeTech** stock.

Nasim Sanjideh, who is the founder of **The Green Yogi** in North Berkeley, Calif., carries the line for many reasons but mainly for how a person feels when wearing the pieces.

"To me, they really resemble their brand and are in alignment with the product," she said. "It makes you comfortable to be in your own body. They have this amazing stretchy, comfortable product that is suitable for all bodies."

With their recent successes, such as having 20 percent of sales from repeat customers, Saboya and Dubov are moving

forward. For their Winter 2018 II collection, Imbodhi will introduce a new bodysuit design in addition to a wrap and sweatshirt.

Eventually the couple will design bodysuits for men. They are also committed to finding natural, fully sustainable fabrics.

"We are going to London for the **Future Fabrics Expo** in January to find a supplier that makes textiles from 100-percent natural fabrics for activewear," Dubov said.

Wholesale pricing for the line ranges from \$59.50 to \$70.95. With sizes ranging from XS to XL, depending on the design, Imbodhi is available at select yoga studios and online at imbodhi.co/. ●



Bodhi jumper

Calendar

Nov. 13

ReMode

Los Angeles Convention Center
Los Angeles
Through Nov. 14

Nov. 16

San Mateo Christmas Cash & Carry Show

San Mateo County Event Center
San Mateo, Calif.
Through Nov. 18

Nov. 27

DG Expo

San Francisco Hilton Hotel
San Francisco
Through Nov. 28

Nov. 28

Kingpins

Pier 36 Basketball City
New York
Through Nov. 29

Nov. 29

Jewelry, Fashion & Accessories Show

Renaissance Schaumburg Hotel & Convention Center
Schaumburg, Ill.
Through Dec. 2

There's more
on ApparelNews.net.

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

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Beverly Center *Continued from page 1*

Luxury-inspired Los Angeles brand **PRSVR** (Passion. Resilience. Sacrifice. Values. Respect.) will open its first Los Angeles shop at the Beverly Center in 2019.

Relocating from its 20,000-square-foot store on Rodeo Drive in Beverly Hills is the longstanding brand **Brooks Brothers**, which will open a 3,170-square-foot shop in the Beverly Center before Christmas.

Before the official unveiling of the remodel on Nov. 2, Beverly Center had already welcomed a number of new boutiques including **APM Monaco**, **Balenciaga**, **G-Star Raw** and **Polo Ralph Lauren**. Also opening this year were multi-brand retailers **Hayden Girls**, a children's clothier, and the design boutique **The Celect**. In May, **Zara** opened a mammoth 28,300-square-foot outpost, which is its largest location in Los Angeles.

The Beverly Center will continue to offer one of the more extensive selections of boutiques from European fashion houses in a mall setting. A slate of more than 14 Euro-centric boutiques includes **Versace**, which relocated to a 2,200-square-foot space in September, as well as **Prada**, **Dolce & Gabbana**, **Fendi**, **Salvatore Ferragamo**, **Saint Laurent**, **Louis Vuitton** and **Gucci**.

Earlier this year, multi-line design retailer **Traffic Los Angeles** unveiled an extensive remodel and expansion of its 6,000-square-foot store.

The mall's anchor stores remain **Macy's** and **Bloomingdale's**.

Bernard G. Jacobs, a stylist who has spent years working in the Los Angeles area, said the Beverly Center is unique for its selection of high-end boutiques.

"Is Beverly Center's selection of designer boutiques more thorough than most malls? Yes. You won't find as many high-end stores in a mall, or at all," he said.

He also liked that there are retailers offering clothes at mid and low price points. Beverly Center's retailer mix includes **XXI Forever**, a nameplate owned by the fast-fashion giant **Forever 21**, whose average retail price points are between \$20 and \$40.

Bill Taubman, chief operating officer of **Taubman Centers**, the real-estate investment trust in Bloomfield Hills, Mich., that owns the Beverly Center, said offering a wide array of retailers was crucial. "[The customer] goes to Zara



Exterior of Beverly Center



Beverly Center's Grand Court



Beverly Center elevators with infinity mirror lights.

and buys a T-shirt. She goes to Prada and buys a pair of shoes. It's not what it used to be where my mother would walk into **Chanel** and buy an entire outfit," Taubman said.

Fashion was not the only concern of the remodel, Taubman said. "We wanted to focus on every aspect of the consumer experience. We focused specifically on the things that they didn't like. They didn't like the food. They told us that they thought our food was the worst on the market. That was a huge focus that you'll see in the redevelopment," he said.

The mall's 1980s-style food court is long gone. It was replaced by chef-driven, sit-down restaurants such as **Cal Mare**, which opened in December 2017. Also new are the high-end farm-to-table restaurant **Farmhouse Los Angeles** and **Yardbird Southern Table & Bar**.

New fast-casual restaurants include **Marugame Udon**, downtown Los Angeles' **Pitchoun! Bakery & Café** and **Eggslut**. On weekends, diners brave 90-minute waits for Eggslut sandwiches at its downtown Los Angeles location at the **Grand Central Market**. All-day breakfast place **Easy's** opened at the revamped mall last month. Several more cafés and fast-casual places are scheduled to open.

Many of the new restaurants are located on the street level of La Cienega Boulevard to bring life to a block empty before redevelopment, said Ron Loch, a Taubman vice president of planning and design.

Architectural touches

The 886,000-square-foot mall was redesigned by **Studio Fuksas**, the Rome-based architectural firm that designed

a "skylight ribbon," which is a 25,000-square-foot curving glass ribbon embedded in the mall's ceiling to bring in more sunlight. Parts of the shopping center's walls were taken out and replaced with windows for additional light and a better view of Los Angeles and West Hollywood.

The increased natural light will attract more people, said Michael Dovan, founder and co-owner of **Traffic Los Angeles**. "It's warmer. The sun is coming in," he said.

Traffic Los Angeles is the mall's oldest tenant, having been there since 1984. Historically the mall attracted people from neighboring enclaves of West Hollywood, Beverly Hills and Los Angeles' mid-city areas.

Traditionally, a significant amount of business at the mall has come from entertainment-industry people as well as international tourists. Dovan forecasted the remodel will attract even more shoppers.

Parts of the mall's exterior are covered with a metal-mesh façade, which is a backdrop to a programmable LED lighting system. When the **L.A. Dodgers** played in the 2018 **World Series**, the lighting system cast a Dodger-blue light, which reportedly could be seen miles away. Escalator areas will feature murals from artists.

The mall's central area is the remodeled Grand Court, which features a giant, billboard-sized LED screen flashing advertisements and announcements, and red chairs have been arranged where people can lounge.

Other perks include seating areas around the mall equipped with charging areas for phones, and a new smart parking system offers an easier, more efficient parking experience, Taubman said. ●

Asher



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L.A. Designer Fashion Show Helps Raise Money to Fight Cancer

Designer Ali Rahimi has been a longtime custom designer for celebrities, musicians and fashion enthusiasts ever since he opened his Los Angeles design studio **Mon Atelier** in 1986.

Rahimi's creations have been worn by Anjelica Huston, Angela Bassett and Eva Longoria and gravitate toward flowing evening gowns, red-carpet looks and cocktail dresses worn for those special occasions. He has been designing since he was a child in England, later attending the **Virginia Marti College of Art and Design**, renamed the **North Coast College**, in Ohio.

A special fashion show of Rahimi's luxe looks was held Nov. 4 at the **Long Beach**

Hyatt Regency in Long Beach, Calif., as a benefit for the **San Pedro Peninsula Cancer Guild** in support of the **USC Norris Comprehensive Cancer Center**.

Highlights from the show included:

- the Cecil Beaton-inspired "My Fair Lady" gown of white taffeta with an engineered black-ribbon plaid pattern;
- the Red Wall segment of red dresses made with fabrics and silhouettes appealing to all body types and ages; and
- a wedding gown with a hand-stitched winter-white silk/wool bodice attached to a skirt embellished with ostrich feathers, velvet and vintage Japanese gingko leaves.

—Deborah Belgum



Ali Rahimi



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FASHION

Costume Designer Alexandra Byrne Honored During FIDM Museum Reception

By Dorothy Crouch Associate Editor

Ahead of its “Art of Motion Picture Costume Design” exhibition next February, the **FIDM Museum** at the **Fashion Institute of Design & Merchandising** honored costume designer Alexandra Byrne for her work on the film “Mary Queen of Scots,” to be released Dec. 7.

The event at the downtown L.A. campus began with a tour of the museum’s History Gallery. A small group of guests was led by FIDM Museum curator Kevin Jones through “Majesty and Mystery: Saving a Napoleonic Court Gown,” an exhibition showcasing fashions worn during the reign and fall of Napoleon Bonaparte.

The masterpiece of the area was a court gown rumored to have been worn by the emperor’s wife, Marie-Joseph-Rose de Tascher de la Pagerie de Beauharnais, whom Napo-

lone connected the FIDM Museum to another Los Angeles cultural destination.

“The **Los Angeles County Museum of Art** has the only other known one like this



Kevin Jones, Alexandra Byrne and Barbara Bundy, director of the FIDM Museum

and they match,” Jones explained. “Our embroidery is a little more complex, but they are absolutely from the same workshop. This is the first time Elizabethan embroideries have been matched that way.”

Describing her work to guests, Byrne mentioned the challenges as a 21st-century costume-design professional who is creating pieces that relay a glimpse into a 16th-century royal family and its subjects.

“It’s a short amount of time and a very tight project. You’re both trying to be artistic and practical,” she said. “We had to make everything.”

As a designer whose **Oscar** win was the result of her work on 2007’s “Elizabeth: The Golden Age,” Byrne was a natural fit for costuming “Mary Queen of Scots.”

“I knew the period so I was able to have a strong and instinctive response,” she said.

Another challenge for Byrne was capturing the story of these two powerful female rulers, who were also family, as they navigated the difficult course of leadership among men.

“On a more artistic front, it is the story about two women, two queens maintaining power in a world of predatory men,” she said. “I wanted the men to be sexy, and that is quite difficult in the Elizabethan period. For the two queens, I didn’t want it to be about another queen in another frock.”

Taking inspiration from a rigger who worked with ropes and booms on another production project, Byrne examined the way in which the man’s utility belt affected his body movement and the silhouette it created.

She matched the silhouette by including patches and pockets in her designs, a decision that proved wise and was affirmed by



Alexandra Byrne examines the Napoleonic court gown.

leon referred to as “Josephine.”

The exhibition is being held at the same time as the museum’s Operation 1804, a fund-raising effort to purchase the pieces from their unnamed owner, who provided the court gown on loan. While the exhibition closes Dec. 22, the fund-raising effort continues until December 2020.

Next, guests viewed archival pieces from the museum, which were selected to complement the Elizabethan period reflected in “Mary Queen of Scots” as a tribute to Byrne’s work.

Jones revealed an exquisite embroidered petticoat, circa 1575, which is believed to be of Portuguese origin. The piece, created in linen and silk



Embroidered late 16th-century petticoat

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Continued from previous page

a historical discovery the designer made after she had already ventured deep into costume production.

“Interestingly, we were quite well into making the clothes when I found a report of a trial from the 16th century,” Byrne explained. “A man was charged with having his britches overstuffed. Men used their britches to store their worldly possessions if they didn’t have a home. In a way, the britches were the pockets.”

Outfitting a cast that included approximately 800 actors when filming crowd scenes in rainy weather on a muddy set meant that Byrne needed to create pieces using resilient materials, which led her to incorporate a lot of denim into the film’s costuming.

The versatile characteristics of how denim becomes more attractive through use and age also appealed to the designer. Working with several factories in Europe, including **Hero**—a former denim factory that now focuses on military wear—in Poland and denim-maker **Kanti**, which is based in Leicester, England, Byrne challenged these partners to create designs that were beyond their typical offerings.

Once the pieces were created, she and her team had to distress and age them.

“Denim is a fabric that gets better with wear and dirt. It’s a fabric that we know molds to our bodies, which is how I am sure their clothes were because they didn’t have dry cleaners,” she said. “They sweated into the clothes and they dried out. It would have been similar to a second skin.”

One of the most important scenes Byrne was forced to approach cautiously was a significant meeting of the two queens. The designer knew that the moment would be visually striking, but the costuming couldn’t distract from the appearance of the women.

“The heart of the film is this scene where the two queens meet. I didn’t want the clothes to be distracting in any way during that sequence,” she said. “You have the whole culmination of two red-headed queens, which is a big piece of the visual composition.”

Costumes from “Mary Queen of Scots” will be on display during the FIDM Museum’s “Art of Motion Picture Costume Design” exhibition, which runs from Feb. 5 to April 12, 2019. ●

Sustainable Resources

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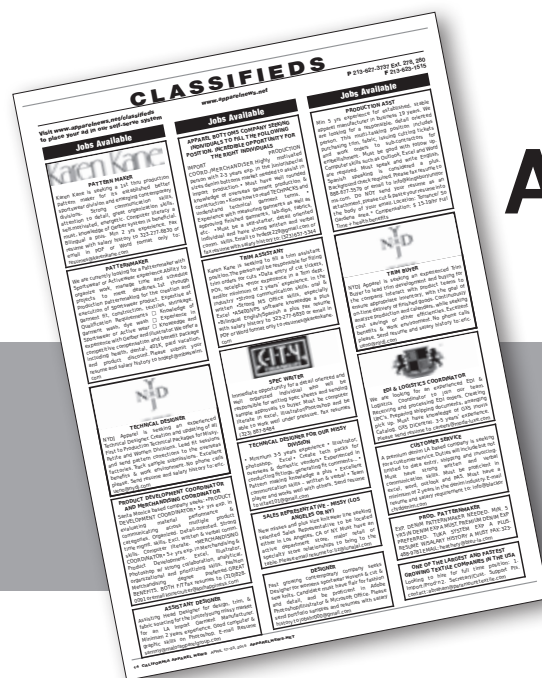
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A woman with her hair pulled back is posing elegantly. She is wearing a strapless, white, flowing dress adorned with a vibrant, multi-colored floral pattern. Her right hand is raised, with her fingers gently touching her cheek. She is also wearing a dark, textured choker necklace and a large, ornate ring on her right hand. The background is a dark, monochromatic floral pattern that complements the dress. The overall mood is sophisticated and artistic.

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November 2018

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International Trade Show Calendar

With its new Polyester Offering, Pantone proves why it became and remains the world leader in global color standards

When your brand name becomes synonymous with your product category, you know you are doing something right. So it is with Pantone, the name everyone knows when it comes to thousands of color standards. Since the early 1960s, when Pantone first became the tonal touchstone for the graphics industry, Pantone hasn't simply joined a market category, it has defined it.

That was then, and this is now, when Pantone's influence has extended way beyond ink and the print world and into, among its many venues, fashion. In June, the New Jersey-based company announced its latest creation, a 203-color-palette collection of super-saturated, eye-popping colors designed specifically for polyesters and the many iterations of new man-made fabrics that make up the explosively popular athleisure, swim, and fitness markets.

The Polyester Swatch Set is a natural evolution for Pantone, which first waded into textile and apparel waters in 1987, offering fabric-appropriate pigments in addition to print inks. That step was followed closely in the 1990s by its expansive cotton swatch collection and in 2011 with Nylon Brights.

"We do see it as an evolution," says Laurie Pressman, vice president of the Pantone Color Institute, Pantone's trend-tracking division, which annually comes out with its influential Color of the Year.

"With the trend toward man-made materials exponentially increasing, we saw this as more in line with what the market is doing now."

The unique colors of the Polyester Swatch Set complement, but do not intersect with, Pantone's Cotton Swatch Library of 2,310 colors, for good reason. As Lisa Charkowick, product manager for Fashion, Home and Interiors products, explains it, "You want to have a standard that is closest to the end use of what you are doing." While cotton is the most stable fabric for color reproduction, "the depth of saturation of color wouldn't be there," she continues. "The palette for polyester materials is different than cotton—the colors achieved in polyester is different than what you can achieve with cotton."

The 203-color swatch set, dyed on 100 percent polyester knit, was the product of more than a year of selection, experimentation, and testing. There are eye-popping brights, to be sure, but also a range that includes softer neutrals, blush tones, and pastels to mid-tones and dramatic darks.

The mix "is based on what we thought were the most important color ranges we had to bring out in the market," Pressman says. "Our goal is to ensure that our clients have in their hands the colors consumers would be looking for. It had to be a strong collection that crossed all color families that we thought were salient, what was critical. It's like what we do with our color forecast each season—calling out the particular yellow or blue that will be on trend."

Key to the development process was collaboration: the trend spotters and prognosticators both within and outside the Pantone company, forecasters on synthetic material



203 new colors on polyester



2" x 2" swatches included in the set



4" x 4" swatch cards



Polyester Swatch Set

trends, and the clients themselves with whom, Pressman says, "we work closely to better anticipate what people will need."

The colors are rigorously tested in-house to ensure their reliability—"far be it for us to put something out there our clients can't achieve in the real world," Charkowick says.

And so, it came down to 203 colors—not 200 or 225. "There's a lot of thought process behind choosing the colors," Charkowick says. In fact, she notes, Pantone's careful curation of colors is the collection's true strength. "It's not about having thousands of colors," she says. "These are the right colors for what the market needs."

The complete 203-color Polyester Swatch Set, which sells for \$749, is available in a storage case of 2" x 2" removable

swatches, as well as individual colors in 4" x 4" swatches costing \$14.25 each that unfold to 4" x 8" for visualization, specification, and instrumental evaluation. Polyester Spectral Data—the exact dye recipes for each color—will be available late August.

Having standards with set color recipes builds a level of instant communication that is increasingly valuable in time and cost savings, with manufacturing sometimes taking place around the world and speed-to-market accelerating at a lightning-fast pace. "When everything is speed, speed, speed, to have a color standard in these intense, saturated colors, it's good for the design team, good for the factory," says Charkowick.

And color, as Pressman points out, is becoming an even more important selling tool in the fast-paced world of fashion, influencing, she says, 50 percent to 85 percent of "ideas and product-purchase decisions." For the 20-year Pantone veteran, color education is both her "mission" and her "passion."

"Color influences everything, how we feel psychologically and physiologically," she says. "It's the first thing we see when we open our eyes in the morning, it's the first thing that will engage you. We live in a very visual world, even more so now. Color is what connects us to our environment and the things we love."

Not all of the appeal is purely visual. "Everything is in the naming," Pressman says. "I look at some of the more interesting colors that stand out—Blueberry Pancake, Lime Zest. It absolutely engages you, it speaks to the lushness of that blue, the freshness of the yellow-based green. You want that swatch."

The recent launch of the Polyester Swatch Set was "welcome," Pressman says, and the response "happiness—it gives people the depth of color they are looking for in the market."

"One of the things burned into our brains," Pressman goes on, "is this is not about 'right now' for the consumers. It's based on trends, looking forward, forward, forward. We are leading the market, and we are listening. Our clients expect us to have the right colors in the palette, not just navy blue but the right navy blue. So when someone walks in to buy that shirt, it's different, it's on trend. We are informing our clients of the colors they will need to have in their product to best engage consumers to purchase."

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Trade Shows Make Changes to Adapt to a Changing World

The way we do business in the apparel and textile industries is being altered at lightning speed. With that in mind, the trade shows that serve those industries also are taking major steps to keep up with that changing world. We caught up with trade-show organizers to find out what they are doing to better serve customers.



Jennifer Bacon



Raphael Camp



Desiree Hanson



Stephen Krogulski



Gilles Lasbordes

Jennifer Bacon

Fashion & Apparel Show Director

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Just as with any business, trade shows have to evolve and

adapt with current consumer behaviors in order to stay relevant.

The apparel fabric-sourcing space, in particular, is ever changing with trade policies, fashion trends and new technology.

Texworld USA and Apparel Sourcing USA's mission is to provide a platform that offers visitors a curated group of factories and mills that focus on high-quality and cost-

conscious textiles, a robust educational series, as well as an inspiring trend showcase and resources needed for the industry today.

Each show is different than the last. Now exhibitors are focused on speed-to-market and sustainable sourcing options. This edition will have seminars and floor sessions covering chemical-free dyeing processes, the effect of ta-

➔ Q&A page 4

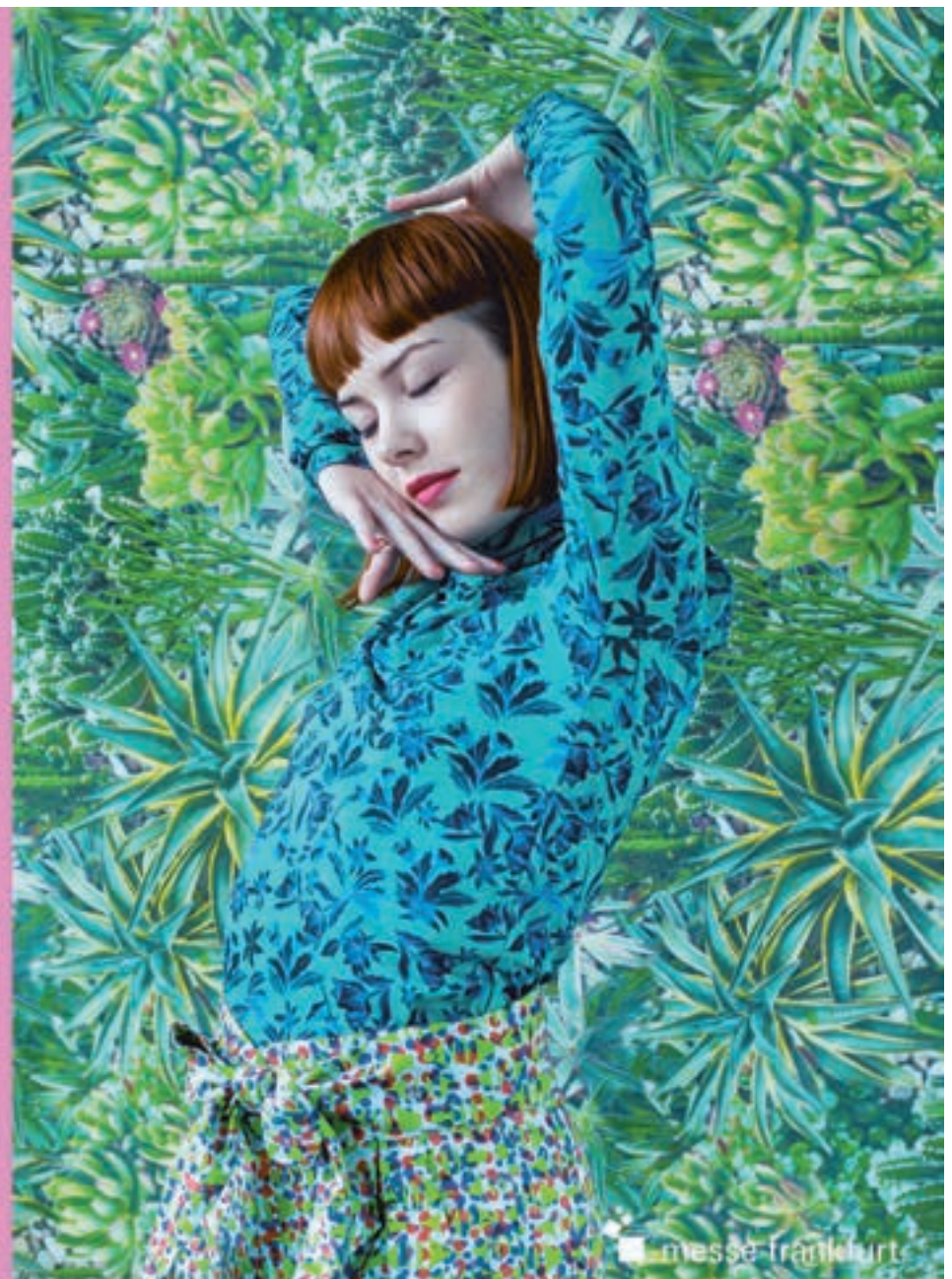
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Q&A *Continued from page 3*

riffs, China's take on sustainable solutions as well as trends in color, mood and texture for Spring/Summer 2020.

This year, we introduced a special area called Local Loft, which addresses the need for domestic manufacturing and who is able to meet low-minimum requirements.

Raphael Camp

Chief Executive Officer

CurveExpoNewYork

www.curve-newyork.com

Attendees want more than an overwhelming number of brands to view. They seek assistance to discover new brands and knowledge on what is happening in the industry.

We focus on creating content, including panels that speak to important topics in the industry. We have trend areas where attendees can discover the latest innovations, a philanthropic aim and specialized speed dating, which matches attendees to new brands.

This past July at CurveNewYork, we held a Body Positivity panel, which joined together leading intimate-apparel influencers to speak about size inclusivity, depiction in the media and the intimate-apparel world.

The Age of E-Commerce panel talked about the steps needed to create a successful online presence. The New Retail panel addressed the digital impact on the retail landscape and how to adapt to the bricks-and-mortar business. Workshops held on Social Media and Press Placement educated the audience of retailers on how to use these tools to improve their business.

CurveNewYork and CurveLasVegas had a trend area called the Concept Lounge, which presented the four expressions of the modern woman: Liberated—the free-spirited woman, Self-Expressive—the strong-willed woman, Body

Confident—the self-assured woman and Conscious—the natural-living woman.

Samples from exhibiting brands were included in the trend activation based on their relativity to the four trends. Attendees were able to browse the area and speak to a trend expert from the show's organizer, Eurovet.

Curve worked this season with Project H.U.G. and Yes Master to create an embroidered-eye-mask station on the

changes and are adapting to the new ways of doing business with new things.

Multi-channel commerce: On the education front, we're significantly expanding our WWIN workshop series, offering free sessions led by industry experts focused on information to stay ahead of technology, trends and new opportunities for growth. We are also launching new campaigns and strategies to attract even more online retailers to WWIN.

Responsive selection: Within the next year we'll be merchandising the floor to create "price-point neighborhoods" with areas matching neighboring price-point ranges and merchandise types. We will continue to build upon WWIN's reputation as a true hunting ground by creating accessory sections in each of the show floor's ballroom areas, representing accessory types that match apparel types. In addition to our strong selection of American-made resources, attendees can look for new aisle-focused areas reflecting issues of interest including sustainability, new/emerging designers and more.

Return on investment: To ensure we're retaining our exhibitor base and attracting new companies, we've significantly expanded the show's key-buyer program

and tapped fashion-industry veteran Susan Milano to be our key-accounts manager. Susan will work closely with the show's exhibitor base to identify potential new attendees, top retail accounts, buying groups and others to bring to the show. Susan is also overseeing the launch of Match!, a customized meeting experience debuting next February. It brings exhibitors and top womenswear and fashion-accessory buyers together in prearranged, confirmed appointments based on mutual interests.

The show experience: WWIN has always had a reputation for its hospitality and fun atmosphere. Among the initiatives we recently launched are menu enhancements for our complimentary buyer breakfasts and lunches. We also

➔ Q&A page 6



Emilie Lewis



Ed Mandelbaum



Cindy Morris

CurveNewYork show floor. Project H.U.G. is an organization that partners with pediatric healthcare and service providers to deliver the best care and to contribute to children's independence and optimize their quality of life. The aim was to provide attendees with a unique takeaway from the show as well as to raise money for a special cause.

Desiree Hanson

Vice President, Fashion Events, Clarion UX

Womensear In Nevada (WWIN)

www.wwinshow.com

The team members at WWIN continually talk about market

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DALLAS MARKET CENTER

Q&A

Q&A *Continued from page 4*

have a new fashion show, which is part of our full-show roster. There is now more seating and more WWIN workshops. We've also recently launched the new WWIN Key Buyers Concierge Club to offer a VIP experience to the show's preselected key-account members. This includes VIP access to the show's complimentary lunch service, reserved seating in the show's dining salons and new fashion-show events.

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

To help retailers of all levels make the most of their time, the Off-price show has ramped up efforts to promote appointment scheduling through the exhibition's online platform, Off-price365.

Retailers who browse the selection of more than 3,000 products can message exhibitors directly through the marketplace and book appointments with vendors on the wholesale floor for the next show, to be held in Las Vegas Feb. 3-6, 2019.

Online sourcing has become more than a convenience—it's a necessity for many off-price retailers looking to source quick fill-ins throughout the year. As one of the top order-writing shows during Las Vegas Fashion Week, many Offprice365 to reorder merchandise from their favorite sellers and get a sneak peek of new lines before the show begins. Of course, the exhibition will always be the focus of our business, but Off-price365 will help improve the off-price experience through an online presence.

To enhance the experience for buyers on the show floor, the show is also launching a special Big Game Day event on the opening day of the show, Feb. 3. Retailers can partake in festivities in the afternoon and celebrate the upcoming Super Bowl.

Match Me stations will be located throughout the show floor to help retailers find the products and pricing that best match their stores. Staff will help buyers plan their best walking routes and give first-time attendees the best buying experience possible. Various educational programming will also be available in the Networking Hub section of the wholesale floor.

Gilles Lasbordes
General Manager
Première Vision
www.premierevision.com

The crucial thing is to listen to the market and to the industry's actors to understand how their needs have evolved. People don't spend as much time at trade shows as they did in the past.

Trade shows must provide moments for experience, exchange, information. Visi-

tors need to find in trade shows a partner to guide them not only in making their choice about products to buy but also in thinking about the industry's current or future challenges.

As far as Première Vision is concerned, we have a selective offer, which attracts buyers from all over the world—every season 74 percent of the 55,000 visitors come from outside France.

We have everything from yarns to fabrics, leather to components, designs to manufacturing, and we are one of the best in terms of diversity, creativity and innovation.

Première Vision Paris is also a place to meet, exchange, think, and get inspired and informed. As you know, fashion information is crucial at Première Vision Paris. It's part of its DNA.

Next February, we will present all the trends for Spring/Summer 2020 through our 10 educational and inspirational forums. These fashion areas were reorganized a year ago to be more effective according to buyers' needs.

We also have discussions about the major topics and challenges facing the industry. One important topic is the relationship between creation and technology as well as the growth of fashion-tech influence.

Technological innovation is a strategic issue for the fashion industry's future. Building on its mission to decode future trends, Première Vision sought to support the transformation of the fashion sector by launching the Wearable Lab in February 2017—a space at the heart of the show designed to showcase fashion-tech players.

In February 2018, the area expanded. Next February, it should go on growing with four zones: an experimental space to discover work-

ing prototypes, an area comprising companies and startups at the origins of fashion tech, an inspiring exhibit, and a program of sophisticated and accessible conferences ranging from startup pitches to an expert roundtable in the heart of the Wearable Village.

We are equally committed to sustainable fashion thanks to our Smart Creation platform. Last September was the third edition of our Smart Square, a space dedicated to eco-responsible solutions for a better fashion industry.

Meanwhile, in September, a new area launched called Sport & Tech, which attracted new types of brands: sports actors and ready-to-wear brands looking for innovative products to develop their high-performance fashion pieces.

One other important decision we made was to create the first Première Vision Marketplace. Launched last September, it is a way to meet the market's needs of being able to get connections and buy collections all year long, in addition to the business done at the physical trade shows.

After its opening to the weavers, this business-to-business e-commerce platform will welcome leather suppliers next February. Accessory manufacturers will be in-



Sharifa Murdock



Lucia Palacios

Apparel News Group

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cluded by September 2019.

These are a few actions and strategic developments we've set up to make our shows more attractive and adapt to the visitors' expectations.

Emilie Lewis
Director of CMC Events
California Market Center
www.californiamarketcenter.com

As new shows, markets and buying avenues emerge each season, retailers continue to become highly selective in choosing where and when to invest their efforts. Brands strive to highlight distinguishing elements that set them apart from their sea of neighbors as experiential becomes a necessity, not just a buzzword.

Attracting buyers doesn't boil down to a one-dimensional solution as it's an ongoing obstacle course of various efforts. It's a combination of the physical presence of products, the convenience of digital solutions, the engagement of experiential, the familiarity of relationships and the proximity of convenience. We have to refine and select our audience and ensure we are providing them with all of the above on a consistent basis.

With an incredible year of growth under our belts in 2018, the California Market Center will continue to stay hyper-focused on buyer and consumer programming, market-focused outreach and expanded partnerships moving into 2019.

Creating a space for brands and retailers to connect on a deeper level through strategic collaborations will continue to prove relevant, such as this past October's Sustainable Fashion Forum with Fashiondex, The Future of Fashion partnership with Fashion Revolution, People for the Ethical Treatment of Animals (PETA) and Lefrenchlab and The Boutique Hub x CMC Los Angeles Experience.

The CMC has a unique obligation as a multifaceted team overseeing fashion tenants, venue space and the production of multiple trade shows to bring the advancement of L.A. markets, the Fashion District and the industry as a whole back to the forefront of our conversations. As Los Angeles quietly outshines other U.S. cities in manufacturing, we continue to shy away from promoting the plethora of resources our local industry has to offer.

The possibilities in L.A. aren't bound to one market week or event. The industry lives and breathes here, produces and manufactures here, sells and promotes here, and, in turn, buyers and brands can expect to discover so much more than just a trade-show floor.

Ed Mandelbaum
Co-founder
Designers and Agents
www.designersandagents.com

The mission at D&A has been to be responsive to the needs of the retailers and designers our platform serves.

We have been able to accomplish that by focusing on the

creative integrity, quality and authenticity of the collections that exhibit at D&A. It sounds simple, but this is the foundation of our identity and, frankly, that of every great retailer as well.

The real challenge is for retailers facing a changing landscape. The growth of e-commerce, the direct-to-consumer brand model and Instagram shopping have had a significant impact on bricks-and-mortar shops.

As a trade show, it puts us in the eye of the storm. Our role is to bring products to the marketplace that will enable retailers to distinguish themselves from the rest and refine their identity. That is the bottom line.

Cindy Morris
President and Chief Executive
Dallas Market Center
www.dallasmarketcenter.com

We recently asked retailers what matters most for their market experience. The answers were clear—help me make meaningful connections and help me discover more new products across the spectrum.

That's why we stand apart as the only lifestyle marketplace, delivering not only more product options within apparel and accessories but also in gift and home.

Buyers can truly find it all in Dallas like never before. Our marketplace evolution includes the launch of special exhibits such as Brand Assembly for contemporary fashion and Shine for beauty and wellness. It also includes the dramatic expansion of in-demand categories such as Western apparel and accessories.

Finally, we are connecting retailers with ideas and inspiration via curated displays, social media and live events, including trend tours and fashion shows to help them succeed. In 2018, we welcomed a record num-

ber of new buyers, and we are excited about the opportunities in the new year.

Sharifa Murdock
Partner
Liberty Fairs
www.libertyfairs.com

Just like the rest of the retail industry, trade shows continue to have a difficult time getting people in the door, and we, as producers, understand the need to adapt and think outside of the box.

Liberty Fairs, which also includes Cabana and Capsule, has never been afraid of pushing the envelope and understanding the right time to make a change to keep up with industry expectations.

When looking at the needs throughout both our men's and women's shows, the

➔ Q&A page 8



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Q&A *Continued from page 7*

biggest necessary change was to revamp the Las Vegas show and breathe life back into the overall experience.

This February marks the first time we will be relocating Liberty Las Vegas from the traditional convention-center setting and moving into a completely fresh space in downtown Las Vegas.

Here, we can totally transform the trade show into a lifestyle event where people actually want to spend their time. We've been speaking with key brands and retailers for months who are supporting the move. We'll continue to bring nothing short of the best customer service, work with local partners to provide convenient access to the new location, expand lodging and dining options, and create an entertaining environment from the moment people arrive.

Lucia Palacios

Marketing & Promotion

Guatemala Apparel & Textile Association

Apparel Sourcing Show

www.apparelexpo.com

In a technology-changing era, we have to take advantage of all the data available. We are now able to know the trends ahead of time and study the analytics and data of consumers, sourcing and participants.

Therefore, we choose the correct channel of promotion and network with participants through connectivity programs to make their participation easier and friendlier.

The trade shows allow attendees to follow a sector of the industry or the industry as a whole and help them to be acquainted with the available raw materials and production to fill their sourcing needs. The shows also highlight future trends, letting participants and exhibitors have an insight into what is available for their long-term-strategy plans.

Judy Stein

Executive Director

Swimwear Association of Florida/Miami SwimShow

www.swimshow.com

Trade shows go through ebbs and flows just like other industries. It is important for a promoter and/or organizer to recognize those paths that lie ahead and determine the best way to proceed.

SwimShow strives to connect the best retailers with the best brands. It is a business-to-business trade show where the brands are curated and the attendees are qualified. Retailers



Judy Stein



Caron Stover

and vendors alike do not want to miss out on this opportunity.

The annual SwimShow is an essential show for the industry—a platform for building relationships, enjoying the latest trends in swimwear, and connecting buyers and manufacturers. SwimShow, celebrating its 37th anniversary, is recognized as the launching pad for many of the industry's leading lines.

The newly renovated Miami Beach Convention Center

enhances the clean, crisp ambience of this trade show. The building is contemporary and beautiful and just the perfect venue to house the international SwimShow.

Not only does SwimShow present the best business environment but we also present an enjoyable and relaxing environment with our expanded Zen Lounge areas, which include dry bars, braid bars, makeup bars, reiki wellness healers, henna tattoo artists, nail specialists and massage therapists.

Our Zen Lounges provide our retailers and vendors with a chance to regroup and recharge during the four-day trade show to allow everyone to be at their best when conducting business.

It's all about the experience! Shopping the best in swimwear, resortwear, beachwear, lifestyle, men's, children's and accessories plus engaging with all our wellness treatments.

Not to mention the continuous complimentary food offerings throughout the day. Who doesn't love to eat?

If the environment is right and the right mix of vendors is present, the retailers want to be a part of this trade show.

Plus, there's a whole lot of wonderful, fun surprises we are working on for the 2019 edition of SwimShow.

Caron Stover

Vice President, Apparel Trade Shows

Atlanta Apparel

www.AmericasMart.com

The challenge for trade shows is making an in-person event remain relevant in an increasingly digital world.

We face the same challenge as many of our buyers: When shopping can be done online, why does it need to take place in person?

The answer for Atlanta Apparel is in the market experience. Buyers find pampering, treats, giveaways, celebrations and inspirational, Instagram-able moments at every turn,



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October Atlanta Apparel

Showrooms: October 15–19

Temporaries: October 16–19

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plus fascinating influencer presentations and industry-leading fashion events.

With sips and snaps, live fashion shoots, and trend displays at each market and its semiannual seasonal fashion runway shows, the trade show's fashion-trend forecasting resources are unmatched in the industry.

The Atlanta Apparel market experience is not just made by parties, fashion shows and special events but also by the layout of the show, which encourages retailers to discover new lines as they shop known categories, the knowledgeable staff offering our famous hospitality, the curated Instagram feed sharing the best of the market and the technological innovations that help buyers effectively find resources.

The new Atlanta Apparel app is part of that experience building. Focusing only on AmericasMart's apparel collection, the app allows buyers to search exhibitors, categories and lines; navigate with ease using turn-by-turn directions; explore events, amenities and dining options; stay connected with push notifications; use the market-plan feature to organize their trips; and stay in the know with the latest social posts to see what's trending before, during and after market.



Mary T. Taft

Mary T. Taft

Executive Director

Fashion Market Northern California

www.fashionmarketnorcal.com

As with all trade shows in our industry, we are trying to obtain and please buyers as a way to increase their attendance in 2019.

One of the big changes we will implement is a VIP check-

in. Buyers who preregister online will be able to stop and pick up their badges without waiting in line. They will also receive a little gift bag with water and other treats to help write orders.

We always want to make new buyers, as well as returning buyers, feel welcome and to know we are available to help them navigate our show. Moving forward, we will have a dedicated Ask Me person who will be walking around the show to help with any questions, directions or suggestions for shopping a certain product or look.

One incentive we're proud of is our offer of a one-night free hotel room to first-time buyers available on a first-come, first-serve basis. In 2018, we gifted six rooms for each show.

We also continue to make our dedicated buyers feel appreciated by recognizing our five-time attendees in our January show book. In addition, each of them will receive a gift. Last year it was a monogrammed portable phone charger.

We are also going to dedicate a small area to showcase new vendors. This space will allow a buyer to quickly see new products in an organized and efficient way.

New improvements on food choices were also made. Buyers' lunch coupons now enable them to receive a healthy lunch on us. Continental breakfast and afternoon treats will continue.

All these changes will help ensure that Fashion Market Northern California continues to be known for its friendly



Mark Temple-Smith

and easy shopping experience.

Mark Temple-Smith

Managing Director

UBM Fashion, part of Informa Plc

www.ubmfashion.com

For 2019, Informa's Fashion Group is focused on enhancing the buyer experience at our events through new technologies and experiences that include increasing the number of new brands to further fuel the discovery process for our customers and create a more impactful show experience.

MAGIC Online, a new digital-technology tool we are launching during the February 2019 edition of MAGIC, will allow brands and buyers to navigate and connect like never before.

Features include ActivLocator, which provides interactive maps of the show floors and allows buyers to better maximize their time by viewing where they are on the show floor while highlighting areas of interest around them.

ActivLocator will even provide relevant suggestions of where to go next, based on the buyer's profile. Brands can also utilize MAGIC Online's tools by helping them connect with their existing and new buyers, arranging meetings on-site, and ultimately increasing their return on investment.

MAGIC Online's digital capabilities will create the opportunity for both brands and buyers to connect and do business before, during and after the show and will be complimentary to all brands and buyers attending MAGIC.

In addition, Informa Fashion Groups' strategic focus is to amplify our international presence by creating awareness and increasing participation from international brands and retailers. By introducing emerging international brands to the U.S. market and by merchandising them appropriately within our portfolio of shows, it will create a more effective experience for our buyers.

Informa Plc, which acquired UBM Fashion in June, will be investing \$15 million over the next three years and is looking to reach new retailers and create an environment on-site for buyers to effectively do business. ●

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Shop & Dine

By Andrew Asch and Dorothy Crouch

Following a day of negotiating, viewing trends and investing in the fashions that will generate customer traffic, celebrating a trade-show victory is always in order.

Take a few hours to relax with a savory meal or some personal shopping in an atmosphere that ensures the good times aren't limited to the trade-show floor.

Discover some of the new restaurant and retail destinations in each major fashion-trade-show city, which will add a bit of much-deserved leisure time to the busiest of schedules.



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The Elysewalker boutique has cultivated a style that could be called designer—think Balenciaga and Stella McCartney with a California edge.

With her recently introduced store concept, Townebyelysewalker, Walker made a deep dive into California-casual looks.

The new store opened Sept. 22, when the Palisades Village retail center was unveiled by The Grove developer Rick Caruso.

The original Elysewalker is located across the street from the new Palisades Village shopping hub.

When Caruso suggested a few years ago that she open a shop in his new development, she turned down the idea. However, she realized she was not meeting a specific demand.

“We never have enough room for basics in our stores,” Walker said of her bricks-and-mortar boutiques in Newport Beach, Calif., and the original Elysewalker.

Walker described the new store as a place for a suburban man or woman who wants something casual but needs something more stylish than the clothes they just exercised in.

Half of the store is for women's looks. The other half is for men's styles. It offers denim, basics and accessories. The boutique carries brands such as Mother Denim, Nili Lotan and Golden Goose. Core price points range from \$200 to \$600.

Walker forecasts her boutique concept will catch on around the country.

“We can open in any affluent, casual community in the country probably 25 [stores]. It's a growing lifestyle,” she said.

In January, she's going to open another Townebyelysewalker in The Glen Centre in Los Angeles' exclusive Beverly Glen enclave.

Lala's Argentine Grill

101 W 9th St.
(213) 660-3006
<http://lalasgrill.com/>

Lala's owners, Horacio Weschler and Mario Balul, immigrated to the United States from Argentina in 1988, but they didn't meet until 1990. The friends opened their first Lala's Argentine Grill restaurant in 1995 with a Melrose Avenue location in Los Angeles. Since then, the duo has opened a Lala's in Studio City and, most recently, in downtown Los Angeles—across the street from The New Mart and the California Market Center.

Starters include beef, chicken, spinach, ham-and-cheese, or cheese-and-onion empanadas; potato or zucchini-and-onion quiche; grilled vegetables; melted provolone cheese topped with salsa and oregano; croquettes; sarten de champignons, which is a skillet of sautéed mushrooms; mollejas—grilled beef sweetbreads; and lightly fried calamari rings.

An array of entrées is available to suit every palate, including plant-based plates such as grilled zucchini, eggplant, mushroom, onion, red and green bell peppers; a vegetable sandwich; and grilled-vegetable skewers. Pasta dishes include cannelloni filled with ricotta cheese and spinach in a creamy tomato sauce; gnocchi—a potato-dumpling pasta in a creamy tomato sauce; and lobster-stuffed ravioli in a light cream sauce.

Lala's specialties include arroz del campo—a yellow rice-based dish with sautéed vegetables in a creamy tomato sauce with feta cheese; milanese—thinly cut steak, breaded and lightly fried; and the plato misto, which is a dish meant for sharing. It comprises two grilled Italian sausages, sweetbreads, New York steak, skirt steak and a half chicken served with two side orders.

The restaurant serves Quilmes Argentine beer, sangria and a full wine list with happy hour available at only the downtown location. For dessert, guests can choose from tempting plates that include flan with caramel queso y dulce; provolone cheese and quince or sweet-potato preserves; or warm caramel and diced bananas with caramel sugar.

SAN FRANCISCO

Dolls Kill

1475 Haight St.
(800) 354-7625
www.dollskill.com/sf-store

The argument about whether retail is dead continues to rage in some quarters. But Dolls Kill's San Francisco flagship gave a vote of confidence to bricks-and-mortar retail.

Dolls Kill started as a pure-play e-retailer, that sold its fashions solely online. In 2017, it opened a physical pop-up shop on Haight Street in the middle of the district where the youth-powered Summer of Love took place in 1967.

Dolls Kill's experiment in physical retail looks like a success. The e-tailer's San Francisco shop continues to do business. A Dolls Kill Los Angeles flagship opened in August.



Lala's Argentine Grill

The Haight Street store is located on a street lined by buildings with charming Victorian exteriors. However, the interior of the shop pays homage to the contemporary rock 'n' roll world inhabited by the women who shop at Dolls Kill.

The back wall features graffiti and sketch

art-inspired murals. The shop's track lighting in the past has illuminated the boutique's walls in nightclub-ready purple and green. Typical ambient lighting showcases the Dolls Kill fashion styles.

The retailer displays its various looks on various dolls, who epitomize a cer-



Dolls Kill

➔ Shop & Dine page 12

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Shop & Dine Continued from page 11

tain look. There's the doll Mercy. She curates looks from the Goth-music subculture. There's Darby, the doll who puts together a punk-rock wardrobe. Other looks include a '90s raver look, an urban streetwear look as well as glitzy nightclub styles.

The Dolls Kill flagship offers the retailer's own brands including the recently released dELiA's by Dolls Kill. It also offers third-party brands including Ripndip and Lazy Oaf.

Prairie
3431 19th St.
(415) 483-1112
<http://prairiesf.com>

After working at some of the city's renowned restaurants, including Delfina and

Locanda, and receiving accolades from industry resources including Zagat, chef Anthony Strong is trying to refresh the Italian-food scene in San Francisco by opening Prairie in the Mission District.

Many of the plates focus on charcoal-grilled ingredients to share with guests. Antipasti offerings at Prairie include Hikari Farm cucumbers with pine-nut miso and Urfa pepper; burrata with spring onion, lemon aioli and grilled levain; Pane Distrutto, which is an extra-virgin-olive-oil bread that has been soaked in Early Girl tomato pulp.

There is also the plant-based Grilled



Prairie



Still Movin

Gems, an assortment of greens served with red walnuts, red onion, pecorino and an Italian vinaigrette. Pasta dishes include Korean-rice gnocchi with chanterelle mushrooms, nettles and pine nuts; Gulf shrimp and burrata tortelli with fermented chili and celery sofrito; and a malfatti with game-bird ragu,

pancetta and holy wine.

The star of the show is the grill, which allows guests to enjoy everything from vegetarian fare to fresh meats. A charred cabbage is served with dried scallop butter and torn herbs, while the Romano beans al forno are complemented by Early Girl tomato and chili. Thinly cut beef short ribs are prepared using tea-leaf salsa verde and radicchio, and marrow bones with horseradish, herb salad and grilled bread can be paired with either snails in garlic butter or sherry luge.

In addition to beer and wine, the restaurant serves Negroni on tap as well as signature cocktails such as a kambucha bellini; Toki Highball with lemon verbena; and the Italian Greyhound made with Hangar 1 vodka, Campari and grapefruit. The Beyoncé-inspired Becky with the Good Hair is made using City of London gin, sea buck thorn and turmeric.

LAS VEGAS

Still Movin
3540 West Sahara Ave.,
Suite E2
(702) 675-3110
www.iamstillmovin.com

Fashion is a time-honored sideline for hip-hop stars.

Four years ago, Tyga opened a Los Angeles boutique on Melrose Avenue inspired by ancient Egypt for the Last King's brand. Nearly three years ago, rap superstar Drake opened an L.A. store called Very Own on La Brea Avenue.

In August, Las Vegas rapper Dizzy Wright opened Still Movin a few miles away from the glitzy Las Vegas strip. His Still Movin song inspired a clothing line photographed on Wright during his concerts.

The Still Movin boutique, with white walls and wood floors, is a multi-brand store. It offers streetwear brands Huf, Lifted Anchors and Mitchell & Ness.

Looks include hoodies, beanies and T-shirts bearing the Still Movin logo. The brand also features collaboration projects such as T-shirts with the brand Mitch & Ace. Other brands that have worked with the Still Movin brand include Yesterday's Fits and Skim Milk.

While the Las Vegas strip is known for tourist T-shirt shops and glitzy designer boutiques, the city hosts a growing scene for streetwear shops.

Catch Las Vegas
3730 S. Las Vegas Blvd.
(702) 607-3797
www.Aria.com

Located inside the Aria Resort



Catch Las Vegas



DLM

& Casino, Catch Las Vegas brings the alluring dining brand from EMM Group and Catch Hospitality Group founders Eugene Remm and Mark Birnbaum to the Strip.

The 7,000-square-foot Rockwell Group-designed space was influenced by the Catch Los Angeles location. Relying on an open-air concept, the designers created a Las Vegas-style, indoor/outdoor, Mediterranean-inspired space with an 80-foot-long interior pathway with a canopy of flowers.

From the raw bar, patrons can choose from oyster shooters, jumbo shrimp, Maine lobster cocktail, or a seafood tower that includes king crab, shrimp, oysters, clams, mussels and ceviche. Additional cold dishes include a variety of sushi rolls, toro tartare, truffle sashimi and a Catch-style sashimi comprising Alaskan king salmon, yuzu soy, hot sesame olive oil-toasted sesame seeds, ginger and chives.

At Catch, patrons who desire plates that are not sushi inspired can order the sautéed wild-caught snapper with lobster mash, organic crispy chicken, USDA Prime porterhouse, American wagyu tomahawk, an oven-roasted whole branzino or a 1.5-pound Alaskan king crab.

The extensive menu also considers the palates of vegetarian and vegan guests with sweet-potato gnocchi; vegetable king roll; eggplant skewers; roasted beets with goat-cheese foam, shaved radish and candied walnuts; and parmesan truffle fries served with a vegan truffle aioli.

Indulgent desserts include the Hit Me chocolate cake, which features a liquid Klondike dulce-de-leche ice cream, brownie and devil's food cake; s'mores pizza; donut wonder wheel and vegan pistachio cheesecake.

DALLAS

DLM

835 W. Davis St.

(469) 917-8081

www.dlmsupplyco.com

There are a number of shopping options in Dallas.

But Deavon Moore, a former Nordstrom buyer, thought she could give the Texas metropolis an alternative.

In the first week of November, she held a grand opening for DLM. It's a women's boutique that features fashion and organic beauty products. Brands offered include French brand Notshy as well as fashion labels more familiar to Americans such as Monrow and Odells. The store will balance casual fashion and clothes that Moore hopes people will keep in their closets for a long time. Core price points will range from \$60 to \$120. "Women still love to find a bargain," she said. "We'll mix high and low fashions but do it in a way that makes sense."

Dallas architect Patrick Craine designed the store's look. The floors are painted pink. LED lights hanging from the ceiling are shaped like amoebas. Bouquets of flowers are sold in the store's front.

DLM opened where a former vintage shop was located. It is adjacent to DLM Supply, the men's shop that Moore opened in mid-2016. A wall once separating the two

was knocked down to form one big space.

The men's shop will follow the same course it has since 2016. It continues to sell a number of men's styles, which range from athleisure/gym clothes by brands such as Reigning Champ to contemporary brands such as Portuguese Flannel and Rodd & Gunn.

DLM and DLM Supply do business in a unique enclave of Dallas called Oak Cliff. Once a blighted section of the city, Oak Cliff has become a center for creatives who ride bikes around an area that has no chain restaurants.

Foxyco

921 N. Riverfront Blvd.

(214) 295-5532

<http://foxycodallas.com>

➔ Shop & Dine page 16

LA TEXTILE



MAR 6-8

LA MARKET WEEK



BUILDING DTLA BU

JAN 14-16



LABEL ARRAY



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JAN 14-16



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LA MAJORS



LA.COM

DM | EXHIBIT: EVENTS@CMCDTLA.COM



LA KIDS MARKET

JAN 14-16

Shop & Dine *Continued from page 13*

Following a May launch, husband-and-wife team Jon and MG Stevens opened Foxyco to bring their interpretation of modern-American cuisine to Dallas's Design District. This is the second restaurant for the pair, who launched Stock & Barrel in the city's Bishop Arts District four years ago.

While the restaurant's cuisine is focused on a wood-fired grill, the menu includes small bites, pasta and flatbreads. At Foxyco, guests enjoy dishes such as tuna tartare; burrata with orange-blossom harissa and honeycomb; grilled artichokes; ricotta dumplings; wagyu short ribs; bavette steak; and Dan Dan noodles, which are served with duroc pork ragu, mushrooms and egg yolk.

The menu also offers an array of flatbreads such as spicy soppressata, served with mozzarella, truffle oil and basil; charred red grapes with caramelized fennel, rosemary honey and maldon salt; and Spanish olives that include chorizo and caramelized-onion goat cheese.

Foxyco also features a full wine list, American whiskeys and locally crafted beers.

Local Dallas designer Hatsumi Kuzuu created a bright,



Foxyco

airy space for the restaurant by complementing the contemporary style of two existing glass walls. Relying on inspiration from Jackson Pollock, Kuzuu painted an entire wall in the style of the abstract-expressionist painter's work, bringing a modern feeling to the restaurant's sleek aesthetic. While the space relies on mostly black, white and hues of



Coco + Mischa

gray, the Tom Dixon lighting scheme brings warmth to the space without being overwhelming.

Swim

COLLECTIVE

JANUARY 7 - 8, 2019

ANAHEIM, CA

Featuring **Beach** at Swim Collective - A curated collection of higher-end resort wear, cover ups, footwear and accessories.

To exhibit or attend, visit swimcollective.com.

ATLANTA

Coco + Mischa

675 Ponce de Leon Ave. NE, Ste. W120

No phone

www.cocoandmischa.com

The market for slow fashion and independent designers has found a new hub in Atlanta.

After running pop-up shops, in April, Melissa Gallagher and Christy LeClair opened a permanent space for Coco + Mischa at the Ponce City Market.

Ponce City Market made a splash when it opened in 2014 in a remodeled, sprawling complex across the street from the historic Fourth Ward Park. Listed in the Register of Historic Places, Ponce City Market's buildings in the early 20th century housed a Sears, Roebuck & Co. distribution center.

Gallagher and LeClair started the boutique because they felt there was no place in Atlanta to buy slow fashion—or independent, sustainable fashion designers who provide an alternative to fast fashion.

Coco + Mischa is serious about raising awareness for sustainable styles. In July, it produced the Slow Fashion Symposium 2018. Speaking at the event was sustainability star Elizabeth Cline, who is the author of "Overdressed: The Shockingly High Cost of Cheap Fashion."

Producing events at the boutique is important. In September, it produced a pop-up shop for Los Angeles designer Tuesday Bassen. The designer makes size-inclusive clothing and silk tour jackets. (Remember the silk coats the Pink Ladies wore in the film "Grease"? Imagine an indie rock version of that.)

Independent, sustainable brands offered at the store include Ozma of California, Megan-Ilene, Plante Clothing and Maelu. The boutique also offers vintage clothing and housewares.

Ray's in the City

240 Peachtree St.

(404) 524-9224

www.raysrestaurants.com/raysinthecity/home

Located directly across from Atlanta's AmericasMart, Ray's



Ray's in the City

in the City brings a fresh option to the downtown neighborhood. Owned by Ray Schoenbaum, who launched Marietta, Ga.-based Ray's Restaurants in 1984, Ray's in the City provides fresh fare by Dean Berthelot, who has worked with the House of Blues, Ray Schoenbaum's Ray's on the River and as Google's executive chef.

The restaurant's starter menu is extensive and includes jumbo lump crab cakes, loaded Statesboro blue-cheese chips, a chilled seafood tower, Fuji-apple field greens with candied pecans and blue cheese, the signature lobster cobb, and heirloom tomatoes and burrata. Soup dishes include a Maine lobster bisque and seafood gumbo with white rice.

Guests can enjoy hand-cut steaks including the 22-ounce cowboy ribeye and a steak-frites plate that includes a 6-ounce tenderloin and parmesan frites. For an additional fee, patrons can add a cold-water lobster tail, jumbo shrimp, George Bank sea scallops or jumbo-lump crab cakes to their steak or request the dish be served Oscar style.

Alluring customers with fresh seafood, the restaurant has sustainably caught ingredients flown in daily and serves seasonal selections that vary weekly. In addition to its Block Island swordfish, Alaskan halibut, Chilean sea bass and redfish, Ray's in the City features salmon Oscar, parmesan scallops, horseradish-encrusted black grouper, a broiled seafood platter, and shrimp and grits.

A sushi menu features an assortment of favorites including salmon, tuna, yellowtail and shrimp nigiri. Poke and sashimi are also served, in addition to popular rolls.

The restaurant's Peachtree Room overlooks downtown Atlanta, providing an extraordinary view of the neighborhood.

NEW YORK

10 Corso Como

1 Fulton St.

(212) 265-9500

www.10corsocomo.com

While editing Italian *Vogue* and *Elle*, Carla Sozzani worked with some of fashion's most celebrated photographers: Robert Mapplethorpe, Annie Leibovitz and Herb Ritts. In 1991, she got into the retail game.



10 Corso Como

She opened her first 10 Corso Como in her native Milan. The space includes a gallery, a fashion boutique, a restaurant, a rooftop garden and a hotel named Three Rooms. Aptly named, it offers three rooms for guests.

Since then, 10 Corso Como stores have traveled to Asia, where Sozzani opened outposts in Tokyo, Beijing,

in the U.S.

Sozzani's former photographers from her magazine days exhibit at the gallery. During 10 Corso Como's first couple of months of business, she featured Helmut Newton's "Pri-

Shanghai and Seoul, South Korea.

In September, it opened a 28,000-square-foot space in Lower Manhattan. Spread over one floor, the New York City emporium also features a gallery space, a restaurant and bar, a bookstore, and, of course, fashion. The store's focus is on European fashion houses including Prada, Gucci and Dior. Also featured are Comme des Garçons and Stella McCartney. It is 10 Corso Como's sole location

➔ Shop & Dine page 18

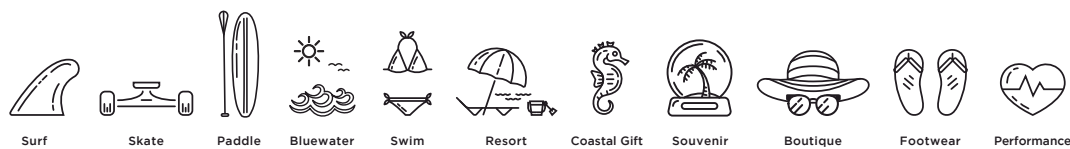
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Shop & Dine Continued from page 17

vate Property” photography show. Long-reigning *Vogue* editor Anna Wintour appeared at the debut of 10 Corso Como. On Oct. 25, Italian singer Andrea Bocelli sang at the space.

Scopa
191 7th Ave.
(646) 858-3300
www.scopanyc.com

Set in Manhattan’s Chelsea neighborhood, Scopa was launched by local chef Crispin Mejia, his cousin Adrian Sanchez and Miguel Diaz. With executive chef Mejia in the kitchen, Scopa’s menu relies on his experience, which has been molded by stints at Remi, Le Zie and his eponymous Italian restaurant Crispin’s in Hell’s Kitchen.

For its antipasti course, Scopa serves grilled octopus, marinated baked sardines, eggplant rollatini, classic meatballs, crocchette—crab cakes with a mushroom salad in a smoked pepper sauce—and a bruschetta that is made with truffle oil.

There is also an assortment of salumi and cheeses.

Guests interested in pasta will have a variety of options including gnocchi with chopped tomato, mozzarella and basil; orecchiette with broccoli rabe and Italian sausage; and a mixed-mushroom, truffle-scented fettuccine. The cavatelli is served with caramelized onions, zucchini, smoked salmon and bourbon sauce.

In addition to its pasta dishes, Scopa offers a Coda di Rospo, a seared monkfish with lemon, fresh tomato and white wine. The Costata di Manzo is a grilled 14-ounce ribeye with a Barolo reduction and is served with rosemary potatoes. Classics such as chicken parmigiana and shrimp scampi are also served.

If there is any room left for dessert, guests can choose from tiramisu, poached pears with a port-wine reduction and hazelnut gelato, basil crème brûlée, or panna cotta with strawberry and mango sauce.



Scopa

The restaurant provides an intimate setting with exposed brick walls and ceiling beams, while the lighting includes ornate candelabra-style chandeliers, sconces that produce red-hued light and pendants. Despite its intimate atmosphere, Scopa has space to accommodate large parties.

MIAMI

The Showroom

3133 Commodore Plaza
(305) 418-0749
www.theshowroom-miami.com

After 22 years of serving as a part owner of the Miami boutique retail company Group LX, Marilyn Sanchez decided to fly solo and opened The Showroom boutique in late 2016.

Located in Coconut Grove, about 12 miles away from Miami Beach’s South Beach neighborhood, The Showroom blends various categories. The 1,000-square-foot space mixes furniture and home accessories with clothing.

The store’s style is inspired by its name. It provides a showroom for Sanchez’s tastes for home and wardrobe. For fashion, the emphasis is on casual. The Showroom’s intended demographic is women between the ages of 30 and 70.

Brands sold at the store include Zadig & Voltaire as well as Los Angeles–headquartered brands Citizens of Humanity, Lauren Moshi and MadeWorn. The Fairfax District–based MadeWorn is known for its high-end interpretations of T-shirts from classic rock bands.

The boutique, located in a pedestrian-friendly neighborhood known for its cafés, is in a neighborhood that includes the high-end consignment store Fashionista and The Griffin, a luxe footwear and handbag boutique.

Coconut Grove is known as one of Miami’s oldest neighborhoods, which traces its history to the early 19th century. Since then, it has become a hub of the Bahamian-American community and hosts the annual Goombay Festival, which celebrates cuisine and music from the Bahamas.

Sanchez said The Showroom will remain exclusive to Coconut Grove. “The plan is to continue to expand the collections we sell and constantly keep filling up the store with unique pieces,” she said. “I don’t plan on opening a

Active
COLLECTIVE

JANUARY 7 • 8, 2019
ANAHEIM, CA

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To exhibit or attend, visit activewearcollective.com.



The Showroom



Malibu Farm Miami Beach

second location. I love to personally help all the clients who shop from me. So until I find a way to clone myself or split myself in two, there will only be one The Showroom.”

Malibu Farm Miami Beach
4525 Collins Avenue
(305) 674-5579
www.edenrochotelmiami.com

Farm-to-table dining arrives beachfront at Malibu Farm Miami Beach, which overlooks the Atlantic Ocean. As the founder of the Malibu Farm Pier Café and Restaurant located in Malibu, Calif., Helene Henderson was inspired by the West Coast and her Scandinavian roots, which trace back to Sweden.

Using ingredients sourced from South Florida’s farmers and organic resources in the area, Henderson prepares seasonal dishes based on ingredients available in the region. Sharable starters include crudité served with hummus and green goddess dressing, chicken broccoli quesadillas and burrata fruit—arugula, burrata, seasonal fruit, sesame-seed brittle and a maple balsamic.

Using a wood-fired oven, the kitchen allows guests to choose from a variety of pizzas including a Greek-salad and cauliflower-crust option with mozzarella cheese, heirloom tomato, pesto and arugula.

A vegan coconut tofu is served with seasonal vegetables and quinoa rice. The chicken ricotta burger is served with a spicy aioli, while the local fish is accompanied by seared radish, arugula and salsa verde.

Family-style options are also available for parties that would like to share. These dishes include a whole lobster with charred corn and lime butter, organic roasted chicken with potatoes, Brussels sprouts, tomatoes, shallots and herbs or a dry-aged ribeye served with crispy baby potatoes, charred broccolini and rosemary aioli.

A selection of local beers is provided by the Biscayne Bay Brewing Company, in addition to other domestic options. The draft-beer list includes Miami Pale Ale, Siren Saison, Kapitan’s Kolsch, La Colada, Amber Ale, Double Nine IPA and Lite Hans Pilsner. ●

FOR PROFESSIONALS ONLY Illustration: Xaviera Altana

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International Trade Show Calendar

Nov. 11
Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through Nov. 13
Ocean City Resort Gift Expo
Ocean City, Md.
Through Nov. 13
Trendz
Palm Beach, Fla.
Through Nov. 13

Nov. 12
CALA
Denver
Through Nov. 13
International Apparel & Textile Fair
Dubai, United Arab Emirates
Through Nov. 14


The Collective Shows presents **The Active Collective Trade Show**, which is recognized as the biggest athleisure trade show in the United States, offering buyers more than 150 lines across all activewear categories. A core theme of the show is quality over quantity, and the show curates the balance of buyers to brands to represent the best of Where Fitness Meets Fashion. Active Collective California will debut a new product category in January 2019: Wellness at Active Collective will feature products encompassing a range of natural skin-care, apothecary, essential vitamins, nutrients, and much more. Wellness at Active Collective aims to provide buyers with an even more rounded collection of brands than ever before. Visit us this January in California at the Anaheim Convention Center Jan. 7–8, 2019, and in New York Jan. 24–25, 2019. For more information, visit our websites. www.activewearcollective.com; www.newyork.activewearcollective.com


The California Market Center (CMC) is the hub of L.A.'s fashion and creative communities. Located in the heart of downtown L.A.'s Fashion District on Ninth and Main, the 1.8-million-square-foot complex is home to premier fashion showrooms, creative offices, and the city's second-largest special-event venue. CMC is host to a year-round calendar of markets and fashion industry trade-shows, including LA Market Week, Label Array, LA Textile, LA Majors Market, LA Kids Market, LA Men's Market, and more. www.cmcctl.com

Nov. 13
ReMode
Los Angeles
Through Nov. 14

Nov. 14
Connections
London
Through Nov. 15
WWSRA Loveland Demo
Georgetown, Colo.
Through Nov. 15
Dubai Arab Fashion Week
Dubai, United Arab Emirates
Through Nov. 18
India International Trade Fair
New Delhi
Through Nov. 27

Nov. 15
International Jewelry and Merchandise Show
New Orleans
Through Nov. 18

Nov. 16
GTS Florida Jewelry and Apparel Expo
Kissimmee, Fla.
Through Nov. 18
Modaprima
Florence, Italy
Through Nov. 18
San Mateo Christmas Cash & Carry Show
San Mateo, Calif.
Through Nov. 18

Nov. 17
Destination Africa
Cairo
Through Nov. 19

Nov. 19
India Leather Days
Offenbach, Germany
Through Nov. 20

Nov. 20
ATF—Apparel, Textile & Footwear Trade Exhibition
Cape Town, South Africa
Through Nov. 22
China Premium Textile and Apparel—South Africa
Cape Town, South Africa
Through Nov. 22

Nov. 21
JFW Japan Creation
Tokyo
Through Nov. 22
Premium Textile Japan
Tokyo
Through Nov. 22
Vietnam International Textile and Garment Exhibition
Ho Chi Minh City, Vietnam
Through Nov. 24

Nov. 27
DG Expo
San Francisco
Through Nov. 28

Nov. 28
Kingpins
New York
Through Nov. 29


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 Jan. 21–23, 2019, for three days of sourcing, seminars, and networking at New York City's Javits Center, located at 655 W. 34 St. <https://apparel-sourcing-usa.us.messefrankfurt.com>

Nov. 29
Hong Kong International Jewelry Manufacturers' Show
Hong Kong
Through Dec. 2
Jewelry, Fashion & Accessories Show
Schaumburg, Ill.
Through Dec. 2

Nov. 30
GTS Jewelry & Accessories Expo
Greensboro, N.C.
Through Dec. 2

November TBA
Expo Pakistan (TBA)
Karachi, Pakistan

Dec. 1
Unique
Los Angeles
Through Dec. 2

Dec. 2
Grand Strand Gift & Resort Merchandise Show
Myrtle Beach, S.C.
Through Dec. 5
ITMA Showtime
High Point, N.C.
Through Dec. 5

Dec. 3
WWSRA Montana
Bozeman, Mont.
Through Dec. 5
New York Shoe Expo, FFANY Market Week
New York
Through Dec. 7

Dec. 4
WWSRA Northern California
Sacramento, Calif.
Through Dec. 6
WWSRA Rocky Mountain Preview
Denver
Through Dec. 6

Dec. 5
Denim Première Vision
London
Through Dec. 6

Dec. 6
Connections
Amsterdam


The 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 Nov. 27–28 in San Francisco and Jan. 15–16, 2019, in New York. Visit our website for details and to register. www.dgexpo.net

Art Basel
Miami Beach, Fla.
Through Dec. 9
Myanmar International Textile and Garment Exhibition
Yangon, Myanmar
Through Dec. 9
One of a Kind Holiday Show
Chicago
Through Dec. 9

Dec. 7
Baton Rouge Jewelry and Merchandise Show
Baton Rouge, La.
Through Dec. 9
China International Gold, Jewellery & Gem Fair
Shenzhen, China
Through Dec. 10

Dec. 11
WWSRA Intermountain Preview
Salt Lake City
Through Dec. 13
WWSRA Northwest Preview
Portland, Ore.
Through Dec. 13

Dec. 12
Blossom Première Vision
Paris
Through Dec. 13

Jan. 3
Agenda
Long Beach, Calif.
Through Jan. 4
ASI Show
Orlando, Fla.
Through Jan. 5
TrendSet
Munich
Through Jan. 5

Jan. 4
Exponovos
Lisbon, Portugal
Through Jan. 6
Philadelphia Gift Show
Philadelphia
Through Jan. 7

Jan. 5
Agenda Festival
Long Beach, Calif.
Asian E-tailing Summit
Hong Kong


Swim Collective features Beach at Swim Collective at its Jan. 7–8, 2019, show in Anaheim, Calif. Beach at Swim Collective will offer a curated assemblage of apparel and accessories selected to complement the show's current swim offerings and enhance the buying options for retailers. The new category will be centrally located within Swim Collective, in the center of the show. Swim Collective once again will be colocated with Active Collective, adding even more options for buyers. The juried collection of brands will include higher-end resortwear, cover-ups, and sun-protection apparel as well as unique towels, hats, footwear, and other accessories. The new category is attracting top brands including Koy Resort, Reef, Sea Star, Jordan Taylor, Peter Grimm, Skova, and Coolibar—all of whom will be exhibiting. To learn more about Beach at Swim Collective, visit our website. www.swimcollective.com

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TRADE SHOW CALENDAR

London Fashion Week Men's

London
Through Jan. 7
Trendz
Palm Beach, Fla.
Through Jan. 7

Jan. 6

Travelers Show
Plymouth Meeting, Pa.
Through Jan. 7

Accessorie Circuit

New York
Through Jan. 8

Accessorie the Show

New York
Through Jan. 8

Children's Club New York

New York
Through Jan. 8

Fame

New York
Through Jan. 8

Moda

New York
Through Jan. 8

New York Women's

New York
Through Jan. 8

Project Womens

New York
Through Jan. 8

The Trends Show

Phoenix
Through Jan. 8

Jan. 7

Active Collective

Anaheim, Calif.
Through Jan. 8

Asian Licensing Conference

Hong Kong
Through Jan. 8

Swim Collective

Anaheim, Calif.
Through Jan. 8

Jan. 8

WWSRA Intermountain Preview

Salt Lake City
Through Jan. 10

Heimtextil

Frankfurt, Germany
Through Jan. 11

Pitti Immagine Uomo

Florence, Italy
Through Jan. 11

Atlanta International Gift & Home

Furnishings Market
Atlanta
Through Jan. 15

Jan. 9

London Textile Fair

London
Through Jan. 10

Metropolitan New York Shoe,

Footwear & Accessories

Marketplace

Secaucus, N.J.
Through Jan. 10

WWSRA Southern California

Preview
Costa Mesa, Calif.
Through Jan. 10

Jan. 10

Surf Expo

Orlando, Fla.
Through Jan. 12

Jan. 11

Toronto Imprint Canada Show

Toronto
Through Jan. 12

Exponoivos Norte

Lisbon, Portugal
Through Jan. 13

Denver International Western/

English Apparel and Equipment

Market

Denver
Through Jan. 14

Jan. 12

White Show—Man & Woman

Milan
Through Jan. 14

White Street Market

Milan
Through Jan. 14



We invite you to join us for **Texworld USA**, one of the largest sourcing events 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. Show dates are Jan. 21–23, 2019, at the Javits Center in New York at 655 W. 34 St. www.texworldusa.com

Jan.13

The Deerfield Show

Deerfield, Ill.
Through Jan. 14

Cobb Trade Show

Atlanta
Through Jan. 14

Midwest Apparel Trade Show

Through Jan. 14
Deerfield, Ill.

Retail's BIG Show

New York
Through Jan. 15

New England Apparel Club

Marlboro, Mass.
Through Jan. 16

Jan. 14

ASAP Avant-première

Annecy, France
Through Jan. 15

Brand Assembly

Los Angeles
Through Jan. 16

Designers and Agents

Los Angeles
Through Jan. 16

Label Array

Los Angeles
Through Jan. 16

LA Kids Market

Los Angeles
Through Jan. 16

LA Market Week

Los Angeles
Through Jan. 16

Couromoda

São Paulo
Through Jan. 17

Hong Kong Fashion Week

Hong Kong
Through Jan. 17

Jan. 15

DG Expo

New York
Through Jan. 16

Fashion London SVP

London
Through Jan. 16

Première Vision

New York
Through Jan. 16

Printsource

New York
Through Jan. 16

Neonyt Winter

Berlin
Through Jan. 17

Premium International Fashion

Trade Show

Berlin
Through Jan. 17

Seek

Berlin
Through Jan. 17

WWSRA Northwest Preview

Portland, Ore.
Through Jan. 17

WWSRA Northern California

Preview

Reno, Nev.
Through Jan. 17

Intermoda

Guadalajara, Mexico
Through Jan. 18

MosShoes

Moscow
Through Jan. 18



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



Fashion Market Northern California is the largest open-booth-format show on the West Coast. It consistently offers choices from 2,000 apparel and accessories lines in every category: European, contemporary, updated, casual, and juniors, plus a wide range of jewelry, bags, and shoes. Buyers love the complimentary continental breakfast, coupons for lunch options, and afternoon treats. FMNC continues to offer free parking on Monday and Tuesday mornings for arrival before 10 a.m. and late-night Monday with complimentary beer and wine. First-time buyers may qualify for one free hotel night during the show. Check out www.fashionmarketnorcal.com, Facebook and Instagram.

Paris Fashion Week Men's

Fashion

Paris
Through Jan. 20

Jan. 16

Spinexpo

Paris
Through Jan. 17

WWSRA Rocky Mountain Preview

Denver
Through Jan. 17

India International Garment Fair

New Delhi
Through Jan. 18

ISPO

Beijing
Through Jan. 19

Dallas Total Gift & Home

Dallas
Through Jan. 22

Jan. 17

Pitti Immagine Bimbo

Florence, Italy
Through Jan. 19

Garmentech

Dhaka, Bangladesh
Through Jan. 20

Gift & Home Winter Market

Los Angeles
Through Jan. 21

Tranoï Week

Paris
Through Jan. 22

Jan. 18

Hawaii Market Merchandise Expo

Honolulu
Through Jan. 20

Imprinted Sportswear Show

Long Beach, Calif.
Through Jan. 20

Northwest Shoe Travelers Market

St. Paul, Minn.
Through Jan. 20

Tranoï Men's and Women's

Paris
Through Jan. 20

Premiere Classe

Paris
Through Jan. 21

Jan. 19

Designer Forum

New York
Through Jan. 21

Salon International de la Lingerie

Paris
Through Jan. 21

Innatex, Xoom

Frankfurt, Germany
Through Jan. 21

Interfilière

Paris
Through Jan. 21

Jan. 20

Midwest Gift & Lifestyle Show

Des Plains, Ill.
Through Jan. 21

Modefabriek

Amsterdam
Through Jan. 21

MRket

New York
Through Jan. 21

New York Men's

New York
Through Jan. 22

Northstar Fashion Exhibitors

St. Paul, Minn.
Through Jan. 21

Travelers Show

Baltimore
Through Jan. 21

NW Trend Show

Seattle
Through Jan. 22

Project

New York
Through Jan. 22

Continued on page 22

apparelsourcing USA

WOMENS, MENS, CHILDREN, ACCESSORIES

JANUARY 21-23, 2019

JAVITS CONVENTION CENTER
NEW YORK CITY

MORE INFO:

APPARELSOURCINGSHOW.COM



messe frankfurt

Continued from page 21

Jan. 21
Coast
Miami
Through Jan. 22
Apparel Sourcing USA
New York
Through Jan. 23
Liberty Fashion & Lifestyle Fairs
New York
Through Jan. 23
Quest, 2The Pillars, The General Store
New York
Through Jan. 23
Texworld USA
New York
Through Jan. 23
Paris Fashion Week Haute Couture
Paris
Through Jan. 24

Jan. 22
Lineapelle
London
New England Apparel Club
Portland, Maine
Through Jan. 23
ColombiaTex
Medellin, Colombia
Through Jan. 24

Sports Licensing and Tailgate Show
Las Vegas
Through Jan. 24
Trendz West
Palmetto, Fla.
Through Jan. 24
PGA Merchandise Expo
Orlando, Fla.
Through Jan. 25

Jan. 23
Jacket Required
London
Through Jan. 24
Brand Assembly
Dallas
Through Jan. 25
Fashion Industry Gallery
Dallas
Through Jan. 25
Pitti Immagine Filati
Florence, Italy
Through Jan. 25
Dallas Apparel & Accessories Market
Dallas
Through Jan. 26
Dallas KidsWorld Market
Dallas
Through Jan. 26

Dallas Men's Show
Dallas
Through Jan. 26
Dallas Total Home & Gift Market
Dallas
Through Jan. 26
Dhaka International Denim Show
Dhaka, Bangladesh
Through Jan. 26
Dye + Chem
Dhaka, Bangladesh
Through Jan. 26
Kidsworld
Dallas
Through Jan. 26
Home Tex Bangladesh International Expo
Dhaka, Bangladesh
Through Jan. 26
International Yarn & Fabric Show
Dhaka, Bangladesh
Through Jan. 26

Jan. 24
Active Collective
New York
Through Jan. 25
New Orleans Gift and Jewelry Show
New Orleans
Through Jan. 27

Jan. 25
Supreme Kids
Munich
Through Jan. 27
Homi Milan
Milan
Through Jan. 28
Mercedes-Benz Fashion Week
Madrid
Through Jan. 30

Jan. 26
Dallas Men's Show
Dallas
Through Jan. 28
Gallery
Düsseldorf, Germany
Through Jan. 28
West Coast Trend Show
Los Angeles
Through Jan. 28
Playtime
Paris
Through Jan. 28
Supreme Women & Men
Düsseldorf, Germany
Through Jan. 29

Jan. 27
Kentucky Bluegrass Buyer's Market
Lexington, Ky.
Through Jan. 28
Londonedge
London
Through Jan. 28
Travelers Show
Pittsburgh
Through Jan. 28
Fashion Market Northern California
San Mateo, Calif.
Through Jan. 29
Stylemax
Chicago
Through Jan. 29
Toronto Gift Fair
Toronto
Through Jan. 31

Jan. 29
New England Apparel Club
Hyannis, Mass.
Through Jan. 30
Munich Fabric Start, Bluezone
Munich
Through Jan. 31



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 I New World of Bridal twice each year. www.AmericasMart.com/apparel

Jan. 30
Lineapelle
New York
Through Jan. 31
Copenhagen International Fashion Fair—Raven, Runway, Kids, Shoes
Copenhagen, Denmark
Through Feb. 1
Outdoor Retailer
Denver
Through Feb. 1
Revolver Copenhagen International Fashion Trade Show
Copenhagen, Denmark
Through Feb. 1
SIA Snow Show & Sourcing Show
Denver
Through Feb. 1

Jan. 31
Billings Market Association
Billings, Mont.
Through Feb. 2
January TBA Connections (TBA)
San Francisco
Lakme Fashion Week (TBA)
Mumbai, India

Feb. 1
The NBM Show
Phoenix
Through Feb. 2
Edmonton Footwear & Accessory Buying Market
Edmonton, Alberta
Through Feb. 4

Feb. 2
India International Leather Fair
Chennai, India
Through Feb. 4
IFJAG
Las Vegas
Through Feb. 5
International Footwear Leather Show
Bogotá, Colombia
Through Feb. 5
Seattle Gift Show
Seattle
Through Feb. 5

Feb. 3
Surtex
New York
Through Feb. 5
ISPO
Munich
Through Feb. 6



Buyers are invited to experience “VIP treatment” 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 continues to enhance the show experience with new features and enhancements. Among them, a new fashion show featuring the newest designs from exhibitors; extended buying hours with wine/cheese on opening day; fresh new menus for the popular daily complimentary breakfast and lunch offerings; an expanded WWIN workshop schedule; complimentary shuttle service; Lyft ride discounts; free parking; show specials and giveaways; and more. Show dates are Feb. 4–7, 2019. www.wwinshow.com



KID'S HUB
LAS VEGAS
BY playtime

WHERE THE KID'S INDUSTRY CONNECTS

FEBRUARY 4 & 5, 2019
Planet Hollywood, Las Vegas

www.gotokidshub.com

The new kid's fashion trade show in Las Vegas!



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TRADE SHOW CALENDAR

NY Now
New York
Through Feb. 6
OffPrice
Las Vegas
Through Feb. 6
Spring Fair
Birmingham, U.K.
Through Feb. 7

Feb. 4
Kid's Hub Las Vegas by Playtime
Las Vegas
Through Feb. 5
WWSRA/SIA National Preview
Copper Mountain, Colo.
Through Feb. 5
ASI Show
Fort Worth, Texas
Through Feb. 6
Playtime
Tokyo
Through Feb. 6
Footwear Sourcing at MAGIC
Las Vegas
Through Feb. 7
New York Shoe Expo, FFANY Market Week
New York
Through Feb. 7



Playtime New York offers a curated domestic and international selection of today's best children's brands in a creative and warm work environment. "Playtime New York has become a hub for the very best children's brands."—Babyology. "After 30 years in the baby business and attending many disappointing shows, I found Playtime to be fabulous! As a buyer I am always looking for new and creative lines. At Playtime I found them!"—Denny's/J&S. Boy+girl, Caramel, Go Gently Baby, Everbloom, Tane Organics, Omamimini, Rylee & Cru, Misha & Puff, Mini Rodini, Molo, Lanoosh, Oeuf, Velveteen, Tuchinda, and Tia Cibani kids already confirmed their participation in the next edition, which will take place Feb. 10–12, 2019, in New York. Other show dates are Jan. 26–28, 2019, in Paris and Feb. 4–6, 2019, in Tokyo. Check out more details and pre-register for free. www.iloveplaytime.com



Curve is the only show in North America solely dedicated to intimate apparel, sleepwear, and swimwear. The Curve shows will be presenting the collections of over 150 brands in Las Vegas on February 5–7, 2019, and 250 brands in New York on February 25–27, 2019. The Curve New York and Curve Las Vegas shows are produced by Eurovet Americas, a Eurovet company. Interfilere is the leading trade show for intimates, beachwear, and swimwear fabrics. The next editions of the show take place January 19–21, 2019 in Paris and March 20–21 in Hong Kong. The 2019 New York show dates are to be confirmed. www.eurovetamericas.com

Sourcing at MAGIC
Las Vegas
Through Feb. 7
WWIN
Las Vegas
Through Feb. 7

Feb. 5
Londonedge Las Vegas
Las Vegas
Through Feb. 6
Agenda Las Vegas
Las Vegas
Through Feb. 7
Children's Club
Las Vegas
Through Feb. 7
Curve Las Vegas
Las Vegas
Through Feb. 7
FN Platform
Las Vegas
Through Feb. 7
Liberty Fashion & Lifestyle Fairs
Las Vegas
Through Feb. 7
MAGIC Mens
Las Vegas
Through Feb. 7
Milano Unica
Milan
Through Feb. 7
Pooltradeshows
Las Vegas
Through Feb. 7

Project, Project Womens, Stitch @ Project Womens
Las Vegas
Through Feb. 7
Quest, Assembly, The Pillars, Indigo, The General Store
Las Vegas
Through Feb. 7
The Tents
Las Vegas
Through Feb. 7
WWDMAGIC
Las Vegas
Through Feb. 7

Feb. 6
Atlanta Apparel
Atlanta
Through Feb. 9
Bisutex, Intergift, Madridjoya
Madrid
Through Feb. 10

Feb. 7
Style Fashion Week
New York
Through Feb. 10

Feb. 8
Ambiente
Frankfurt, Germany
Through Feb. 10
Momad Metropolis, Momad Shoes
Madrid
Through Feb. 10



Kid's Hub Las Vegas is Picaflor Inc.'s newest show, coming in February of 2019. Playtime is proud to present this unique show, the only trade show in Las Vegas solely dedicated to childrenswear and regional children's brands. Playtime has been offering a curated selection of the best domestic and international children's brands for over 10 years at its New York, Paris, and Tokyo shows. Now they're bringing that success to the West Coast, offering a whole new experience for buyers. Kid's Hub Las Vegas will launch Feb. 4–5 at Planet Hollywood. www.iloveplaytime.com



Offprice is a dynamic, order-writing trade show that connects retailers of all kinds with 500 leading off-price exhibitors who carry clothing, accessories, footwear, and more at 20 percent to 70 percent below wholesale prices. The next show takes place in Las Vegas at the Sands Expo at the Venetian/Palazzo Feb. 3–6, 2019. Many national and regional retailers—including Ross Dress for Less, Citi Trends, and Bealls—actively shop each show. No matter which of the latest fashions you seek—be they men's, women's, children's, accessories, or swimwear—you'll find it all at the Offprice Show! For more information, visit www.offprice365.com.

Feb. 9
Supreme Women & Men
Munich
Through Feb. 12

Feb. 10
Bodyfashion Days
Mijdrecht, Netherlands
Through Feb. 11
Michigan Women's Wear Market
Livonia, Mich.
Through Feb. 11
Playtime
New York
Through Feb. 12
Pure London
Birmingham, U.K.
Through Feb. 12
Scoop International Fashion Show
London
Through Feb. 12
Milano Micam
Milan
Through Feb. 13

Feb. 11
Apparel Sourcing
Paris
Through Feb. 14
Texworld, Avantex
Paris
Through Feb. 14

Feb. 12
WWSRA Northwest Demo
Wenatchee, Wash.
Through Feb. 13
Première Vision
Paris
Through Feb. 14

Vancouver Footwear & Accessory Buying Market
Vancouver, British Columbia
Through Feb. 14
International Premium Incentive Show
Tokyo
Through Feb. 15
Tokyo International Gift Show
Tokyo
Through Feb. 15

Feb. 13
WWSRA California Demo
Mammoth Lakes, Calif.
Through Feb. 14

Feb. 15
Hong Kong International Fur & Fashion Fair
Hong Kong
Through Feb. 18
London Fashion Week
London
Through Feb. 19

Feb. 16
I.L.M. International Leather Goods Fair
Offenbach, Germany
Through Feb. 18
STYL/KABO
Brno, Czech Republic
Through Feb. 18



The **Imprinted Sportswear Show** is the premier trade show dedicated to the imprinted and decorated apparel industry. With over 40 years in the industry, ISS focuses on everything from fashion blanks and promotional items to everything necessary to complete your finished designs in screen and digital printing, heat transfer, embroidery, and more. The trade show also features over 40 seminars and hands-on workshops to keep you updated on all the latest trends and topics starting with graphic design all the way through to the final design application. Five shows are produced annually in each region of the U.S. including: Long Beach, Calif.; Atlantic City, N.J.; Houston, Texas; Orlando, Fla.; and Fort Worth, Texas. For more details, visit www.ISSshows.com



New in sunny Arizona: **The Trends Show**, an apparel, accessories, shoe, and gift show. Formerly the Sun State Trade Shows and the Arizona Apparel Show, the schedule includes a winter show Jan. 6–8 at the El-Zaribah Shriners Auditorium in Phoenix as well as a spring show to be announced. The summer show is June 9–11 at the Mesa Convention Center in Mesa, Ariz. The fall show is Sept. 28–Oct. 1 at the Phoenix Convention Center. Buyers can preregister online. Contact new show managers Jay and Kelli Johnson at thetrendsshow@gmail.com or (951) 821-8817. www.thetrendsshow.com

Wäsche Und Mehr
Köln, Germany
Through Feb. 18

Feb. 17
Chicago Collective
Chicago
Through Feb. 19
Moda London
Birmingham, U.K.
Through Feb. 19

Feb. 19
Textillegprom Federal Trade Fair
Moscow
Through Feb. 22

Feb. 20
WWSRA Intermountain Demo
Huntsville, Utah
Through Feb. 21
Lineapelle
Milan
Through Feb. 22
Toronto Shoe Show
Toronto
Through Feb. 22
Rocky Mountain Gift Show
Denver
Through Feb. 25

Feb. 21
Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through Feb. 24

Continued on page 24

What's keeping your apparel business from growing?

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NEW IN SUNNY ARIZONA

THE TRENDS SHOW

AN APPAREL, ACCESSORIES, SHOE, AND GIFT SHOW
(Formerly Sun State Trade Shows - Arizona Apparel Show)



2019 SHOW SCHEDULE

WINTER SHOW
JAN. 6TH-8TH
EL-ZARIBAH SHRINERS
PHOENIX, ARIZONA

SPRING SHOW
TO BE ANNOUNCED

SUMMER SHOW
JUNE 9TH-11TH
MESA CONVENTION CENTER
MESA, ARIZONA

FALL SHOW
SEPT. 28TH-OCT. 1ST
PHX CONVENTION CENTER
PHOENIX, ARIZONA

BUYERS:
PRE-REGISTER ONLINE

EXHIBITORS:
BOOTHs AVAILABLE

NEW SHOW MANAGERS
JAY AND KELLI JOHNSON
CONTACTTHETRENDSHOW@GMAIL.COM
951-821-8817

THETRENDSHOW.COM



dg

EXPO

FABRIC & TRIM SHOW

SAN FRANCISCO
NOV. 27 & 28, 2018
Hilton Financial District
750 Kearny Street

NEW YORK CITY
JAN. 15 & 16, 2019
Metropolitan Pavilion
123 W. 18th Street

MIAMI . DALLAS . CHICAGO
SAN FRANCISCO . NEW YORK

dgexpo.net
212.804.8243

TRADE SHOW CALENDAR

Continued from page 23

London Fashion Week Festival

London
Through Feb. 24

Feb. 22

GTS Florida Jewelry and Accessories Expo

Kissimmee, Fla.
Through Feb. 24

Denver Apparel & Accessories Market

Denver
Through Feb. 25

Garment Technology Expo

New Delhi
Through Feb. 25

Profile Show

Toronto
Through Feb. 25

Super

Milan
Through Feb. 25

The One Milano—Mifur, Mipap

Milan

Through Feb. 25

White Show—Women's Collection

Milan

Through Feb. 25



IFJAG trade shows feature fashion jewelry and accessories from around the world. Our exhibitors bring the finest brands and private-label products, and our unique venue of private showrooms offers buyers a private, professional environment. The upcoming Las Vegas show runs Feb. 2-5, 2019, so you'll have plenty of time to stop by while you're in the area. Come visit us at the Embassy Suites by Hilton. You can preregister at our website. We welcome new exhibitors who would like to participate in our show for the first time! We offer buyers complimentary lunch as well as transportation from any Las Vegas location. In addition, our New York show is May 9-11. www.ifjag.com

Feb. 23

Designers and Agents

New York
Through Feb. 25

AGHA Sydney Gift Fair

Sydney
Through Feb. 26

Feb. 24

ABC Salon

Munich
Through Feb. 25

Deerfield Children's Show

Deerfield, Ill.
Through Feb. 26

SMOTA Miami

Fort Lauderdale, Fla.
Through Feb. 26

Alberta Gift Fair

Edmonton, Alberta
Through Feb. 27

Feb. 25

Brand Assembly

New York
Through Feb. 27

Capsule

New York
Through Feb. 27

Coterie

New York
Through Feb. 27

Curve New York

New York
Through Feb. 27

Fame

New York
Through Feb. 27

Moda

New York
Through Feb. 27

NY Women's

New York
Through Feb. 27

Sole Commerce

New York
Through Feb. 27

CJF—Child and Junior Fashion

Moscow
Through Feb. 28

CPM Collection Premiere

Moscow
Through Feb. 28

Paris Fashion Week Women

Paris

Through Mar. 5



Crowley Maritime Corporation is a U.S.-owned and -operated marine solutions, transportation, and logistics company providing services in domestic and international markets through six operating lines of business: Puerto Rico/Caribbean liner services; Latin America liner services; logistics; marine contract solutions; deep-sea petroleum transportation; and petroleum transportation, distribution and sales in Alaska. www.crowley.com



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

Feb. 26

DG Expo

Miami
Through Feb. 27

India International Leather Fair

Kolkata, India
Through Feb. 28

Techtextil North America

Raleigh, N.C.
Through Feb. 28

Feb. 27

Northwest Materials Show

Portland, Ore.
Through Feb. 28

Tranoï Week

Paris
Through March 5

February TBA

Connections (TBA)

Los Angeles

Tex-Styles India (TBA)

New Delhi

March 1

East China Fair

Shanghai

Through March 4

Premiere Classe Tuileries

Paris

Through March 4

Tranoï Women's

Paris

Through March 4

Tranoï Richelieu

Paris

Through March 6

March 3

Travelers Show

Pittsburgh

Through March 4

Children's Club March

New York

Through March 5

REV Chicago Boutique Show

Des Plaines, Ill.

Through March 5



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

March 5

New England Apparel Club

Portland, Maine
Through March 6

Poznan Fashion Fair

Poznan, Poland
Through March 6

WWSRA Rocky Mountain Winter Market

Denver

Through March 6

WWSRA Northern California

Active Sports Market

Reno, Nev.

Through March 7

Spinexpo

Shanghai

Through March 8

March 6

Kyoto International Gift Show

Kyoto, Japan
Through March 7

NE Materials Show

Wilmington, Mass.
Through March 7

LA Textile

Los Angeles

Through March 8

International Textile Fair Preview

Daegu, South Korea
Through March 8

March 7

Dye + Chem

Colombo, Sri Lanka

Through March 7

Colombo International Yarn & Fabric Show

Colombo, Sri Lanka

Through March 9

Textech International Expo

Colombo, Sri Lanka

Through March 9

Style Fashion Week

Los Angeles

Through March 10

Trends The Apparel Show

Edmonton, Alberta

Through March 10

March 10

Gallery Shoes

Düsseldorf, Germany

Through March 12

Indianapolis Children's Show

Indianapolis

Through March 12

JA New York

New York

Through March 12

MJSA Expo

New York

Through March 12



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.ubm-fashion.com

March 11

Brand Assembly

Los Angeles

Through March 13

Designers and Agents LA

Los Angeles

Through March 13

Label Array

Los Angeles

Through March 13

LA Kids Market

Los Angeles

Through March 13

LA Market Week

Los Angeles

Through March 13

Sport Achat Winter

Lyon, France

Through March 13

March 12

Kansas City Apparel & Accessory Market

Kansas City, Mo.

Through March 13

New England Apparel Club

Hyannis, Mass.

Through March 13

Chic—China International Fashion Fair

Shanghai

Through March 14

Intertextile Shanghai Apparel

Shanghai

Through March 14

Fabrics

Shanghai

Through March 14

Intertextile Shanghai Home

Shanghai

Through March 14

Yarn Expo

Shanghai

Through March 14

MosShoes

Moscow

Through March 15

SAPICA

León, Mexico

Through March 15



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

TRADE SHOW CALENDAR

Goodman Factors

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

March 13

Travelers Show

Atlantic City, N.J.

Through March 14

All China Leather Exhibition

Hong Kong

Through March 15

APLF Leather & Materials

Hong Kong

Through March 15

Atlanta Spring Gift, Home

Furnishings & Holiday Market

Atlanta

Through March 15

Cashmere World

Hong Kong

Through March 15

Fashion Access

Hong Kong

Through March 15

IFF MAGIC Japan

Tokyo

Through March 15

March 17

Syracuse Super Show

Liverpool, N.Y.

Through March 18

Travelers Show

Baltimore

Through March 18

National Bridal Market

Chicago

Through March 19

Northstar Fashion Exhibitors

St. Paul, Minn.

Through March 19

ASD Market Week

Las Vegas

Through March 20

SourceDirect at ASD

Las Vegas

Through March 20

March 18

Coast

Miami

Through March 19

Leatherworld Middle East

Dubai, United Arab Emirates

Through March 20

March 19

Inglemash

Moscow

Through March 22

Interfabric

Moscow

Through March 22

Obuv Mir Kozhi International

Exhibition for Shoes and Leather

Products

Moscow

Through March 22

Techtextil Russia

Moscow

Through March 22

March 20

Interfilière

Hong Kong

Through March 21

Travelers Show

Ocean City, Md.

Through March 21

Première Vision

Istanbul

Through March 22



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March 21

Imprinted Sportswear Show

Atlantic City, N.J.

Through March 23

Istanbul International Jewelry,

Watch & Equipment Fair

Istanbul

Through March 24

Baselworld

Basel, Switzerland

Through March 26

March 22

GTS Jewelry & Accessories Expo

Greensboro, N.C.

Through March 24

March 24

London Bridal Fashion Week

London

Through March 26

The One

Dallas

Through March 26

March 26

International Clothing Fabric &

Home Textile Show

Karachi, Pakistan

Through March 28

International Textile & Garment

Machinery Show

Karachi, Pakistan

Through March 28

JiTAC European Textile Fair

Tokyo

Through March 28

Bangladesh International Trade

Fair

Dhaka, Bangladesh

Through March 30

Continued on page 26



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TRADE SHOW SPECIAL SECTION

May 2019

A California Apparel News Special Section

Trade Shows

November 2018

2019

Shop and Dine:
Los Angeles,
New York,
San Francisco,
Las Vegas,
Miami,
Atlanta and
Dallas

Q&A
Feature:
Addressing
the
challenges of
keeping trade
shows
relevant

Trade Show Calendar

CALIFORNIA
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TRADE SHOW CALENDAR

Continued from page 25

March 27

Brand Assembly

Dallas

Through March 29

Fashion Industry Gallery

Dallas

Through March 29

Dallas Apparel & Accessories Market + Total Home & Gift Market

Dallas

Through March 30

Dallas Western Market

Dallas

Through March 30

Kidsworld

Dallas

Through March 30

The One

Dallas

Through March 30

March 28

The NBM Show

Irving, Texas

Through March 29

Indo Intertex—Inatex, Indo

Texprint, Indo Dychem

Kemayoran, Indonesia

Through March 30

Gift & Home Spring Market

Los Angeles

Through April 2

PANTONE

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March TBA

Amazon Fashion Week (TBA)

Tokyo

Fashion Community Week (TBA)

San Francisco

Fashion Kode (TBA)

Seoul, South Korea

Lexus Charleston Fashion Week (TBA)

Charleston, S.C.

Mercedes-Benz Fashion Week (TBA)

Istanbul

Metropolitan New York Shoe, Footwear & Accessories Marketplace (TBA)

Secaucus, N.J.

Mid-South Jewelry and Accessories Fair (TBA)

Southaven, Miss.

Milan Fashion Week (TBA)

Milan

MQ Vienna Fashion Week (TBA)

Vienna

Norton's Apparel, Jewelry & Gift Market (TBA)

Gatlinburg, Tenn.

Stock Xchange by Offprice (TBA)

London

Western Canada Fashion Week (TBA)

Edmonton, Alberta

Hera Seoul Fashion Week (TBA)

Seoul, South Korea

April 1

LA Majors Market

Los Angeles

Through April 3

April 2

VOW New World of Bridal

Atlanta

Through April 4

Atlanta Apparel

Atlanta

Through April 6

April 3

DG Expo

Dallas

Through April 4

Made in France Première Vision

Paris

Through April 4

Procolombia Macrorrueda

Bogotá, Colombia

Through April 5

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April 5

Si' Sposaitalia Collezioni

Milan

Through April 8

April 7

Deerfield Children's Show

Deerfield, Ill.

Through April 8

Denver Apparel & Accessories Market

Denver

Through April 9

NW Trend Show

Seattle

Through April 9

Stylemax

Chicago

Through April 9

New England Apparel Club

Marlboro, Mass.

Through April 10

April 9

CALA

Denver

Through April 10

Emitex

Buenos Aires, Argentina

Through April 11

April 10

Luxe Pack

Shanghai

Through April 11

Peru Moda

Lima, Peru

Through April 12

April 12

Hawaii Market Merchandise Expo

Honolulu

Through April 14

Poznan Sport Expo

Poznan, Poland

Through April 14

Style Fashion Week

Palm Springs, Calif.

Through April 21

April 14

Michigan Women's Wear Market

Livonia, Mich.

Through April 15

Fashion Market Northern California

San Mateo, Calif.

Through April 16

The Knot Couture

New York

Through April 16

April 19

China International Gold, Jewellery & Gem Fair

Shenzhen, China

Through April 22

April 20

Hong Kong International Home Textiles and Furnishings Fair

Hong Kong

Through April 23

April 23

New England Apparel Club

Portland, Maine

Through April 24

April 25

Manila F.A.M.E. International

Manila, Philippines

Through April 27

Jewelry, Fashion & Accessories Show

Rosemont, Ill.

Through April 28

April 27

Global Sources Fashion

Hong Kong

Through April 30

Global Sources Lifestyle

Hong Kong

Through April 30

Hong Kong Gifts & Premium Fair

Hong Kong

Through April 30

April 28

Luggage, Leathergoods, Handbags & Accessories Show

Toronto

Through April 29

Midwest Apparel Trade Show

Deerfield, Ill.

Through April 29

Trendz

Palm Beach, Fla.

Through April 30

April 30

New England Apparel Club

Hyannis, Mass.

Through May 1

April TBA

CALA(TBA)

San Francisco

Fashion Week Brooklyn FWIBK (TBA)

Brooklyn, N.Y.

Fashion Week San Diego (TBA)

San Diego, Calif.

International Apparel & Textile Fair Dubai (TBA)

Dubai, United Arab Emirates

Kingpins (TBA)

Amsterdam

Portland Fashion Week (TBA)

Portland, Ore.

Riyadh Arab Fashion Week (TBA)

Riyadh, Saudi Arabia

Style Fashion Week (TBA)

Palm Springs, Calif.

May 3

GTS Jewelry & Accessories Expo

Greensboro, N.C.

Through May 5

May 7

Atlanta Spring Immediate Delivery Show

Atlanta

Through May 9

May 9

IFJAG

New York

Through May 11

Saskatchewan Fashion Week

Regina, Saskatchewan

Through May 11

May 11

Fitex

New Delhi

Through May 12

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May 14

Apparel Sourcing

Guatemala City

Through May 16

LeShow

Moscow

Through May 16

Techtextil

Frankfurt, Germany

Through May 17

Texprocess

Frankfurt, Germany

Through May 17

May 17

The NBM Show

Milwaukee

Through May 18

May 20

Apparel Sourcing Miami

Miami

Through May 22

May TBA

Aberdeen Fashion Week (TBA)

Aberdeen, Scotland

Dubai Arab Fashion Week (TBA)

Dubai, United Arab Emirates

Mercedes-Benz Fashion Week (TBA)

Sydney

Surtex (TBA)

Las Vegas

ON THE COVER: Fashion: The Fifth Label—Denim Jacket, Les Lis—Mesh Dress. Photography: Anthony Mitchell of Anthony Mitchell Studio

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PROJECT WOMENS | ACCESSORIE CIRCUIT
FAME | MODA | ACCESSORIES THE SHOW



CHILDREN'S CLUB NEW YORK JANUARY 6-8, 2019

NEW YORK MEN'S JANUARY 20-22, 2019

PROJECT | MRKET

MAGIC LAS VEGAS FEBRUARY 5-7, 2019

SOURCING AT MAGIC OPENS FEBRUARY 4

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PROJECT WOMENS | STITCH @ PROJECT WOMENS | MAGIC MENS
POOLTRADESHOW | CHILDREN'S CLUB | CURVE LAS VEGAS
SOURCING AT MAGIC | FOOTWEAR SOURCING AT MAGIC



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