

CALIFORNIA ApparelNews

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DESIGNER DEBUT

Students from FCI Fashion School showed off their creative talents at a student runway show. For more looks, see page 8.

Elana Kluner

TIM REGAS

Proposed Tariffs on Chinese Goods Has the Apparel Industry Scrambling

By Deborah Belgum *Executive Editor*

Robert Jungmann has been importing hemp fabric from China for more than 20 years for the T-shirts he manufactures in Los Angeles.

The news that the Trump administration is raising tariffs on Chinese textile imports from 10 percent to 25 percent is a big blow to his **Jungmaven** label.

“This tariff affects us hugely,” he said. “Our No. 1 expense is cost of goods, and now it went up 25 percent. That hurts.”

Other manufacturers faced with the Chinese textile tariff can shift their sourcing to other parts of the world, but Jungmann has a different problem. The only country that manufactures hemp fabric is China.

“There is no place we can purchase hemp fabric. We can’t purchase it from Europe, Vietnam or the United States. Only China does what we purchase. There is no option,” he said.

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Virtual Reality, Digitization and Social Media Shake Up Retail

By Andrew Asch *Retail Editor*

The future of retail is looking like a chapter out of a science-fiction novel.

Not too long down the road, shoppers will be able to try on highly accurate three-dimensional representations of clothes in virtual dressing rooms. And consumers might have as much control over the look and style of their garments and shoes as a designer.

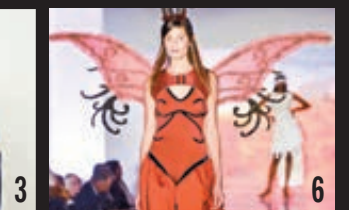
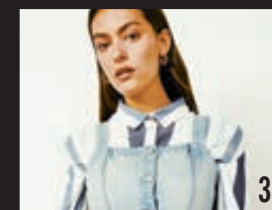
Those were some of the predictions at the **Marcum Retail Symposium**, held May 9 at the **JW Marriott** hotel at **L.A. Live** in downtown Los Angeles.

The annual symposium has consistently focused on changes in retail and fashion—topics that should be on the radar of every retailer and fashion manufacturer, said Ron Friedman, a

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Where fashion gets down to businessSM



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Retail Vacancies Are Up in L.A. County

Blame the closure of big-box stores for an uptick in retail vacancy rates in Los Angeles County during the first part of 2019.

According to a recently released report by CBRE, a real-estate and investment-services company, overall retail vacancies inched up to 5.4 percent in the first quarter of this year from 5.1 percent in the fourth and third quarters of 2018.

Overall retail vacancies across the county grew because of the closure of big-box stores such as **National Stores' Fallas** and **Sears**. Both filed for Chapter 11 bankruptcy protection last year.

But the CBRE report remained bullish on the retail-real-estate scene in L.A. County because of upcoming development projects. Plans were announced in September to start development on the **Los Angeles Premium Outlets** in Carson, Calif. Mall developers **Macerich** and **Simon** will work together to develop the new outlet mall, scheduled to open in the fall of 2021.

The CBRE report also broke down vacancies by individual L.A. County neighborhoods. The area with the highest overall retail vacancy rate was the greater downtown Los Angeles area with 8.8 percent of retail spaces being empty. This includes the Arts District and the intersection of 9th Street and Broadway, which had been widely anticipated to be the next hot spots for specialty retail.

CBRE's Andrew Turf said downtown has a greater vacancy rate because more properties are coming on the market. He anticipates in the future there will be increased demand for downtown Los Angeles space.

"There is great demand for downtown," said Turf, CBRE's senior vice president of

high-street retail services. "Everyone is going to see the potential when the big boys open."

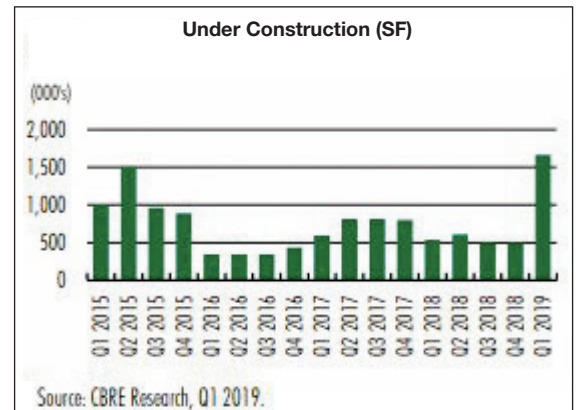
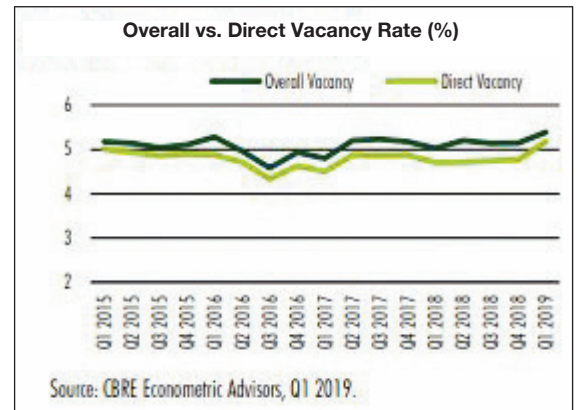
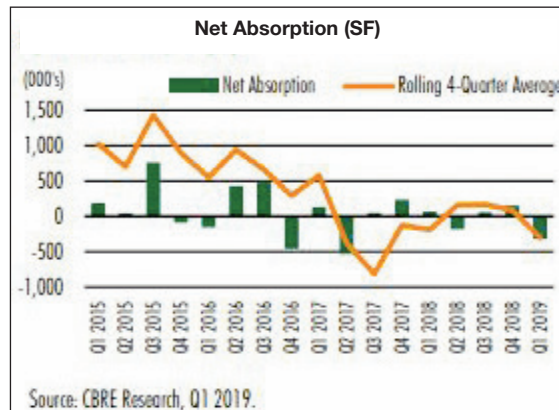
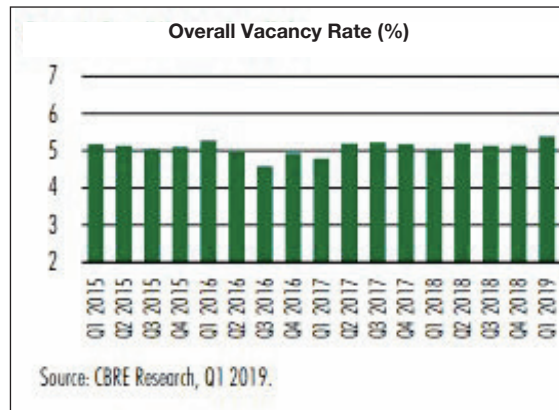
An **Apple** flagship is taking over the historic **Tower Theatre** on Eighth Street and Broadway as the interior of the 1927 historic structure is being re-amped to retain some of the original finishes in a big dose of modernity.

Next to the Apple store, a **Vans** flagship is scheduled to open this summer, as is a **Paul Smith** store not too far away on Broadway.

Turf said he recently closed a deal to bring **Makoto**, a high-end Miami restaurant, to a food hall being developed at 755 Los Angeles St., which is located in the Fashion District.

A bullish outlook on downtown Los Angeles is not shared by everyone. Commercial-real-estate agent Brigham Yen has been publishing the commercial-real-estate blog "DTLA Rising" for almost a decade.

He observed that downtown's retail-real-estate market hasn't been growing as fast as



anticipated for two reasons. One is that the huge homeless population scares away affluent shoppers, and parking is a major issue because the majority of shoppers travel to the area by car.

"There is no free or cheap parking," Yen said of downtown Los Angeles. "If 90 percent of Angelenos rely on driving, you're going to need more parking. You're going to need convenient, cheap parking to compete with other retail districts in the region."

Downtown Los Angeles parking areas also need to be easier for out-of-town visi-

tors to find, he said.

According to Yen, the most successful retail area in downtown Los Angeles is the **Fig@7th** mall, which is located next to a parking structure with 500 spaces. He also said Little Tokyo, near downtown Los Angeles, has been thriving because of parking structures.

"If we don't mitigate the homeless issue and add parking, it's going to limit and hurt the potential of downtown L.A. The [area follows a] suburban, metropolitan model. This isn't Tokyo. This isn't London or New York. Let's stop pretending."—*Andrew Asch*

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New Company Formed to Help Evaluate Fashion-Industry Sustainability

The world's fashion industry is falling behind in its goals to become sustainable and environmentally friendly, according to a manifesto released this week by several environmental fashion organizations including **Global Fashion Agenda** and the **Sustainable Apparel Coalition**.

The organizations called for the European Union to work more closely with fashion companies to develop programs that would include restructuring and upgrading industry supply chains to be environmentally safer.

The document was released before the **Copenhagen Fashion Summit**, which took place May 15–16 in the Danish capital. It is one of the most important industry conclaves on the sustainability business calendar.

At the same time, the Sustainable Apparel Coalition in San Francisco announced the introduction of the **Higg Co.**, a for-profit company that will develop technology and platforms for companies to work with the Higg Index. The Higg Index is an apparel- and footwear-industry self-assessment standard for assessing environmental and social sustainability throughout the supply chain.

Jason Kibbey, Higg Co.'s chief executive officer, said that many of the new company's customers will be Sustainable Apparel Coalition partners, including the **Adidas Group**, **Abercrombie & Fitch**, **The Walt Disney Co.**, **Eileen Fisher**, **Guess? Inc.**, **H&M**, **Hanes**, **Nike**, **Levi's** as well as **Macys** and **Nordstrom**.

"The immediate priority is to deliver a great platform experience," Kibbey said in an email. "Higg Co. will introduce integrated technology opportunities and stronger analytics, and Sustainable Apparel Coalition members will also benefit from custom services such as workflows for product lifecycle management integration and API [application programming interface] services and analytics."

The Sustainable Apparel Coalition and its partner, Global Fashion Agenda, said that the international fashion industry has lagged in developing environmentally friendly practices. The report, called "Pulse of the Fashion Industry 2019," said that fashion companies are not implementing sustainable practices fast enough to deal with increasing pollution from a growing fashion industry.

At its current rate, the industry will not be able to meet goals set by the 2016 Paris Agreement on climate change and the United Nations Sustainable Development Goals, which were adopted in 2015 and were to be implemented by 2030.

Isaac Nichelson of the Los Angeles sustainability company **Circular Systems** attended the Copenhagen Fashion Summit. He said that many companies want to meet sustainability goals but few want to sacrifice margin and profits to meet the goals. "There's a lot of talk, not a lot of action," he said. "There are big gaps in setting goals and the execution of those goals."—*A.A.*

Boyish Founder Jordan Nodarse Releases Spring 2019 Collection With Sustainability in Mind

By Dorothy Crouch Associate Editor

Los Angeles-based brand **Boyish** recently launched its new 30-piece Spring 2019 collection as a testament to its progress toward more eco-friendly jeans.

Founder and Creative Director Jordan Nodarse is part of the new generation of denim professionals who are learning from their predecessors how to bring more-sustainable practices into the production of jeans.

"Before, I was in factories a lot so I was always hands-on, learning more and more about how jeans were made and the different chemicals it takes to make them, how much water it takes to make them," he explained. "It never seemed right to have so many different resources to make jeans."

While Nodarse has worked in the apparel industry for more than a decade, it was his experience in denim that deeply affected his career's trajectory. He worked with **Revolve** as the co-creator of **Alliance Apparel Group's Grlfrnd Denim** and was the director of denim and special projects at the Los Angeles sustainable company **Reformation**. It was his time at **Reformation** that sparked his desire to create better denim.

"We focus a lot on recycling because there is a problem," he said, noting that fashion is extremely wasteful, from disposing of old products to the whole supply chain.

Located in a 2,400-square-foot space in the Los Angeles Arts District, **Boyish** was started using Better Cotton Initiative cotton mixed with recycled cotton, which Nodarse says doesn't add additional costs. Next, he used a blend of organic and recycled cotton, a formula that does command a higher price.

The recently launched **Boyish** col-

lection relies on a formulation of organic and recycled cotton blends mixed with **Tencel** to achieve Nodarse's commitment to eco-friendlier, quality pieces that are affordable. He also introduced a comfort-stretch version of his rigid denim in skinny, crop-flare and wide-leg styles.

"It's very important that we build products that are not only sustainably manufactured but also sustainably priced and sustainably achievable in the market for consumers to purchase," he said.

"We're never trying to make something that is sustainable but has bad quality nor make something that has great quality but is not sustainable. They always have to go together."

Nodarse requires certification for all the fibers he uses and follows the **American Apparel & Footwear Association's** guidelines found on the organization's Restricted Substances

List. He works with **Bluesign**-certified partners to trace textile production to ensure best practices.

While certain **Boyish** pieces are made in Los Angeles, many are made with partners in Thailand and Turkey. The label relies on a supply chain where all partners are located close to one another, which increases efficiency and reduces the environmental impact of manufacturing.

"My spinner is right next to my mill, which is near my sewing and my laundry factories. They are all approximately 20 miles from each other," he said. "That creates a very efficient supply chain."

The company is also entering the circular-knits segment by using denim yarns to create organic cotton and **Refibra** garments with partners in Morocco and Barcelona, Spain. Nodarse hopes this will eventually lead to a zero-waste system that relies on recycling scraps dyed with natural products, but he also wants his products to look good.

"The whole essence of **Boyish** is built off of the concept that women wear men's jeans. They buy these vintage **Wrangler**, **Levi's** and **Lee** jeans. The aesthetic is boyish but sexy," he explained.

As the owner of a sustainable-denim brand founded upon a commitment to better practices, Nodarse is not ready to stop innovating to create products through improved manufacturing. Next year, he will unveil a blend that uses **Refibra Tencel Lyocell** for the Spring 2020 collection, which he will begin offering to wholesale customers in July.

Boyish is available in sizes 22 to 32 and lengths from 26 to 32 inches with wholesale prices ranging from \$43 to \$80. The collection is available through partners including **Nordstrom** and **Ron Herman** and online at www.boyish-jeans.com. ●



Charley Casablanca



Corey Ashes and Diamonds



Kennedy The Misfits



Mikey Mercy Island

L.A. FASHION DISTRICT

What's Next for the L.A. Fashion District and the California Market Center

By Andrew Asch Retail Editor

A renaissance is brewing in the **Los Angeles Fashion District** with the **California Market Center** and Los Angeles Street forecast to be major hubs in the area.

David Foley, vice president of operations for the CMC showroom building, and other speakers painted a picture of a vibrant future for the neighborhood that is home to fabric emporiums, men's suiting stores and Santee Alley, where bargain hunters comb the narrow passage for off-price goods.

At a May 16 annual meeting of the **Fashion District Business Improvement District**, a number of projects were outlined that will play a part in the district's redevelopment.

The CMC is currently undergoing a \$170-million renovation that Foley expects to be completed by the end of 2020. The CMC's C Building, which faces Olympic Boulevard and whose renovation should be complete by the end of this year, will be devoted to fashion showrooms. Until recently, fashion showrooms were the primary business of the CMC, which encompasses three buildings that are each 13 stories high.

The CMC's A and B buildings will be devoted to creative office space. New looks will include six open-air bridges between the A and B buildings, where tenants can enjoy the sun and a 5,000-square-foot rooftop space for gatherings. The remodel will feature 150,000 square feet of retail space, including dining outposts open to the public.

In the past, the more-than-50-year-old CMC developed a reputation for being closed off to the district, but Foley believes the CMC will be at the center of all the action taking place in this burgeoning area.

More than a decade ago, Foley was working to revamp **Brookfield Properties' Fig@7th** retail center. He said that downtown Los Angeles had overcome a number of hurdles. "We don't have to hard sell anymore. There is greater interest



From left: Elisa Mermelstein Keller, board chair of the LA Fashion District BID; Rena Leddy, BID executive director; Dave Foley of the CMC; Genevieve Haines and Clare Sebenius of Haines & Co.; and Shana Bonstin, of the L.A. Planning Department

in downtown Los Angeles," he said.

For more than 80 years, downtown's Fashion District has been the center primarily for apparel manufacturing, showrooms and apparel-centric shops. But in recent years the area—particularly the intersection of 9th Street and Broadway—has become the address for some high-end boutiques. It was a big change for the neighborhood. And more changes are coming.

Los Angeles Street hub

Planners from Los Angeles City Hall are working to bring more housing to the Fashion District. It's part of the city Plan-

ning Department's DTLA 2040 Plan, which forecasts more than 252,000 people will be living in downtown in 20 more years. That is triple the number of people—around 76,000—currently estimated to be living in the area.

Shana Bonstin, a deputy director of the city Planning Department, said the city wants to increase affordable housing and relax zoning limits on where people can live in downtown. Currently, more than 30 percent of the downtown area is zoned for housing. By 2040, Bonstin said 60 percent will be zoned for housing.


The Planning Department also is revising some guidelines on the city's density limits. Los Angeles' zoning codes, written in 1946, are being rewritten to reflect the demands of a much different time and city that has drastically changed. A new environmental impact report, which will be a guide for development, is scheduled to be released this fall.

In the recent past, Los Angeles Street was a hub for purveyors of discount men's suits, such as **Academy Awards Clothes**, which closed in 2008 after a 58-year run. Shoppers can still buy a discounted suit on the street, but the Fashion District BID is cultivating a new outlook and view for the thoroughfare.

Clare Sebenius and Genevieve Haines of **Haines & Co.**, a public relations and marketing firm, said that eventually Los Angeles Street will blossom into a more pedestrian-friendly area with a diversity of tenants and businesses.

Tenants will not only include fashion retailers but also more restaurants, businesses and residences. A way to accomplish a more vibrant Los Angeles Street will be to improve street lighting and develop better signage for the corridor, Haines and Sebenius said.

One mark of the Fashion District's growth is the amount of trash that is collected in the area. Currently, 14 tons of trash is collected in the district every day, said Rena Leddy, the executive director of the Fashion District BID. A few years ago, a mere six tons of trash was collected daily. ●



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RETAIL SALES

April Retail Sales Turn In Solid Results

April retail sales climbed a healthy 5.2 percent over the same period last year with sales influenced by holidays such as Easter.

In its April report, the **National Retail Federation** said sales were up over last year but dipped 0.2 percent from the previous month.

Jack Kleinhenz, the NRF's chief economist, said extreme weather put a dent in April's retail sales, but the economy remains strong.

"Slower tax refunds and weather may have been key factors impacting April's numbers, but the fundamentals remain positive, particularly in long-term comparisons," he noted.

The NRF broke down April sales by category. Sales for clothing and clothing-accessory stores increased by 3.9 percent in a

year-over-year comparison but declined 0.2 percent compared to March sales.

Online and other non-store sales such as catalogs were up 11.9 percent in April over last year but were down 0.2 percent compared to March.

April retail sales for the general-merchandise-store category, which includes department stores, increased 4.4 percent in a year-over-year comparison but slipped 0.2 percent from March.

Sporting-goods stores went against the grain, with sales declining 4.7 percent in April over the previous year but up 0.2 percent over March.

Kleinhenz forecast that retail sales in 2019 will grow 3.8 percent to 4.4 percent.

—Andrew Asch

NEWS

Delta Galil Sees Sales Rise in First Quarter

Delta Galil, the Israeli-based apparel company whose California labels include **7 For All Mankind**, **Splendid**, **Ella Moss** and **P.J. Salvage**, reported a 9 percent increase in sales for the first quarter of 2019.

Sales in the first quarter ending March 31 totaled \$365.4 million compared to \$334.5 million in the first quarter of 2018.

While sales were up, net income declined 60 percent in the first quarter to \$3 million compared to \$7.4 million the previous year.

"Our first-quarter results were impacted by the devaluation of the euro and the NIS [Israeli New Shekel] versus the U.S. dollar and a shift in holiday sales to the second quarter," said Isaac Dabah, the company's chief executive. "During the quarter, we continued to improve efficiencies at our fac-

tories and expect full operational status for 2019. Our Delta Galil premium-brand business [which includes the California labels] was not only impacted by the shift in holiday and the depreciation of the euro but also with new-store-opening expenses."

Sales for 2019 are expected to range from \$1.55 billion to \$1.59 billion, which would be a 3 percent rise over 2018, when sales totaled \$1.498 billion. Net income is predicted to be up 5 percent to 12 percent to \$64 million to \$67 million this year compared to \$60 million last year.

In 2016, Delta Galil acquired 7 For All Mankind, Splendid and Ella Moss for \$120 million. A year earlier, it acquired P.J. Salvage, a lingerie and intimate wear company headquartered in Irvine, Calif., for \$34 million.—Deborah Belgium

Calendar

May 19

RECon
Las Vegas Convention Center
Las Vegas
Through May 22

May 21

Premium Textile Japan
International Forum
Tokyo
Through May 22

May 24

Gold Thimble Fashion Show
Los Angeles Trade-Technical
College
Los Angeles

May 28

Apparel Textile Sourcing
Mana Wynwood Convention Center
Miami
Through May 30

May 29

Miami Fashion Week
Ice Palace Film Studios
Miami
Through June 2

Make It British Live!

Business Design Centre
London
Through May 30

May 30

Mercedes-Benz Fashion Week
Ushuaia Ibiza Beach Hotel
Ibiza, Spain
Through May 31

Couture

Wynn Las Vegas
Las Vegas
Through June 3

Las Vegas Antique Jewelry & Watch Show

Las Vegas Convention Center
Las Vegas
Through June 3

June 1

Norton's Apparel, Jewelry & Gift Market
Gatlinburg Convention Center
Gatlinburg, Tenn.
Through June 3

June 2

Trend Seattle Caravan
Embassy Suites by Hilton

Seattle
Through June 4

Michigan Women's Wear Market
Embassy Suites Detroit-Livonia
Livonia, Mich.
Through June 5

New York Fashion Week
New York
Through June 6

June 3

Coast
Moore Building
Miami
Through June 4

China International Nonwovens Expo & Forum
Shanghai Convention & Exhibition
Center of International Sourcing
Shanghai
Through June 5

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on ApparelNews.net

For calendar details and contact
information, visit ApparelNews.
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FASHION

Woodbury University Celebrates 55th Annual Student Fashion Show

Architecture was the inspiration for this year's **Woodbury University** student fashion show, where graduates were able to take what they spent years learning and display it on the runway.

Anna Leiker, the chair of the Department of Fashion, said architecture was chosen as this year's theme because designers from both fields of fashion and architecture have drawn from each other for inspiration. "Fashion designers assimilate visual principles from architecture, and architects borrow pleating, weaving and traditional tailored techniques for their styles."

The event, held May 4 at the **Millennium Biltmore Los Angeles** in downtown, took on a high-fashion vibe when the university awarded New York fashion designers Mark Badgley and James Mischka its Lifetime Achievement Award.

The two are known for their modern interpretation of 1940s Hollywood glamour with their elegant gowns and sophisticated dresses constructed from luxury fabrics and using intricate details. Recently, the **Badgley Mischka** label opened a flagship store off the Sunset Strip in West Hollywood, Calif.

"Mark and James joined forces in 1988," said Sue Vessella, the university's dean of the School of Media, Culture and Design. "They have endured because they remained true to their own design aesthetic and were passionate about what they are creating."

On hand to accept the award were the two designers, who spent the afternoon before the show with 40 fashion students, who peppered them with dozens of questions about working in fashion. "We were taken away with how excited, engaging and dynamic these students are," Badgley said. "There is a tremendous amount of talent and excitement here."

Then 13 creations by the couture designers were shown on the runway before the student fashion show took place.

For the student fashion show, six seniors and a number of sophomores and juniors filled the catwalk with a variety of styles and fashion interpretations ranging from swimwear and childrenswear to menswear and women's styles.

For the senior collection, each student from the university, headquartered in Burbank, Calif., researched and selected the work of a specific architect whose design aesthetic was inspirational.

Amber Luke is a designer specializing in costuming. For her collection, she looked to art nouveau for her style guidance and presented six dragon costumes inspired by the architecture of Victor Horta.

Chelsea Batres took her inspiration from Antoni Gaudí, the famed Spanish architect from Barcelona, Spain, whose collages of broken tiles and intricate projects incorporated influences from nature. She tried to invoke a fun and youthful vibe in her designs.

Joseph Dasalla looked to the clean designs of architects Richard Neutra and Kengo Kuma for his menswear collection of suits and jackets he made for the elegantly dressed man. Geometric shapes accented the pockets and lapels of his jackets and sweaters.



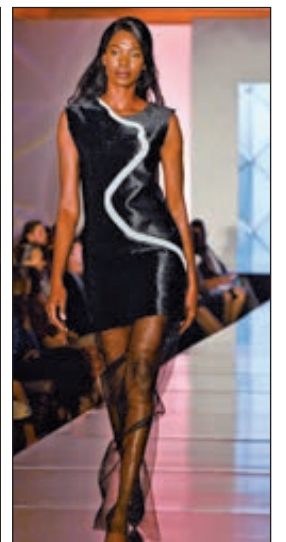
Chelsea Batres



Amber Luke



Joseph Dasalla



Kayla Stiff



Ketorah Joy-Na Jones



Tina Stephens

Recycled fabrics made up the majority of Kayla Stiff's avant-garde designs, which were inspired by Zaha Hadid's architectural structures.

Also looking to Zaha Hadid for style influence was Ketorah Joy-Na Jones. She said the purpose of her brand was to stand out, which she did with a burgundy satin tulip-shaped gown and other rich designs.

Clothes that can be worn by anyone was the goal of Tina Stephens, who designed gender-neutral silhouettes that incorporated a number of jumpsuits. She drew her inspiration from streetwear styles and Japanese culture.

At the end of the show, Amber Lake was given the Most Innovative Collection Award, and Tina Stephens was presented the award for Professional Performance.

—Deborah Belgum

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NEW RESOURCES



ALDO CARRERA

By Marta Goldschmied Leads the Bad Girl of Denim Into the Temptation of Vinyl

By Dorothy Crouch Associate Editor

With a new brand but same rebellious spirit, Marta Goldschmied is ready to forge her own path in the apparel industry.

In February, the designer launched a new label called **By Marta Goldschmied**, a direct-to-consumer offering whose pieces rely primarily on vinyl fabric.

“Vinyl has always been attached to the misfits and taking something that is undesirable and making it desirable. That is the reason our slogan is, ‘One man’s trash is the next woman’s treasure,’” Goldschmied explained. “That is a metaphor for my life—having a horrible situation and making something beautiful out of it.”

Despite her desire to design independently, Goldschmied’s latest project remains a family affair. After Goldschmied explained her fashion concept to her father, denim guru Adriano Goldschmied, he developed a vinyl fabric through his **House of Gold**, which has a textile development center in China.

Her sister, Glenda, creates the company’s graphics, and a group of close friends make up a large portion of the designer’s six-person office team in Los Angeles’ Arts District. She also relies on her customers as an integral part of her work family, using their feedback to design.

“The girls that shop with me, I know everything about them. We share skin-care tips, breakups, boy stories—it doesn’t have to be so clothing related,” she said. “We have these personal relationships through social media, so I talk with girls from Canada, L.A., New York and Japan. I wanted to acknowledge everything they brought to my attention.”

By Marta Goldschmied doesn’t follow the fashion calendar, opting instead for regular drops every few months. With each new collection, the entire approach, from fabrics and style to packaging changes, can take on a new look. “As my mood changes, we change the theme and packaging,” she said. “The box and everything changes.”

From a desire to create a more perfect vinyl pant, Goldschmied’s first collection, named **Garbage**, grew into halter tops, biker shorts with zippers and a leather-style jacket with buckles. All are manufactured with the same fabrication. The collection also includes hoodies and graphic T-shirts that reflect a bad-girl attitude.

This week, By Marta Goldschmied released the final installment of its first collection, a third iteration called **Garbage III**.

Throughout the entire process of launching this initial chapter of By Marta Gold-

schmied, the designer’s focus was to not only venture out on her own but to also include women of all backgrounds and sizes. The clothing is offered from sizes 24 to 32, while oversized T-shirts range from sizes small to large, a cut that is so big it can be worn as a dress, Goldschmied said.

Production for By Marta Goldschmied is done in Bali at a factory with ethical standards that provides fair wages and safe working conditions.

Next phase

In July, Goldschmied will drop the **Vacant** collection. It is inspired by ’90s feminine grunge, with influences from the movie “Thelma and Louise.”

The styles in this collection will be completely different from the last three drops and will also include denim. As the daughter of a denim guru, this “Bad Girl of Denim” couldn’t completely stay away from the allure of the fabric that has been her family’s legacy.

“Vacant is my most favorite collection I ever designed. There is vinyl. There is denim, and there is thermal,” Goldschmied said. “We’re not tied down to being just vinyl or just denim. We could do a whole drop that is just lace. You never know with us.”

By Marta Goldschmied was launched as a direct-to-consumer brand, but the designer is open to exploring a future retail presence. She hopes to have a branded boutique in Los Angeles, expanding beyond clothing into lifestyle offerings. She is testing the retail climate by partnering with **Rich Joe**, a 1,500-square-foot upscale streetwear shop in Glendale, Calif.’s **The Americana at Brand**.

“It’s not just about the clothes or business to business. It’s about lifestyle and female empowerment,” said Joe Cohen, owner of Rich Joe. During a preview shared with his most loyal clients, he received a positive response to the line, especially for the leather-style jacket and biker shorts.

“We have a lot of creatives who shop in our store, and a lot of them are interested in one day doing their own collections,” he said. “Marta empowers women to pursue their dreams through creative design and fashion.”

Goldschmied’s intention for her line was to create premium quality at a lower cost. Currently her prices range from \$69 to \$269. The collection is available at Rich Joe and online at www.bymartagoldschmied.com. ●



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FASHION

A Celeb Edge for FCI Student Fashion Show

An important story line for season 16 of the TV reality show "Project Runway" two years ago was the competition between designers Kentaro Kameyama and Brandon Kee.

But that heated competition turned into friendly camaraderie on May 2 when the "Project Runway" alums participated in a runway show for the **FCI Fashion School at Phylm Studios**, located a few blocks away from **The Reef**, the building that houses the **LA Mart**, in downtown Los Angeles.

Kameyama, an FCI graduate, serves as the fashion design chair at the independent school. He exhibited some looks from his label **Bacteria Underwear**, which were also seen earlier this year at the **Art Hearts Fashion** shows in New York and Los Angeles. As a school guest, Kee showed several styles, including streetwear looks.

Kee headed a two-hour show in which 13 graduating students and alumni showed their works on the runway.

On the catwalk were styles by Kaylah Nevarez, whose designs incorporated sheer fabrics as well as vibrant colors. Logan Ferro, who named his project "Glamdrogeny," featured gender-bending styles, often with a science-fiction edge.

Born in Ethiopia, Meron Bekure showed contemporary looks featuring traditional

fabrics from her native African country. Angel Gonzalez showed different silhouettes including a top with a high turtleneck and a jumpsuit. Indian-born Nikita Prasad showed contemporary women's styles featuring traditional fabrics from South Asia.

Kana Minami worked as a stylist in her native Japan before studying fashion. She showed contemporary looks mixed with an office style. Elana Kluner, who was trained as a choreographer, showed styles including a sheer dress featuring floral embroideries.

One of Winona Luk's distinctive creations was a gray dress with a plastic-like panel at the front. FCI alumna Munkh-Od Em, also participated in the show. The Mongolia native exhibited

contemporary and cocktail looks using traditional silks and patterns from East Asia. Meri Sarafyan showed gowns featuring long trains and a few asymmetrical cuts. Vyjayanti Nair showed dresses and clothes bearing images of cityscapes inspired by her native New Delhi.

Simay Belur showed distressed gowns. Karen Yoshida, who used models wearing idiosyncratic masks, showed styles inspired by mortality.—*Andrew Asch*



Brandon Kee

Elana Kluner



Kalah Nevarez

Meri Sarafyan

Meron Bekure

Munkh-Od Em

Karen Yoshida

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Nikita Prasad

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Marcum *Continued from page 1*

partner in **Marcum LLP**, an accounting and advisory firm.

The event's panels covered a number of topics on the apparel-manufacturing and retail horizon.

The science-fiction future of fashion seems to be wrapped up in technology, such as manufacturing items from 3-D printers. Safir Bellali, **VF Corp.**'s senior director of advanced digital creation, noted that digital technology allows designers to build virtual samples of their designs.

Working with a virtual sample, or a garment's "digital twin," is a lot more efficient than waiting for a factory to manufacture samples because designers can make changes to digital twins faster than with traditional clothing samples.

As consumers will be able to try on 3-D representations of clothes online, this could lead to increased demand for personal customization of clothing, with brands giving consumers opportunities to design clothes and shoes with their own prints and graphics.

Vans, a VF Corp.-owned footwear brand, currently offers a customization service where consumers can print their own graphics on the bodies of a pair of Vans shoes.

Bellali said that his colleagues have discussed how the popularity of customization might affect designers, but he believes they will still continue to be important. "Designers will help create the options. Not everyone is creative to a point where they'll upload their own content," Bellali said. "For the most part, [con-



Marcum's Influencer Marketing panel, from left: Celina Zagami, Joey Zauzig, Courtney Halverson and Kyle Hjelmeseth

sumers] will select from a multiplicity of options—material options and color options—curated by designers."

Is Big Brother watching?

As big data grows more important to retailers, governments are writing laws to protect citizens from data breaches. The European Union started enforcing its General Data Protection Regulation guidelines in 2018. That same year, former California Gov. Jerry Brown signed into law the California Consumer Privacy Act, which many believe to be as strong as the European laws.

Any company doing digital business in California or Europe will have to follow data-privacy laws and respect consumers' requests to view data and not sell it to third parties.

Attorney Gina Bibby, a partner who specializes in fashion technology at **Brutzkus Gubner Rozansky Seror Weber**, noted that companies found to be breaking data-privacy laws

will be subject to heavy penalties. "If you don't need the data, don't keep it because it is a liability. Don't collect it in the first place," Bibby advised.

Todd Harple, **Intel Corp.**'s director of experience innovation and path finding, noted that data will become a bargaining chip with big business. "In the future, we're going to see a pivot toward people wanting to know what you'll give them in exchange for their information. People have become a lot more savvy.

We've been studying this at Intel for more than a decade now," Harple said.

Courtney Halverson, of the blog and social-media site **PrettyLittleFawn**, talked about how influencers with followings of more than 10,000 people can use a "swipe up" icon on their **Instagram** sites, which makes it easier to shop on that site. "I think the swipe-up link is a great way to drive sales," Halverson said. "It is an immediate way to take people from your [Instagram] stories to websites."

But she recommended that influencers not post discount codes daily, which comes off as a hard sales pitch and breaks etiquette in the social-media world.

Despite all the futuristic talk, some things remain the same, said Dan Jablons, the owner of the Southern California-based **Retail Smart Guys**. Having the right merchandise at the right time, selling puffer jackets when weather is cold and bathing suits when it is hot, continues to be crucial to retail success. ●

NEWS

Tariffs *Continued from page 1*

He could switch to another fabric, but hemp has been the company's calling card ever since he started making hemp T-shirts in 1996. He now cuts and sews about 1,500 to 2,000 men's and women's T-shirts a week.

Jungmann said he will have to restructure his prices and factor in this tariff increase, which goes into effect for all goods coming in after June 1. "I am putting together my next line sheet as we speak. We had already built in the 10 percent tariff increase but not the 25 percent," he said.

An additional 15 percent tariff on textiles is just one part of the growing trade dilemma with China. The Trump administration is now threatening to impose up to 25 percent tariffs on just about all goods coming from China, which would include apparel and footwear as well as all apparel components, from zippers and buttons to trims and embellishments.

The effect on the U.S. retail industry as well as clothing and shoe importers would be tremendous. "Our members are freaked out," said Steve Lamar, the executive vice president of the **American Apparel & Footwear Association**, whose hundreds of members encompass some of the largest importers and manufacturers in the United States. They include **VF Corp.**, **PVH Corp.**, **Ralph Lauren Corp.**, **Perry Ellis International Inc.** and **Bloomingdale's**.

"This is kind of the nuclear option that people were fearing and that the president has invoked," Lamar added. "It really hits everybody."

Importers were totally taken by surprise by the news because a few weeks ago President Trump was talking about a potential trade deal with China after months of trade negotiations. Now

he has reversed course and is headed in the opposite direction.

Even if people are manufacturing their goods in the United States, there are certain components that are predominantly manufactured in China. Some of those are the chemicals and dyes used to treat and dye fabric.

At **Swisstex California**, a major dye and finishing house in Los Angeles that works with companies such as **Nike** and **Under Armour**, company owners have seen the price of Chinese chemicals and dyes jump 30 percent in the last year as tariffs and short supplies have added to pricing pressures.

"This has a dramatic impact on us," said Keith Dartley, president of **Swisstex Direct**, a partner with Swisstex California. "Most of the dyes and chemicals made in the world are produced in China and India. Recently there has been a shortage of dyes and chemicals as China is shutting down a lot of the dirtier plants over there."

While chemical prices are going up, much of the knit fabric the company uses is made in the United States or Latin America. So Swisstex California also sees an upside to the tariff situation. Maybe more companies will be manufacturing apparel in the United States and the Americas as China becomes more expensive.

Swisstex opened a factory in El Salvador after the Dominican Republic-Central American Free Trade Agreement went into effect in 2006. The complex now has a cut-and-sew factory as well as a dye-and-finishing facility that employs more than 200 people. "This could create significant opportunity for this region because it will look more attractive for production," Dartley said.

The new 25 percent tariff on textiles has Steve Barraza, owner of the womenswear manufacturer **Tianello**, looking for new

silk sources to make the blouses and other items his 28-year-old company cuts and sews near downtown Los Angeles.

He said he is considering traveling to Thailand to check out Thai silk, which normally has no duty because silk is not made in this country.

The 25 percent tariff on Chinese silk means it will cost \$5 more to manufacture a blouse, which normally uses two yards of fabric. By the time that blouse is sold in a store, it will add an additional \$20 to the price tag, Barraza said.

"Maybe this will give me an opportunity to get out of my box and search for something different," he said. On the bright side, he hopes more people will be buying his domestically made garments.

If the Trump administration does decide to impose the 25 percent tariff, it could take effect as early as June 25 after public comments are heard from industries affected by the tariff, said Richard Wortman, a Los Angeles customs attorney with **Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt**.

"The people paying the highest duty rates are flipping out that their duty rates are going to double," Wortman said. "It is going to be a very interesting and tough time."

For some time now, the attorney has been advising his clients to diversify and be ready for higher tariffs. Now he is advising his clients to participate in the public-comment period on the new tariffs to let the Trump administration know how badly this trade decision will affect their companies.

"This is going to be a serious blow," Wortman said. "Nobody in the apparel sector has really looked at how this happened to other industries [with previous tariffs on steel and washing machines from China]. Perhaps they thought they were immune." ●

The RealReal Appoints Four New Members to Its Board

San Francisco luxury-resale company **The RealReal** announced it has named four new members to its board of directors.

New to the board are Stefan Larsson, a former executive at **Ralph Lauren**; James (Jim) Miller, a former executive at **Google Inc.**, **Amazon.com**, **Cisco** and **IBM Corporation**; Niki Leondakis, president of **Wolff Residential Experience Company** and former chief executive of **Equinox Fitness Clubs**; and Rob Krolik, a former chief financial officer of **Yelp Inc.**

A May 16 announcement said the new members will join existing members Julie Wainwright, The RealReal founder and chief executive officer; Michael Kumin, managing partner at **Great Hill Equity Partners**; Gilbert (Chip) L. Baird III, co-founder and partner of **PWP Growth Equity**; and Maha Ibrahim, general partner of **Canaan Partners**.

Prior to his experience as chief executive at Ralph Lauren, Larsson served as the global president of **Gap Inc.**'s **Old Navy** and led **H&M**'s growth from \$3 billion to \$17 billion



Jim Miller



Niki Leondakis



Rob Krolik



Stefan Larsson

in revenues and expanded its global presence from 12 to 44 countries.

"I'm excited to have joined The RealReal board because I believe it is one of the strongest new innovators in retail and has a unique understanding of where the consumer is going," he said in a statement.

As a leader in technology and product innovation, Miller brings a strong history of scaling operations to The RealReal. He is also a board member at **Wayfair.com**, **ITRenew** and

Brambles Limited. "I'm thrilled to bring some experiences and perspectives to the board that will help The RealReal on the next steps of this exciting journey," Miller said in a press release.

A lifestyle-brand veteran with a long career in the hospitality industry, Leondakis has worked with diverse teams that use a customer-centric approach to build better businesses. "I'm honored to join the board of such a relevant, well-run company and brand that owns its segment in the market with seemingly unlimited growth potential," Leondakis said in a statement.

After growing Yelp's revenue from \$50 million to \$700 million over the course of his five-year tenure as chief financial officer, Krolik looks forward to bringing his experience to the luxury-resale market.

"I'm excited to join the board of such an impressive company that's built a vibrant luxury-resale marketplace and continues to be a leader in the recirculation of goods," he said in a press release.—*Dorothy Crouch*

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The Changing Tides of Trade Shows

Trade shows have evolved over the last decade to include more technology, multisensory experiences, event apps and interactive connections with attendees.

We caught up with executives from some of the most important industry trade shows to paint a picture of what has changed on the trade-show scene in the past decade and what tech aspects are making an appearance.

Jennifer Bacon

Fashion & Apparel Show Director

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Texworld USA has changed quite a bit in the last 10 years. Among many things, the quality and quantity of exhibitors has improved. In an effort to ensure the quality of products from exhibiting companies are topnotch, and to offer a wider range of exhibitors, we have put in place a textile advisory committee.

Now, the diversity of our exhibitors has grown from a global perspective to include companies from China, Turkey, India, Hong Kong, Pakistan, Korea and more.

In addition to international suppliers, we have also focused on local suppliers by introducing Local Loft, a designated area at the show that provides direct access to apparel-fabric buyers, research and development specialists, designers, and fashion companies. As we continue to be a platform for all apparel-textile buyers and designers, we also take pride in supporting startups and up-and-coming designers by catering to their needs for low-minimum suppliers.

A key part of our success story began with the relationship with our longstanding partner, Lenzing, which continues to bring a compelling seminar series that highlights industry topics from across the textile supply chain.

As an added bonus for attendees, we've boosted our



Jennifer Bacon



Adam Eisenhut

complimentary educational component over the years with our popular Textile Talks, an open discussion with industry experts on the show floor, and Explore the Floor, which includes guided tours with industry experts through the show floor. This gives attendees the opportunity to meet new exhibitors and learn about their vast capabilities.

Additionally, brand new to this year's show is Fashionsustain, a one-day conference that originated in Berlin, dedicated to sustainability, traceability and transparency. This year more than ever we're aiming to have a hand in what's happening in the industry as a whole by placing more focus on sustainability—not just with Fashionsustain, but we're

also offering more sustainable and innovative exhibitors.

We as trade-show organizers are reducing our footprint as well. For 2019 we have substantially reduced our volume of printed material and carpet used on the show floor, upcycled our banners from previous events for show bags, eliminated the use of plastic straws and water bottles, and implemented recyclable signage throughout our event.

Moving digitally, we also encourage attendees to use our mobile app and other technologies to reduce paper waste. Over the years of Texworld USA, we've established a more user-friendly website. We offer preregistration to make the process onsite stress free, and we are taking advantage of all social-media platforms to engage our markets.

Adam Eisenhut

Vice President of Shows and Community

Brand Assembly

www.brandassembly.com

Brand Assembly is proud to be celebrating its sixth anniversary and has been leveraging technology from its inception.

Over the last year we have launched and sustained a meaningful partnership with our friends at JOOR, a wholesale digital-data exchange and marketplace, in an exciting initiative we call our "Favorite Things."

Each season, we feature between 10 and 15 brands—

➔ Q&A page 4

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Q&A *Continued from page 3*

from fashion to lifestyle to beauty—that have iconic items we love.

We display selected items in a dynamic display and help buyers shop each brand's entire line via JOOR. It's taking the physical trade show virtual and making it more accessible for brands wanting to test our market without the investment of travel and booth setup.

More abstractly, Brand Assembly has leveraged its social presence to build our community—a critical aspect of our shows that we take pride in.

Our brands and buyers know that our

Emilie Lewis
 Director of Events
 California Market Center
 LA Textile
www.californiamarketcenter.com
www.californiamarketcenter.com/latextile

Over the last decade, the California Market Center and its in-house-produced trade show, LA Textile, have borne witness to the resurgence of international apparel manufacturing in downtown Los Angeles.

We are well-versed in the benefits and challenges that advancing technologies have brought to the fashion industry. We often



Desiree Hanson



Emilie Lewis



Bob Maricich

shows offer more than just business transactions but also an inviting, exciting atmosphere and relationships that serve as a respite in the midst of market madness.

We take every opportunity through our social and email channels to feature and engage our community in meaningful ways so they can take part in and out of market.

We are excited to continue to challenge the concept of trade shows and build our collaborative fashion community through our shows and digital platforms in the years to come.

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

WWIN has evolved in many ways, such as how we are reaching new customers, our brand identity and creating an inviting, inspiring buying experience at the show.

We use technology to support all of our efforts and have introduced matchmaking, mobile technology, tech-focused education and increasing our digital marketing efforts through smart-technology solutions.

WWIN will continue to build upon the successful launch of its newest show feature, appointment setting. Acting as an online tool to connect and preschedule meetings between buyers and exhibitors, MATCH! and the buyers' concierge club give participants the ability to fill the four-day show schedule with prebooked appointments.

These programs are designed to bring exhibitors and top womenswear and fashion-accessory buyers together based on mutual product interest, resulting in a more personal buying experience and increased exhibitor return on investment.

Known for its full lineup of hospitality features, the WWIN show delivers an unforgettable show experience coupled with ever-changing initiatives for improvement. Our growing education program offers many essential career-building opportunities, providing retailers with tips and tools to stay relevant in the world of new and changing technology.

Led by industry experts, workshops at WWIN will take a deeper dive into the digital-information age and continue to inform and influence our top decision-makers.

wish these walls could talk as they would tell a fascinating story of the thousands of fashion entrepreneurs who started and grew their apparel businesses within the walls of the CMC and LA Textile.

Over the next two years, CMC will undergo the largest transformation the building has seen since its creation in 1963. By the end of 2020, Brookfield Properties will invest more than \$170 million into renovating the 13-story building. The CMC will be relaunched as a mixed-use creative campus featuring top-of-the-line fashion showrooms, modern event spaces and a new portfolio of inspiring events.

In March of 2020, LA Textile will find its new home in the re-envisioned C Building. Exhibitors and buyers will enjoy all the perks of the state-of-the-art facility, including the latest event check-in and security technologies providing smart analytics on show attendance and interactions.

Beyond the building, the CMC team is dedicated to staying at the forefront of what's happening within the global manufacturing industry, deepening our strategic partnerships and exploring new ways to strengthen our international presence.

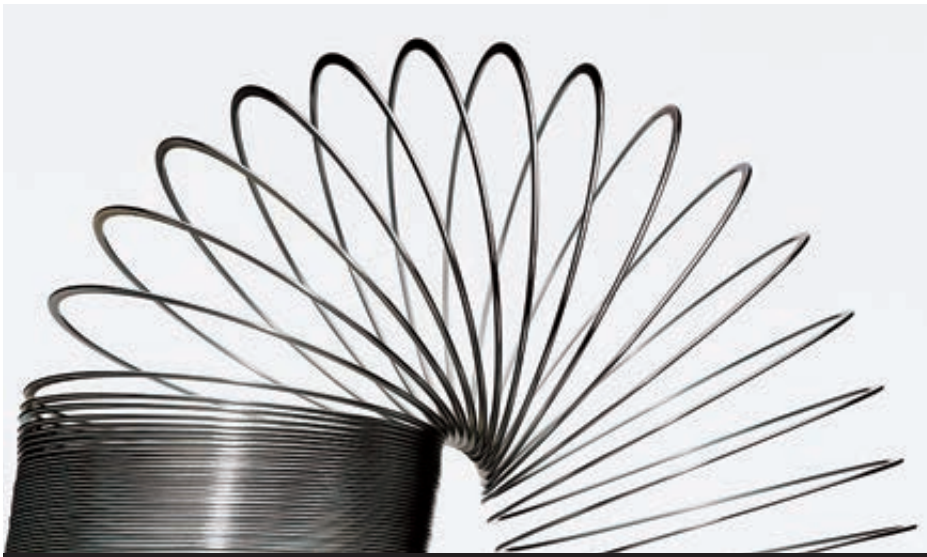
For this reason, we will be attending ITMA this June in Barcelona, Spain, the world's largest textile and garment technology exhibition held just once every four years. We will conduct extensive research on new technologies, trends and partners that we can join forces with to elevate LA Textile now and in the future.

Most immediately, this October we will be launching live digital textile printing at LA Textile. Designers can look forward to interactive demonstrations showing how their unique designs can be crafted through digital sublimation printing onto the fabric of their choice.

Bob Maricich
 Chief Executive and Chairman
 International Market Centers
 Atlanta Apparel
www.AmericasMart.com

The past 10 years have seen Atlanta Apparel survive and thrive in a tumultuous economy and rapidly changing fashion business.

In the past decade, Atlanta Apparel has opened two new showroom floors, one new



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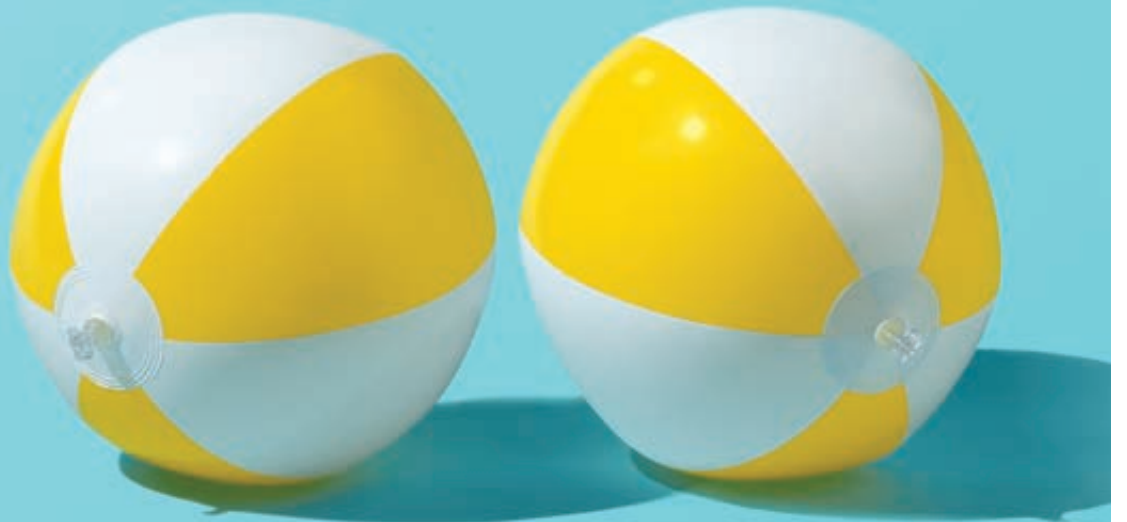
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Q&A

Q&A *Continued from page 4*

temporary floor and started—and then expanded—a new market: VOW | New World of Bridal. In 2018, it added apparel to International Market Centers' business portfolio when the gift and home-furnishings trade-show powerhouse merged with AmericasMart in Atlanta.

In 2019, the Atlanta Apparel trade shows are the largest to date, breaking records in square footage and number of exhibitors year after year. The five Atlanta Apparel markets are robust working markets for the Southeast's fashion retailers while the VOW and World of Prom markets bring in social-occasion retailers from across the United States and around the world.

The last 10 years have also seen major advances in the role of technology. Buyers receive market information via targeted digital outreach, navigate the market and find new lines with the Atlanta Apparel app, explore trends on the Atlanta Apparel Instagram feed, and place orders via tablets and computers.

Digital influencers are often featured speakers at market and provide education on the retail business and fashion trends. Market education events frequently focus on helping retailers understand digital-marketing channels, from using social media to best practices for working with influencers.

While the impact of technology on the markets has increased, buyers still find value in in-person, at-market experiences. The reimagining of runway events, trend presentations, industry celebrations, educational programming, interactive opportunities, and the show's look and feel over the past 10 years have refined the Atlanta Apparel experience and distinguished it as a must-attend event in the fashion-trade-show calendar.

question isn't directly relevant to us, but, I can answer how this event was launched differently than a show would have been launched 10 years ago.

Buyers, designers, sourcing directors and merchandisers do not have the time to spend hunting for relevant suppliers in large sourcing shows or walking larger trade shows that contain an adjacency dedicated to sourcing.

Smaller, curated and focused events receive the best reviews from our attendees. We do a lot of research and put a lot of thought into whom we invite to exhibit at our events. Studying trends and offering relevant, forward-thinking suppliers allows us to bring the best of the best to the floor and to properly offer the right speakers who are on-trend for tomorrow's products.

The same is true for our visitors. Our aisles are filled with decision-makers who attend our fair specifically for finding the latest technology to be used in performance fabrics and find the right suppliers capable of delivering that product.

Larger events are not always better. More exhibitors and more visitors are not necessarily the answer today. The right exhibitors and the right visitors are the correct ingredients for a meaningful, focused and efficient trade show.

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

The Dallas marketplace today is vastly different from 10 or even five years ago. That's because we have made a bold commitment to produce interactive experiences for our customers as opposed to passive events.



Steve McCullough



Cindy Morris

What does that mean exactly? We want all aspects of the customer journey through the Dallas marketplace to be efficient and inspiring via in-person and digital connections. Let me point out a few ways we are doing this that sets us apart.

First, we have advanced the design of our shows to be more inviting to buyer exploration and to personal interaction.

Showrooms have larger entryways, and the trade-show space has wider hallways and open-booth designs. We also have added exhibitor partners such as Brand Assembly, which showcases leading-edge products in a similar style.

For our new health and wellness area, called Shine, we take this idea to a new level—a completely open exhibit encouraging buyers to test products, take them home or to their stores, and order based upon their personal experience.

Adjacent to the apparel and accessories showrooms, we have complementary neighborhoods of gift products and health, beauty and wellness so that we offer a wider range of product inspiration for buyers seeking unique and unexpected items. We have made a concerted effort to promote interactive discovery while at market as more stores seek additional categories of products to stand out.

This idea of discovery and product diversity in Dallas is actually best represented by our new corporate identity, which combines different colored bars into a single shape signifying the unity of products and ideas in Dallas.

For on-site displays and vignettes, again, we have developed a new approach that guides buyers through trends and exhibi-

Product categories also have evolved. As retailers transition to more-lifestyle-driven product presentations, the lines are blurring between traditional fashion and gift stores. The market is seeing established gift lines break into the fashion industry and fashion lines selling to gift retailers. Increased crossover between the Atlanta Apparel markets and the gift product offered year-round at AmericasMart will continue to expand the resources available to buyers.

Moving into the second half of 2019, IMC is exploring and embracing the new normal of the fashion trade show. Forthcoming updates to the Atlanta Apparel app and digital experience will expand at-market discovery opportunities by making it easier to source product throughout the year and prepare for buying trips.

Programming and events will continue to evolve to meet the needs of the next generation of retailers.

Steve McCullough
Event Manager
Functional Fabric Fair
www.functionalfabricfair.com

Since we launched this show in New York only in July of 2018 and are launching the Portland event in October 2019, the



Hisham and Kari Muhareb

tor brands but also invites sharing on social media and with their customers. In fact, we know retailers who have taken our display concepts and replicated them in their stores.

Technology is what drives the business and our marketplace today, so we continue to invest significantly in tech platforms and tools that allow Dallas customers to experience unmatched interconnectivity. For example, we now have enhanced Wi-Fi throughout the marketplace and recently launched the largest private 5GLTE network for cell connectivity.

We are the only marketplace streaming custom content throughout the show via dozens of monitors including our own live morning show featuring designers and trend experts. Outside of the show, we know buyers want helpful information and that's why we are about to launch even more direct digital channels of content that can reach buyers between market events.

For all these efforts and because of our strong regional economy, we are seeing results. So far this year we have experienced an increase in buyers from our immediate region and a jump in attendance by buyers outside this region. We have also welcomed more buyers from store types such as gift and Western attending Dallas apparel markets to discover new products.

This is a 24/7 world for commerce, especially for a fast-paced business like fashion. We understand intimately that there is as much risk in doing nothing as in doing something. That's why we continue to make the Dallas marketplace active and interactive with new tools and new exhibitors and improved partnerships.

Hisham and Kari Muhareb
Co-founders
NW Materials Show
NE Materials Show
www.americanevents.com
thematerialshows.com

The NW Materials Show in Portland, Ore., and the NE Materials Show in Boston are America's largest sourcing events for footwear materials and components. This coming August, the NW Materials Show will expand by 25 percent to include Première Vision Sport, geared toward apparel brands.

We have also worked with members of the Footwear Distributors and Retailers of America to designate a special area of the show as Material Tech Central, hosted by Material Exchange and FDRA. This area will showcase

how materials are digitizing and how tech companies can offer products and services around digitization. The area will be very visual with TV monitors and demos, which are meant to be fun and lively.

FDRA members invited to exhibit include HP, X-Rite/Pantone, Algorithmic, Romans Cad, Atom-Lab, Clo3D, Browzwear, PTC and others.

Tom Nastos
Chief Commercial Officer
Informa Markets

www.ubmfashion.com

The fashion business will continue to experience growth. We are seeing digital native brands now attending fashion trade events in order to gain new channels of dis-

tribution and further extend their brand presence.

Today we have enabled our customers to connect 365 days a year and are continuing to incorporate new technology tools to provide more efficiencies to our buyers to communicate and discover brands. Our vision is to create innovative platforms that connect and inspire the global fashion community.

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

In an ever-changing industry, the dynamics have changed in the last 10 years, especially technology, and we have to keep up with it.

Every year the show looks for companies that can show-

case new technology that adds value to the participants and the industry attending the show.

The show itself offers a registration system with matchmaking services to all exhibitors and print-at-home badges for quicker entry. We are using social media as one of the key promoting tools targeting specialized executives of the sector.

Igor Robinet-Slansky
Press Manager
Première Vision
www.premierevision.com

Our shows have changed a lot over the past 10 years. The Première Vision Group has grown through acquisitions and with technological developments. Today we organize 14 shows every year.

➔ Q&A page 8



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Q&A *Continued from page 7*

The best example of our evolution is our main biannual show, *Première Vision Paris*. We now offer more with know-how from six different activity sectors. When you are a creative brand, you can find anything for your collections, from the yarns, fabrics and leathers to design, accessories and components or even production.

We actually have a manufacturing area with experts from Europe, Asia and all over the world, which is quite new. Exhibitors are chosen by a selection committee that goes through a rigorous process. We select our exhibitors for their creativity, the quality of their material collections as well as being reliable and trustworthy with an ability to deliver on time. They have to fill out a big file with their financial details and other economic information, which is reviewed by professionals from the industry.

We refuse many companies every season. But once you are selected, it is a lifetime thing. This was not the case for every show we took over. We harmonized everything to guarantee quality standards to the brands and designers visiting our shows.

Ten years ago, *Première Vision Paris* had yarn, fabric and design. Then, in 2011, we acquired Modamont, which is now *Première Vision Accessories*. In 2013, we acquired Eurovet's fashion shows, including Zoom, which became *Première Vision Manufacturing*.

There is also a Made in France *Première Vision*, a show dedicated to French premium manufacturing and materials for fashion, which takes place in Paris every April.

Then we integrated Fatex into our group, which was a show with suppliers from Asia. It has been renamed *Première Vision Manufacturing Overseas*, which is now within *Première Vision Paris* each season. It is for big international manufacturers, and we added a rigorous selection process. We are working with Bureau Veritas on this so our visitors can expect to find reliable suppliers and partners.

In 2014, we acquired Cuir à Paris, which became *Première Vision Leather*. It is integrated into our *Première Vision Paris* show with a selection of the best tanners for luxury and premium fashion and accessory brands.

One of our specialized shows, the *Denim Première Vi-*

sion, is dedicated to the denim industry. It was launched in Paris in 2007 and is now a roving event. It will be in Milan on May 28 and 29 at Superstudio Più and in London next December. As a roving event, it allows exhibitors to meet in different European cities, get new inspirations and meet new customers.

One of our show's highlights are the areas to showcase fashion trends for the upcoming season. Our in-house fashion team collaborates with international professionals and experts in the fashion industry to elaborate seasonal guidelines in terms of materials and colors. We create a specific and unique *Première Vision* color card each season.

Then we share this with our exhibitors before the show so they get inspired to build the collections they're going to propose at the next show. A few weeks before the actual show, they send their most innovative and creative samples to our fashion team, which sorts and organizes them. It enables us to enrich the seasonal trends presented during the show on our fashion forums or in our fashion seminars.

In addition to our inspirational role, five years ago we launched a section devoted to responsible and sustainable sourcing, displaying alternative materials. There are displays by exhibitors who have specific innovations and more-responsible processes. Three years ago, we launched something called the *Wearable Lab*, which is about fashion tech, meaning technological solutions to enhance fashion. We show innovation and startups our visitors can work with.

Last September, we launched the *Première Vision Marketplace*, a B2B e-commerce platform that's a first for the industry. Uniquely reserved for *Première Vision* exhibi-

tors, it houses their catalogs and gives them an opportunity to market their products online. Intended for buyers from around the world, the platform is open 24/7 so buyers can identify new suppliers, request samples and be informed of new creations throughout the year even after the show is over.

Lastly, in August, we are launching *Première Vision Sport*, which is dedicated to materials for activewear and sportswear. It will be in conjunction with *The Materials Show* in Portland, Oregon.

Judy Stein

Executive Director

Swimwear Association of Florida/Miami SwimShow

www.swimshow.com



Tom Nastos



Lucia Palacios



Igor Robinet-Slansky

In our efforts to be more eco-friendly, we are moving from a printed format for our 200 pages-plus show directory to a digital platform by utilizing the SwimShow app.

The app will be a comprehensive communication hub for our vendors and retailers to connect with information on the trade show, including special events, seminars, floor plan,



Charlie Leather Company, Erimish, Etage, FREYRS Eyewear, Hudson Jeans, Level Showroom, Melie Bianco, Reeves & Company, Sadie & Sage, Sheila Fajl, Therapy w/ Lisa Adams, Vintage Havana

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brand description, imagery, a restaurant and nightlife guide plus the newest addition to SwimShow—Nu Wave Swim.

Nu Wave Swim will transform the Miami Beach Botanical Garden, which is just steps away from the Miami Beach Convention Center, into the epicenter of Miami SwimWeek.

Nu Wave Swim is a new experience and elevated resource for all swimwear categories, featuring various runway shows, presentations and a coveted press lounge—all with a commitment to sustainability and ocean preservation.

Mary T. Taft

Executive Director

Fashion Market Northern California

www.fashionmarketnorcal.com

Fashion Market Northern California is based in one of the



Judy Stein



Mary T. Taft



Chase Vance

fastest-growing areas in the country, the heart of Silicon Valley, and many changes have happened over the last 10 years. We are happy to be located at the San Mateo County Event Center, right between San Francisco and San Jose.

FMNC has new marketing programs in place utilizing Facebook, Instagram, Twitter and Snapchat as well as direct marketing to our retailers and exhibitors.

Another new addition is a photo booth where buyers can post their visit on social media and “tag” friends, which will result in growing our social-media base. FMNC has an advertising campaign that promotes digital ads on most major social-media platforms in addition to traditional press.

Five weeks prior to the show, buyers receive a digital list of exhibitors along with the show book allowing time to plan their show schedule. We offer and recommend online pre-registration to cut down on registration time, and we have a drawing for a \$100 Visa card for one lucky buyer.

This year, we raised the bar with an overall “fresh new look,” utilizing every part of our show floor. It is an exciting and inviting space for fashion to be shown. We have elevated the look, feel and essence of the show using expert trade-show designers to keep our show fresh and relevant.

We are in the business of selling fashion, and we want to present that at every turn, from the show entrance to our stylish lounge area. The buyers lounge has been redesigned using vintage-style lamps in addition to more seating with fun pillows giving it a total “kitschy” or “camp” look.

The food presentation has an elegant appearance of an inviting reception. Even the ladies’ room has a basket with quotes from famous designers and fashion icons, which buyers love and take. Our famous afternoon cookies have been enhanced with the addition of fun, healthy snacks including coconut clusters, popcorn, nuts and fruit. As fashion and trends continue to change, so will Fashion Market Northern California.

Chase Vance

Show Director

Apparel Textile Sourcing

www.appareltextilesourcing.com

The Apparel Textile Sourcing trade shows are organized by *Manufacturer.com*, which enables attendees to connect with exhibitors year-round along with hundreds of thousands of other suppliers.

Because of this, technology has been woven into the entire buyer experience since the ATS events began.

Integration of technology has facilitated the way our attendees discover new vendors and the keynote speakers and subjects participating in our panel discussions.

During the 2019 show cycle, business-to-business and business-to-commerce has become a core theme of the ATS events organized in Miami, Toronto, Montreal and Berlin.

Each year we see more exhibitors with different tech services presenting at the show. Examples of these are *AIMS360.com* and *Vast e-Tech*, which will be featured during ATS 2019 May 28–30.

Over the next three to five years, the brands and retailers that will succeed are those who have socioeconomically sustainable supply chains and the ability to buy or sell across borders to the end consumer and transact with their B2B suppliers/customers.

The growth of the technology pavilion at the ATS shows has been both by design and organic need. As the apparel and textile supply chain becomes more homogenized, the need for new technologies arises.

Conversely, as new technologies are developed, previously well-defined lines in the supply chain become blurred. Overall, a few fundamental goals of these services include decreasing cost of goods sold and shortening the concept-to-consumer process.

We anticipate the trend for technology interests will continue well into the 2020 ATS trade-show season with the launch of our FashionLAB Conference Series this May at our Miami event with expert-led discussions on product lifecycle management, enterprise resource management, social-media marketing, influencer marketing and other similar topics that leverage the Internet. ●

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Shop & Dine

By Andrew Asch and Dorothy Crouch

The only trade-show experience that is more satisfying than closing that most important deal is a rewarding meal or shopping excursion at fresh, new restaurants and boutiques.

Apparel-industry trade shows are exciting but can be exhausting after a long day on the event floor.

Recharging every day with a delicious meal with friends or colleagues and enjoying some personal time to explore new retail destinations keeps energy levels high.



The Westside



H&H Brazilian Steakhouse

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www.thewestsideshop.com

When Sari Sloane became a mother, her outlook on fashion changed. "I wanted to express myself in style without being on a runway. I wanted to showcase how people are really dressing," she said.

It was a big change for a fashion executive who from 2002 to 2012 served as head merchant and fashion director for Intermix, a women's fashion brand and retail chain. During those years, she frequently looked as though she had stepped out of a glossy fashion magazine.

The change in her fashion outlook coincided with a change in retail directions. Intermix was sold to Gap Inc. for \$130 million in 2013. Around the same time, Sloane and Intermix co-founder Haro Keledjian started a family. To reflect their new lifestyle, they opened Everafter, a store for kids' clothing in April 2017. Six months later, they opened The Westside to be a shop for moms and their friends.

After opening a couple of physical locations in New York, they headed west. In May 2018, they opened the first California bricks-and-mortar location for The Westside across the street from the Brentwood Country Mart, where an Intermix had opened in 2012.

Call the move to Brentwood a case of truth in advertising. The store's name is inspired by West Los Angeles and the casual looks of its denizens. T-shirts, jeans and dresses sold at the store come from brands such as LoveShack-Fancy, Agolde, Aviator Nation, Warm and Re/Done. Retail prices range from \$40 to more than \$600. The core retail price point is \$180.

The store's look was designed by architecture firm Janson Goldstein with custom-made indigo wallpaper, vintage furniture and Moroccan rugs. The store also sells California-inspired artwork, which can retail from \$500 to \$3,000.

In June, the company will introduce an e-commerce shop. Sloane said she is scouting additional locations for The Westside in Los Angeles.

H&H Brazilian Steakhouse

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(213) 266-8103

www.hhsteakhouse.com

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The Vault

KEVIN McCULLOUGH

business, Henrique Huyer built a career in the Brazilian-steakhouse business. Huyer's dream of opening his own *churrascaria*, or Brazilian steakhouse, came true with his recent launch of H&H Brazilian Steakhouse located in downtown Los Angeles.

The elegantly appointed restaurant features soaring whitewashed walls and light-wood floors in a brightly lit space, which is made more inviting with a fireplace. A private room is available for large groups and meetings.

Based on the traditional formula for a Brazilian steakhouse, which relies on an all-you-can-eat model, H&H Brazilian Steakhouse's authentic experience includes a vast salad bar. Waiters with skewers of different meats—which are freshly prepared on the grill by specially trained *gaúcho* chefs—slice the offerings tableside. When planning his restaurant in California, Huyer wanted to make the *churrascaria* experience meet the demands of the region, so he based his menu on sourcing meat from farmers who specialize in organic and grass-fed options.

Patrons can enjoy meat options including *picanha*, *fraldinha*, *filet mignon*, *galetto al primo canto*—a chicken marinated for 21 days—and *linguiça*, smoke-cured pork sausage. This dinner option includes unlimited access to the organic salad bar and side dishes, which include homemade Brazilian, gluten-free cheese bread; fried polenta; garlic mashed potatoes; and golden bananas.

Guests who do not wish to partake in the array of different meat selections can opt for the unlimited salad bar and grilled chicken, which includes side dishes. Seafood lovers are able to choose a *robalo* filet, a Brazilian sea bass served with the restaurant's proprietary sauce and marinated Brussels sprouts. This plate also includes the salad bar and side dishes. A choice of desserts includes *flan*, a grapefruit mousse, grilled pineapple and papaya *crème* to complete the meal.

At the bar, guests can enjoy a smaller menu in addition to cocktails such as the California *Caipirinha*, a local play on the Brazilian libation. H&H Brazilian Steakhouse remains true to its organic commitment through its inclusion of an organic wine cellar, which offers selections that are also sustainable and made from biodynamically grown grapes.

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(415) 829-2923
tiltedbrimssf.com

For more than a decade, Silicon Valley has pumped billions of dollars into San Francisco, transforming a city once most famous as a welcoming home for bohemians into a place dominated by the

tech industry and its business titans.

But the pre-Internet San Francisco is not gone. Justin Bautista and Nate Torres opened Tilted Brim, a men's shop, in San Francisco's Tenderloin neighborhood to argue the case.

"A lot of people complain about the new San Francisco because of the invasion of the dot-coms," Bautista said. "We want to show that there is cool, independent stuff in San Francisco. If you just open your eyes and walk around, you can find great stuff that happens in the city."

The shop's interior sports some vintage touches. Instead of standard racks, some clothes are displayed in vintage storage lockers. Bautista said that hip-hop and R&B sounds are often played in the shop.

The 500-square-foot space focuses on brands made in the

Bay Area. It sells labels such as Ben Davis, Golden Bear and Tellason, which are manufactured a short drive away from Tilted Brim. Bautista and Torres also manufacture tees, hoodies and caps for the local UC Hastings College of the Law.

In addition, Bautista and Torres manufacture a good portion of the shop brand, also called Tilted Brim, in San Francisco. Some of the styles include one-of-a-kind rugby shirts, which feature floral embroideries. Each rugby-style shirt is made with one-of-a-kind embroidery. They retail for \$100.

The shop hosts a wide range of retail price points. There is everything from \$20 tees to varsity jackets costing \$325 and up. The point is to appeal and be accessible to the wide range of people who live in the Tenderloin and pass through the neighborhood.

The Vault
555 California St.
(415) 508-4675
www.thevault555.com

➔ Shop & Dine page 12



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Shop & Dine *Continued from page 11*

Occupying a former bank vault in San Francisco's financial district, The Vault brings a mysterious atmosphere and elevated American cuisine to the area.

Designed by San Francisco-based D-Scheme Studio, The Vault features an entry of textured, stained-glass sliding doors that open to reveal the restaurant's semi-circular booths and banquettes in a room of cool blues and dark browns. Nodding to the space's past, the design team repurposed the original safety-deposit boxes, located behind the bar, as storage.

Under the direction of Executive Chef Robin Song, The Vault offers lunch and dinner service with dishes that are American favorites, some of which are enhanced by notes from Song's Korean heritage. From the raw bar, guests can choose the Ft. Bragg Uni with egg custard, dashi and smoked trout roe,

while the Singing Pink Bay scallop crudo is enhanced with togarashi, radish, lemon and extra virgin olive oil. For extreme indulgence, there is also Tsar Nicoulai Ossetra Caviar, which is served with cultured cream and chives.

Dinner entrées include a comté-stuffed tortolloni, a rye-pasta dish with chanterelle mushrooms and chervil pistou. The Monterey Bay black cod is served confit with sauce gribiche, asparagus and fingerling potatoes. The menu also features a 28-day dry-aged Flannery beef rib eye with roasted brassicas, Korean chili paste and kimchi-garlic chives.

Chef Song was sure to create a dessert menu that tempts his guests to indulge. A Tahitian-vanilla pavlova is served with rhubarb compote, fromage blanc and toasted noyaux. The chocolate lava tart features a stout-marshmallow ice cream with blackber-



Feature



Sadelle's

ries and caramel tahini.

A happy-hour menu is available for those who want to socialize without a sit-down dinner. Specials include exclusive cocktails, such as The Vault's signature martinis, and small bites, such as kimchi-spiced almonds with honey-mustard dipping sauce and a grilled-cheese sandwich that uses aged comté and is accompanied by a mustard-onion jam.

LAS VEGAS

Feature

Wynn Plaza
3131 S. Las Vegas Blvd.
(702) 272-0324
feature.com

Wynn Plaza, a shopping area that opened last November on the Las Vegas Strip as part of the Wynn Resort complex, is filled with a slate of well-known, luxe, mono-brand shops, including Balmain, James Perse, Louis Vuitton Men's and Stella McCartney.

In December, Wynn Plaza took a local gamble with Las Vegas multi-brand shop Feature. Since 2010, Feature's off-Strip shop has served as a hub for Las Vegas streetwear and high-end-sneaker fans. Ajay Bouri, a Feature co-founder, said that this new Strip store had the potential of putting his company on the map.

"The majority of the people who come to Vegas don't leave the Strip. For us, there's a lot of opportunity," Bouri said.

A top beneficiary will be the shop's e-commerce site. Tourists from around America and the world will browse through the Wynn Plaza shop and then may return home to buy sneakers and clothes from Feature's website.

Las Vegas boutique retailer Wil Eddins, who founded the Institution 18b shop, said that opening on the Strip is a major undertaking, especially an independent shop. "It's a huge challenge. Having to take on all that responsibility to go into the black," Eddins said. "But Feature is established. It went to the next level."

Feature's move to the Strip makes fashion sense, Bouri said. Stylish people mix looks from luxe brands and the high-end streetwear that Feature focuses on.

Brands sold at Feature include Fear of God, Comme des Garçons, Play, Wacko Maria, Maison Margiela and NikeLab.

Retail price points range from \$50 to \$2,000. About 80 percent of Feature's merchandise mix is the same at the Strip store as at the off-Strip store.

Sadelle's

3600 S. Las Vegas Blvd.
(702) 693-7075
bellagio.mgmresorts.com/en/restaurants/sadelles.html

Following years of success as a popular brunch destination in New York City's SoHo neighborhood, Sadelle's has made a move west to a Las Vegas location opened late last year at the Bellagio. From 6 a.m. to 12 a.m., Executive Chef Jonah Resnick provides dining overlooking the

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Bldwn



TacoLingo

Ballagio Conservatory.

Designed by San Francisco-based designer Ken Fulk, the 10,000-square-foot space was influenced by the grand cafés found in Europe. Playing on design elements from the restaurant in New York City, Sadelle's Las Vegas location also looked to the Paris Belle Époque for inspiration.

At Sadelle's, breakfast is served all day with egg sandwiches, custom omelets, steak and eggs, lox, latkes, and traditional caviar service, while lunch and dinner plates are served after 11 a.m. The restaurant features roaming carts that are pushed around the space, such as a display showcasing baked goods including sticky buns and raspberry donuts.

Sadelle's offers a Sunset Hour, which is served from 3 p.m. to 7 p.m. and features specials on signature cocktails, wine and the restaurant's tea sandwiches. The Theater menu provides three courses with dishes that include tuna tartare, garlic chicken, rigatoni Bolognese and babka à la mode.

For lunch and dinner, starters include asparagus vinaigrette, popcorn shrimp and cold, spicy Asian noodles. The soup menu includes French onion and matzo ball, and salads, which are prepared tableside, include Waldorf, Greek, Cobb and lobster, served with string beans, potato, tomato and asparagus.

Entrées at Sadelle's include a roasted salmon with potato salad and mustard sauce, grilled branzino with sesame spinach, fried chicken with coleslaw and truffle honey, fish tacos with cabbage and chiles, and a rib eye with smothered onions. Sides include waffle fries, mashed potatoes and sesame spinach.

DALLAS

Bldwn
3205 Knox St.
(214) 545-6536
www.bldwn.co

The Bldwn brand made its debut in 2009 as a stylish premium-denim label designed in Kansas City, Mo. But it had a scope that spread far beyond the American heartland.

Matt and Emily Baldwin started the denim brand using denim fabric woven on selvage looms in Japan and then manufactured in downtown Los Angeles.

The jeans were a big hit, and the label received a lot of kudos from tastemakers. In 2013, *GQ* named Baldwin the Best New Menswear Designer. In 2015, the Bldwn label was a finalist for the CFDA/Vogue Fashion Fund competition.

The company also had its eye on opening boutiques and

launched outposts in the Kansas City area and in New York City. In 2017, it opened a shop in Dallas's Knox-Henderson area, a pedestrian district known for its nightlife and unique restaurants.

Bldwn's 1,200-square-foot Dallas store was designed by Matthew Hufft, the Kansas City architect who also designed the Kansas City-area boutiques.

The Dallas store features interior details

such as gray, brushed-metal racks; light-wood tables; walls featuring plant illustrations; and concrete floors.

In the decade the Bldwn brand has been in business, the label has developed into a complete collection for men and women. Looks include Oxford shirts, woven pants, leather jackets and sweaters, as well as skirts and shorts.

In a post on the label's website, label President Jonathan Crocker said the brand offers a "modern approach to American fashion—style rooted in the timeless qualities of the past yet innovative enough to push things forward."

TacoLingo
2301 N. Akard St., Ste. 270

(214) 613-4041
www.tacoling.com

From Texas restaurateur Rick Hicks, TacoLingo brings a bright, fun approach to Tex-Mex dining. The interior of the space features industrial décor and large windows that allow natural light to shine through. An outdoor-dining area is available for guests to enjoy their meals at long banquette-style wooden tables or smaller seating under red umbrellas.

In addition to Tex-Mex staples of chips and salsa, guacamole and queso, the starter menu includes a ceviche that is made with gulf shrimp, mahi mahi, avocado, an array of vegetables and Lingo hot sauce. The restaurant's elote is made using chili crema, queso fresco, Parmesan cheese and Lingo hot sauce. Salads include a house version, Cobb and kale chicken Caesar.

At TacoLingo, corn and flour tortillas are

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Shop & Dine *Continued from page 13*

made in-house and pressed to order. While there are traditional taco styles such as carne asada, chicken, vegetable and fish, the restaurant has put a modern twist on this Tex-Mex staple. A cheeseburger taco features ground Wagyu beef, black-pepper bacon, American cheese, fancy sauce, pickles, lettuce and beefsteak tomato.

There are also steak and chicken quesadillas, each of which is served with bacon, mashed black beans, Monterey jack, pico de gallo, comeback sauce, cilantro-and-lime crema and roasted tomatillo salsa. Fajitas are served with charred green onions, roasted baby bell peppers, cipollini onions, roasted-tomatillo salsa, cilantro-and-lime crema, pico de gallo, queso fresco, and rice and beans. Guests can choose from fajita options including adobada grilled chicken, chili-rubbed steak and lemon-pepper shrimp.

They can also create a chicken-and-steak or steak-and-shrimp combination.

Keeping with the restaurant's theme, dessert options feature churro donuts served with chocolate sauce, marshmallow whip and spiced hot chocolate, or tres leches accompanied by strawberries and cinnamon sugar.

The beverage menu includes a variety of beer, wine and Prosecco options. Cocktails include an extensive margarita menu, which includes a classic style that can be ordered by the pitcher. Other libations include the Bourbon Burro, which is made using smoked agave, ginger, lemon juice and sparkling water.

ATLANTA
Vestique
 705 Town Blvd., Ste. 410

(678) 705 1586
www.vestique.com

Vestique started more than eight years ago as an online brand with a mission to offer women casual, bohemian clothes with a trendy edge. Most items were priced under \$50.

That mission turned out to be so successful that the Charlotte, N.C.-headquartered retailer expanded into bricks-and-mortar retail. In 2018, it opened a 1,649-square-foot shop in Atlanta's Town Brookhaven district of offices, residences, restaurants and shops. This was Vestique's eighth location.

Looks sold at the boutique include rompers, tops and graphic T-shirts. The graphic tees often have a humorous edge. For its recently released Mother's Day collection, the retailer carried T-shirts bearing slogans such as "Go Ask Your Dad" and "Mama Bear." The collection's photos were



ANDREW THOMAS LEE

AIX

modeled by Vestique owners Morgan Lashley and Caroline King.

The Mother's Day Collection also features printed tops, midi skirts and dresses as well as comfortable jumpsuits with the theme of a mom's life story. One bodysuit bears the phrase "Bring On the Drama." A festive-looking dress is called "Mom's Night Out."

Vestique store locations also try to play a role in the neighborhoods where they do business. They offer discounts to teachers and nurses on different days. Every Monday is Medical Monday, where anyone working in the medical field can receive a 10 percent discount off her entire purchase. By showing a school ID, students and educators get a 10 percent discount on Extra Credit Tuesdays. On Wednesdays, the retailer offers Wine Down Wednesdays. Complimentary wine is offered along with a 10 percent discount.

AIX
 956 Brady Ave.
 (770) 838 3501
aixatl.com

Bringing French fare to Atlanta, AIX relies on farm-to-table ingredients for its cuisine de Provence-style plates using farm-to-table ingredients from partners who focus on sustainable practices and humane animal husbandry.

Led by Chef Nick Leahy, the restaurant features an East Coast oyster menu with sourcing from Alabama, Florida, Georgia, North Carolina, South Carolina and Virginia. Other starters include a roasted-beet salad with saffron fromage blanc, sprouted lentils, amaranth and orange; quick-cured Antarctic salmon with carrot purée, English peas and mint; and a butternut-squash tartlet with caramelized onions, Parmesan crisps and thyme.

Main courses at the restaurant include AIX bouillabaisse, which features fish, Sapelo clams, Georgia white shrimp, Prince Edward Island mussels and scallops in a saffron broth, served with rouille toasts. The ricotta-and-sunchoke dumplings are made using a parsley vichyssoise, crispy sunchoke and sumac onions. A garlic-and-herb rubbed sirloin is accompanied by candied shallots, English peas "à la Francaise," foie butter and a red-wine jus.

For sides, guests can choose from Provençal potatoes served with scallion, brown butter and herb coulis; roasted Brussels



The Conservatory



Tak Room

sprouts prepared with Meyer lemon and tome; and pommes-vegetable Parmentier comprising spring-vegetable ragout, crème fraiche and mashed potato.

To finish off the culinary experience at AIX, guests can choose from a chocolate ganache tart with chocolate whipped cream, raspberry jam, chocolate sorbet and mendi-cant. A Ferrero No-Share-O is a play on the popular chocolate. It's a brown-butter hazelnut cake made with Nutella parfait, a crunchy milk-chocolate shell, caramel and fleur du lait.

Under Beverage Director Pat Peterson, the full bar serves an array of beer, wine and spirits. Speciality cocktails include the Last Train to Paris, a blend of cognac, bonal, dolin blanc, salers and pastis.

NEW YORK

The Conservatory
20 Hudson Yards, Ste.112
(212) 473-1333
Theconservatorynyc.com

Hudson Yards, the huge indoor mall located on Manhattan's west side in Midtown, opened in March to great anticipation.

It has been called the largest privately built real-estate project in U.S. history with more than \$16 billion spent to construct hotels, residences and offices. The project also transformed what was an industrial area into gardens, performance spaces and landmarks—which were seemingly built to be unique backdrops for Instagram posts.

When retailer Brian Bolke got involved with Hudson Yards, he wanted to experiment with new retail ideas. He's testing some of his theories with The Conservatory.

"The name is a 'triple entendre,'" Bolke said of The Conservatory. "It's a place of study and discovery, a place that brings nature indoors and a place that suggests the idea of conservation, of respect for resources and time."

The Conservatory asks its visitors to unplug from the noise, grit and crowds of Manhattan. With Droese Raney Architecture, Bolke created a 6,900-square-foot space featuring an art gallery and the Teak Tearoom, a café intended for meditation and quiet conversation.

The Conservatory also offers La Sieste Bastide, an installation produced by Frédéric Fek-kai's Bastide brand. This private room evokes the countryside of Provence, France, with videos, murals and scented candles.

The Conservatory offers 50 brand partners, including some lines, such as Narciso Rodriguez, made exclusively for the store.

Retail price points range from \$24 for Le-Bon toothpaste to \$10,000 for a one-of-a-kind Irene Neuwirth crystal necklace.

The Conservatory retained fashion editors to help merchandise the store. Cindy Weber-Cleary, former fashion director at *InStyle* and *Glamour*, serves as The Conservatory's wardrobe editor.

Tak Room
20 Hudson Yards, Fifth Floor
(929) 450-4050
www.takroomnyc.com

At Thomas Keller's Tak Room, located at the much-anticipated Hudson Yards on Manhattan's west side, guests experience an atmosphere of old New York glamour. A 1950s-inspired mural by Dean Barger complements the staircase that leads patrons to the restaurant.

In the Stockyard Lounge, guests can enjoy piano-and-strings musical performances that pair nicely with a martini.

In the dining room, Keller serves modern Continental cuisine. Starters include a snack menu with marinated olives, deviled eggs, and Kennebec potato chips with French-onion dip. Appetizer offerings include a classic Caesar salad prepared tableside;

Hass avocado-and-garden-vegetable Louie; a jumbo-lump blue-crab cake, New England clam chowder, hand-cut steak tartare, and the warm soft-boiled egg that is served with Regiis Ova Ossetra caviar, buckwheat blini, and crème fraiche.

Tak Room's selection of mains offers an array of options to suit different palates. Seafood offerings include oysters on the half shell, sea urchin, Maine lobster and a Gulf prawn cocktail. Pasta dishes include bucatini pomodoro, fettuccine Alfredo with black winter truffles and all-day braised short rib with forest-mushroom lasagna. Additional plates include eggplant Parmesan, wild Dover sole meunière, Maine lobster thermidor, a rib-eye steak, roasted Four Story Hill Farm free-range chicken with thyme jus and prime beef short-rib Wellington with Périgourdine sauce.

Sides include buttermilk whipped po-
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illustration ana galvan

Shop & Dine *Continued from page 17*

tatoes, wilted or creamed spinach, citrus-glazed sweet carrots, blistered cauliflower polonaise and Madeira-glazed mushrooms. For dessert, guests can enjoy K+M Dark Chocolate Layer Cake, caramel corn or a lemon-meringue tart.

At the bar, Beverage Director Michel Couvreur and Head Bartender Tim Fitzgerald have built a menu around themes inspired by influences of New York's 1950s and '60s eras, such as "Duffy's Official Mixer's Manual" and "The Old Waldorf Astoria Bar Book." A wine list is available with varietals from California's Napa Valley and Sonoma Valley, France, Italy and Spain. Champagne and sparkling wines are also available. A point of pride for the bar is rumored to be that it serves many of its cocktails with three ingredients or fewer.

MIAMI

Eightspace
174 NW 26th St.
Shopeightspace.com

Walk down any Miami retail street and you'll probably see a handful of single-brand shops for high-end activewear and swim brands. In December, Brittany Falzarano decided to give shoppers an alternative in the Miami retail district of Wynwood.

It's Eightspace, a multi-brand activewear shop that offers established and emerging swim and active brands including Koral, Mikoh, Zimmerman, Alala and Year of Ours.

Falzarano also aimed to create a shop experience by producing weekend fitness classes. In addition, the boutique has a matcha tea bar and restaurant inspired by Asian



Eightspace



La Sombra Restaurant & Lounge

and Latin cuisine.

Wynwood boutiques try to fit into the area's reputation for independent style. The pedestrian district is known for its graffiti murals and parties celebrating the Art Basel gathering of contemporary and modern art curators from around the world.

Eightspace's boutique neighbors include Antidote, which carries sustainable clothing

for women, and the Mimo Boutique and Ofy, which sell contemporary styles.

La Sombra Restaurant & Lounge
1000 Collins Ave.
(954) 558-9768
lasombreamiami.com

Within South Beach Miami's Art Deco Historic District at the recently renovated Fairwinds Hotel, a new restaurant has sought to create an oasis to unwind. La Sombra opened its space with a design concept created by The Workshop, with alfresco dining where guests can sneak away from the Miami bustle into large wooden booths or relax on couches while admiring works by local artists.

On the menu are small plates designed by Executive Chef Ginna Rodriguez, which include hummus and pita, ceviche, crispy fish tacos, truffle mac and cheese, and polpettes—a meatball served with fresh pomodoro sauce and ricotta cheese. A Floridian salad uses jicama, pineapple, mango and orange to bring a new approach to this common dish and is finished using key-lime oil, cilantro and toasted hominy kernels.

The lunch and dinner main courses include an array of burgers and sandwiches, including a Gulf-shrimp club and homemade vegetarian burger. Additional plates include the local catch of the day, served in a berry sauce with cauliflower-fennel puree and charred rapini; skirt steak with roasted fingerling potatoes and Brussels sprouts; pad thai served with an egg sunny-side up; and garlic fettuccine pasta with cipollini onions, wild mushrooms, grape tomatoes, white-wine garlic and parsley.

A full bar produces refreshing cocktails and beverages to quench guests' thirst after a day of navigating trade shows in the Miami heat and to complement the buzzing energy of the city's nights.

Bottle service is available, and the restaurant offers happy hour from 5 to 7 p.m. every day, where specialty cocktails include mojitos and caipirinhas. A Shareable Bites menu is also offered during this time, featuring dishes including Brussels sprouts, wings and fries. Dessert items include a Nutella cream puff, crème brûlée and chocolate fondant with caramel pecans and vanilla ice cream.

In addition to the restaurant, La Sombra's basement speakeasy, "La Sombra Lounge," and a 2,500-square-foot outdoor rooftop area are available for events and group-dining experiences. ●

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illustration ana galvan

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 Through May 29

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 Las Vegas
 Through June 3

June 1
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June 2
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 New York
 Through June 7

June 4
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 Through June 5
Licensing Expo
 Las Vegas
 Through June 6
WWSRA Summer Preview
 Bozeman, Mont.
 Through June 6

June 5
Connections NYC
 New York
 Through June 6
Fashion Industry Gallery
 Dallas
 Through June 7

Dallas Apparel & Accessories Market
 Dallas
 Through June 8

June 6
Fukuoka International Gift Show
 Fukuoka City, Japan
 Through June 8
Imprinted Sportswear Show
 Houston
 Through June 8

June 8
New York Denim Days
 New York
 Through June 9
London Fashion Week Men's
 London
 Through June 10

June 9
Accessorie Circuit
 New York
 Through June 11
Accessories The Show
 New York
 Through June 11

Fame
 New York
 Through June 11
Moda
 New York
 Through June 11
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 Through June 11
[Pre] Coterie
 New York
 Through June 11
The Trends Show
 Mesa, Ariz.
 Through June 11

June 10
OffPrice
 New York
 Through June 11

June 11
CALA
 San Francisco
 Through June 12
Digicom Digital Print and Visual Communication Show
 Madrid
 Through June 13
WWSRA Intermountain Summer Preview
 Salt Lake City
 Through June 13
Pitti Immagine Uomo
 Florence, Italy
 Through June 14

June 12
Kingpins
 New York
 Through June 13
Apparel, Textile & Footwear Trade Exhibition
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 Through June 14
Source Africa
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June 18

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Dallas
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Kidsworld

Dallas
Through June 25

June 20

Denver International Western/ English Apparel and Equipment Market

Denver
Through June 21



The **Dallas Apparel & Accessories Market** is held five times each year at the Dallas Market Center. Located in one of the country's fastest-growing regions, the Dallas Market Center brings together thousands of manufacturers and key retailers in an elevated trade-show environment. Featuring 500 permanent showrooms and over 1,000 temporary booths, including expanded contemporary lines and resources, the Dallas Market Center is where style starts. Upcoming events include the Apparel & Accessories Market (June 5-8) and the Total Home & Gift Market (June 19-23). www.dallasmarketcenter.com

apparelsourcing

Visit us for **Apparel Sourcing USA**, providing apparel brands, retailers, wholesalers, and independent design firms a dedicated sourcing marketplace for finding the best international apparel manufacturers. Make plans now to join us July 22-24 for three days of sourcing, seminars, and networking at New York City's Javits Center, located at 655 W. 34 St. apparelsourcing-usa.us.messefrankfurt.com

Pitti Immagine Bimbo

Florence, Italy
Through June 22

Hong Kong Jewellery & Gem Fair

Hong Kong
Through June 23

Tranoi Week

Paris
Through June 25

ITMA

Barcelona, Spain
Through June 26

June 21

Man

Paris
Through June 23

Man/Woman

Paris
Through June 23

Tranoi

Paris
Through June 23

CIFF

Paris
Through June 24

June 22

Andydote Fashion Fair

Athens, Greece
Through June 24

Splash Paris

Paris
Through June 24

June 23

CALA

Denver
Through June 24

The Deerfield Show

Deerfield, Ill.
Through June 24

Fashion Market Northern California

San Mateo, Calif.
Through June 25

SMOTA

Fort Lauderdale, Fla.
Through June 25

June 25

Fashion SVP

London
Through June 26

GlobalShop @ RetailX

Chicago
Through June 27

RFID in Retail and Apparel

Chicago
Through June 27

WWSRA Northwest Summer Preview

Portland, Ore.
Through June 27

WWSRA Rocky Mt. Outdoor Show

Denver
Through June 27

Internet Retailer Conference & Exhibition

Chicago
Through June 28

June 26

Ambiente India

New Delhi
Through June 28

India International Footwear Fair

New Delhi
Through June 28

Pitti Immagine Filati

Florence, Italy
Through June 28

June 28

Agenda Festival

Long Beach, Calif.
Through June 29

TEXWORLD USA

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 July 22-24 at the Javits Center in New York at 655 W. 34 St. www.texworldusa.com

Santa Fe Fashion Week

Santa Fe, N.M.
Through June 29

GTS Florida Jewelry and Accessories Expo

Kissimmee, Fla.
Through June 30

June 29

Playtime Paris

Paris
Through July 1

June 30

OutDoor by ISPO

Munich
Through July 3

Paris Fashion Week Haute Couture

Paris
Through July 4

July 1

Vendôme Luxury

Paris
Through July 3

July 2

Connections Hamburg

Hamburg, Germany
Through July 3

FashionTech Berlin

Berlin
Through July 3

Spinexpo

Paris
Through July 3

Neonyt Summer

Berlin
Through July 4

Panorama Berlin

Berlin
Through July 4

Premium

Berlin
Through July 4

Seek

Berlin
Through July 4

Selvedge Run

Berlin
Through July 4

Show and Order X Premium

Berlin
Through July 4

July 3

Blossom Première Vision

Paris
Through July 4

Garment Manufacturers Sourcing Expo

Bangkok
Through July 6

GFT Expo

Bangkok
Through July 6

July 4

Connections Berlin

Berlin
Through July 6

India International Garment Fair

Greater Noida, India
Through July 6

Shenzhen International Trade Fair for Apparel Fabrics and Accessories

Shenzhen, China
Through July 6

July 5

FIMI

Madrid
Through July 7

ISPO

Shanghai
Through July 7

Mercedes-Benz Fashion Week

Madrid
Through July 10

July 6

Interfilière

Paris
Through July 8

TrendSet

Munich
Through July 8



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 already confirmed their participation in the next edition, which will take place Aug. 4-6 in New York. Other show dates are June 29-July 1 in Paris, July 23-24 in Shanghai, and July 31-Aug. 2 in Tokyo. www.iloveplaytime.com

Continued on page 22

apparelsourcing USA

NEW SOURCING HORIZONS JULY 22-24, 2019

JAVITS CONVENTION CENTER
NEW YORK CITY

apparelsourcingshow.com



Continued from page 21

Unique by Mode City
Paris
Through July 8

July 8
Modfabriek
Amsterdam
Through July 9
Hong Kong Fashion Week
Hong Kong
Through July 11

July 9
Lineapelle
London
ASI Show
Chicago
Through July 11
Milano Unica
Milan
Through July 11
International Gift & Home Furnishings Market
Atlanta
Through July 15



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 Resort (high-quality lifestyle 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

July 11
Miami Swim Week
Miami Beach, Fla.
Through July 15

July 12
Supreme Kids
Munich
Through July 14
Paraiso
South Beach, Fla.
Through July 16

July 13
SwimShow
Miami Beach, Fla.
Through July 16
Cabana
Miami Beach, Fla.
Through July 15
Capsule
Miami Beach, Fla.
Through July 15
Hammock
South Beach, Fla.
Through July 15

July 14
Cobb Tradeshow
Atlanta
Through July 15

July 16
New England Conference & Deal Making
Boston
Through July 17
Première Vision
New York
Through July 17
The London Textile Fair
London
Through July 17
View Premium Selection
Munich
Through July 17
Spinexpo
New York
Through July 18
Intermoda
Guadalajara, Mexico
Through July 19

July 17
Lineapelle
New York
Through July 18
Seattle Mart Market Week
Seattle
Through July 22



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. Our next show is the New York Fabric Show, July 22–23, at The Hudson Mercantile, followed by the Chicago Fabric Show, Aug. 27–28, at the Palmer House Hilton. Visit our website for details and to register. www.dgexpo.net

July 18
Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through July 21
Gift & Home Market
Los Angeles
Through July 22

July 19
Supreme Women & Men
Düsseldorf, Germany
Through July 22

July 20
Gallery Düsseldorf
Düsseldorf, Germany
Through July 22

July 21
Designer Forum
New York
Through July 22
Midwest Gift & Lifestyle Show
Des Plaines, Ill.
Through July 22
NY Men's
New York
Through July 23
Pure London
London
Through July 23
Scoop
London
Through July 23

Supreme Body & Beach
Munich
Through July 23
California Marketplace
Los Angeles
Through July 24
Philadelphia Gift Show
Philadelphia
Through July 24

July 22
DG Expo
New York
Through July 23
Functional Fabric Fair
New York
Through July 23
Apparel Sourcing USA
New York
Through July 24
Home Textiles Sourcing Expo
New York
Through July 24
Liberty Fashion Fair
New York
Through July 24
Man
New York
Through July 24
Texworld USA
New York
Through July 24

July 23
Playtime Shanghai
Shanghai
Through July 24
Colombiamoda
Medellin, Colombia
Through July 25

July 24
Jacket Required
London
Through July 25
Texfusion
New York
Through July 25
CBME China
Shanghai
Through July 26

July 25
The NBM Show
Secaucus, N.J.
Through July 26

July 27
Dallas Men's Show
Dallas
Through July 29

Innatex
Frankfurt, Germany
Through July 29
West Coast Trend Show
Los Angeles
Through July 29

July 28
Bluegrass Buyers Market
Lexington, Ky.
Through July 29
Stylemax
Chicago
Through July 30
ASD Market Week
Las Vegas
Through July 31
L.A. Market Week
Los Angeles
Through July 31
SourceDirect at ASD
Las Vegas
Through July 31

July 29
L.A. Kids Market
Los Angeles
Through July 31
Brand Assembly
Los Angeles
Through Aug. 1

July 31
Active Collective
Anaheim, Calif.
Through Aug. 1
Swim Collective
Anaheim, Calif.
Through Aug. 1
Playtime Tokyo
Tokyo
Through Aug. 2

July TBA
Shirt Avenue (TBA)
Milan

Aug. 3
Wäsche Und Mehr
Dortmund, Germany
Through Aug. 5
Supreme Women & Men
Munich
Through Aug. 6
AGHA Melbourne Gift Fair
Melbourne, Australia
Through Aug. 7



Curve is the only show in North America solely dedicated to intimate apparel, sleepwear, and swimwear. The Curve New York and Curve Las Vegas shows are produced by Eurovet Americas, a Eurovet company. The New York show will take place Aug. 4–6 at the Javits Center, while the Las Vegas show will be held Aug. 12–14 at the Las Vegas Convention Center. Interfilière is the leading trade show for intimates, beachwear, and swimwear fabrics. The next editions of the show take place Sept. 26–27 in Shanghai and Oct. 16–17 in New York. eurovet.com/en/

Aug. 4
Travelers Show
Baltimore
Through Aug. 5
TRU Show
San Francisco
Through Aug. 5
Accessorie Circuit
New York
Through Aug. 6
Accessories The Show
New York
Through Aug. 6
Chicago Collective
Chicago
Through Aug. 6
Children's Club
New York
Through Aug. 6
Curve New York
New York
Through Aug. 6
Fame
New York
Through Aug. 6
Moda
New York
Through Aug. 6
Moda London
Birmingham, U.K.
Through Aug. 6
NY Women's
New York
Through Aug. 6

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PHOENIX CONVENTION CENTER

2020

JANUARY 5TH-7TH
PHOENIX CONVENTION CENTER

MARCH 29TH-APRIL 2ND
PHOENIX CONVENTION CENTER

MAY 31ST-JUNE 2ND
MESA CONVENTION CENTER

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Japan's LARGEST Fashion Trade Show

FASHION WORLD TOKYO

OCTOBER Oct. 2 [Wed] — 4 [Fri], 2019

APRIL April. 1 [Wed] — 3 [Fri], 2020

Venue Tokyo Big Sight, Japan

Organiser Reed Exhibitions Japan Ltd.

Organised by **Reed Exhibitions**

Web www.fashion-tokyo.jp/en/

"Largest" in reference to the exhibitor number and the net exhibit space of trade shows with the same concept.

Playtime New York
New York
Through Aug. 6
Project Womens
New York
Through Aug. 6

Aug. 5
Bodyfashion Days
Mijdrecht, Netherlands
Seattle Mart Super Market Days
Seattle
Through Aug. 6
New York Shoe Expo, FFANY Market Week
New York
Through Aug. 9
World of Prom
Atlanta
Through Aug. 9

Aug. 6
Northeast Materials Show
Wilmington, Mass.
Through Aug. 7
Edmonton Footwear & Accessory Buying Market
Edmonton, Alberta
Through Aug. 8
Xposae
Drummondville, Quebec
Through Aug. 8
Atlanta Apparel
Atlanta
Through Aug. 10



The **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 Aug. 10-13 at the Embassy Suites hotel so you'll have plenty of time to stop by while you're in the area. You can pre-register at our website. We welcome new exhibitors who would like to participate in our show for the first time! We offer buyers complimentary lunch as well as transportation from any Las Vegas location. In addition, our following Las Vegas show is February 2020 at the Embassy Suites hotel. www.ifjag.com



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

Aug. 7
Copenhagen International Fashion Fair
Copenhagen, Denmark
Through Aug. 9
Revolver
Copenhagen, Denmark
Through Aug. 9
Aug. 9
Greensboro Gift & Jewelry Show
Greensboro, N.C.
Through Aug. 11

Aug. 10
The Biggest Family Shower Ever
Los Angeles
IFJAG
Las Vegas
Through Aug. 13
OffPrice
Las Vegas
Through Aug. 13
Retail Renaissance
New York
Through Aug. 14

Aug. 11
Supreme Tracht
Munich
Through Aug. 12
Travelers Show
Plymouth Meeting, Pa.
Through Aug. 12
Deerfield Children's Show
Deerfield, Ill.
Through Aug. 13
Footwear Sourcing at MAGIC
Las Vegas
Through Aug. 14
JA New York
New York
Through Aug. 14

Sourcing at MAGIC
Las Vegas
Through Aug. 14
Toronto Gift + Home Market
Toronto
Through Aug. 14

Aug. 12
Agenda
Las Vegas
Through Aug. 14
Children's Club
Las Vegas
Through Aug. 14
Curve Las Vegas
Las Vegas
Through Aug. 14
FN Platform
Las Vegas
Through Aug. 14
Kid's Hub Las Vegas by Playtime
Las Vegas
Through Aug. 14
Liberty Fashion Fair
Las Vegas
Through Aug. 14
MAGIC Mens
Las Vegas
Through Aug. 14
Pooltradeshows
Las Vegas
Through Aug. 14
Project, Project Womens, Stitch @ Project Womens
Las Vegas
Through Aug. 14
The Tents
Las Vegas
Through Aug. 14
WWDMAGIC
Las Vegas
Through Aug. 14
WWIN
Las Vegas
Through Aug. 15

Aug. 13
Printsource New York
New York
Through Aug. 14
VegasEdge
Las Vegas
Through Aug. 14
International Footwear Leather Show
Bogotá, Colombia
Through Aug. 15

Aug. 14
NW Materials Show and Première Vision Sport
Portland, Ore.
Through Aug. 15



Collective Shows has three upcoming shows. Swim Collective and Active Collective California take place July 31-Aug. 1. The colocated shows feature two marketplaces in one convenient location, at the Anaheim Convention Center. Swim Collective is the premier West Coast swimwear and accessory marketplace featuring luxury and boutique swimwear plus higher-end resort wear, cover-ups, accessories, and footwear in its Beach segment. Active Collective is the first and only show dedicated solely to fashion-forward activewear and athleisure apparel, featuring performance wear, athleisure, accessories, and footwear—plus a new Wellness section. Active Collective New York takes place at the Metropolitan Pavilion, Aug. 22-23. Entry is free for qualified retailers. activewearcollective.com and swimcollective.com.

Aug. 15
The NBM Show
Long Beach, Calif.
Through Aug. 17
New Orleans Gift and Jewelry Show
New Orleans
Through Aug. 18

Aug. 16
Northwest Shoe Travelers Market
St. Paul, Minn.
Through Aug. 18

Aug. 18
Atlanta Fashion Shoe Market
Atlanta
Through Aug. 20
Fashion Market Northern California
San Mateo, Calif.
Through Aug. 20
Toronto Shoe Show
Toronto
Through Aug. 20
New England Apparel Club
Marlboro, Mass.
Through Aug. 21

Aug. 19
Apparel Textile Sourcing
Toronto
Through Aug. 21

Aug. 21
Fashion Industry Gallery
Dallas
Through Aug. 23
Dallas Apparel & Accessories Market
Dallas
Through Aug. 24
Dallas Western Market
Dallas
Through Aug. 24
Kidsworld
Dallas
Through Aug. 24
Rocky Mountain Gift Show
Denver
Through Aug. 26

Aug. 22
Active Collective
New York
Through Aug. 23
Cambodia International Textile & Apparel Sourcing Expo
Phnom Penh, Cambodia
Through Aug. 25
Cambodia International Textile & Garment Industry Exhibition
Phnom Penh, Cambodia
Through Aug. 25

Aug. 23
Mid-South Jewelry and Accessories Fair
Southaven, Miss.
Through Aug. 25



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



FUNCTIONAL FABRIC FAIR, powered by **PERFORMANCE DAYS®**, is launching a West Coast event taking place Oct. 22-23 at the Oregon Convention Center in Portland. This sourcing event features products and technologies to kick off the Winter 2021 season presented by textile manufacturers, suppliers, and service providers all within a zero-waste exhibition. Open free of charge to industry professionals, the fair includes curated exhibits, industry presentations, professional networking, and matchmaking programs. The event follows the New York edition occurring July 22-23 at the Javits Center during New York Market Week. Contact organizers at inquiry@functionalfabricfair.com. Visit www.FunctionalFabricFair.com for more information.

Vancouver Footwear & Accessory Buying Market
Richman, British Columbia
Through Aug. 25
Denver Apparel & Accessories Market
Denver
Through Aug. 26

Aug. 24
STYL/KABO
Brno, Czech Republic
Through Aug. 26

Aug. 25
Bodyfashion Days
Mijdrecht, Netherlands
Through Aug. 26
Michigan Shoe Market
Livonia, Mich.
Through Aug. 26
Travelers Show
Moon Township, Pa.
Through Aug. 26
Boston Collective
Boxboro, Mass.
Through Aug. 27
National Bridal Market
Chicago
Through Aug. 27

Continued on page 24

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Continued from page 23

Northstar Fashion Exhibitors
St. Paul, Minn.
Through Aug. 27

Trend Seattle Caravan
Seattle
Through Aug. 27

Trendz
Palm Beach, Fla.
Through Aug. 27

Alberta Gift + Home Market
Edmonton, Alberta
Through Aug. 28

Aug. 27

DG Expo
Chicago
Through Aug. 28

Poznan Fashion Fair
Poznan, Poland
Through Aug. 28

Brazil International Apparel Sourcing Show
São Paulo
Through Aug. 29

Brazil International Yarn & Fabric Show
São Paulo
Through Aug. 29

Dye + Chem
São Paulo
Through Aug. 29

Soleil Tokyo
Tokyo
Through Aug. 29



Kid's Hub Las Vegas is Picaflor Inc.'s newest show. 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. Visit Kid's Hub Las Vegas Aug. 12-14 at the Flamingo Hotel. www.iloveplaytime.com

SAPICA
León, Mexico
Through Aug. 30

Aug. 28

Japan Jewellery Fair
Tokyo
Through Aug. 30

Preview in Seoul, International Textile Fair
Seoul, South Korea
Through Aug. 30

August TBA

Fashion Night Stockholm (TBA)
Stockholm

Fashion Week Stockholm (TBA)
Stockholm

Lakme Fashion Week (TBA)
Mumbai, India

Modama (TBA)
Guadalajara, Mexico

Sept. 1

Londonedge
London
Through Sept. 2

Gallery Shoes
Düsseldorf, Germany
Through Sept. 3

International Jewellery London
London
Through Sept. 3

Sept. 3

All China Leather Exhibition
Shanghai
Through Sept. 5

Munich Fabric Start
Munich
Through Sept. 5

Spinexpo
Shanghai
Through Sept. 5

CPM Collection Première Moscow
Moscow
Through Sept. 6

Interfabric
Moscow
Through Sept. 6

Tokyo International Gift Show
Tokyo
Through Sept. 6

Sept. 4

Indiana Women's Apparel Club
Westfield, Ind.
Through Sept. 5

The Indy Show
Westfield, Ind.
Through Sept. 5

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." www.finone.com

Kingpins China City Tour
Guangzhou, China
Through Sept. 5

Rooms Experience
Tokyo
Through Sept. 6

CentreStage
Hong Kong
Through Sept. 7

Dhaka International Yarn & Fabric Show
Dhaka, Bangladesh
Through Sept. 7

Dye + Chem
Dhaka, Bangladesh
Through Sept. 7

Textech International Expo
Dhaka, Bangladesh
Through Sept. 7

Sept. 5

Indianapolis Children's Show
Indianapolis
Through Sept. 6

Dallas Total Home & Gift Market
Dallas
Through Sept. 7

Imprinted Sportswear Show
Orlando, Fla.
Through Sept. 7

Surf Expo
Orlando, Fla.
Through Sept. 7

Trends The Apparel Show
Edmonton, Alberta
Through Sept. 8

Sept. 6

Bijorhca Paris
Paris
Through Sept. 9

Who's Next
Paris
Through Sept. 9

Sept. 7

I.L.M. International Leather Goods Fair
Offenbach, Germany
Through Sept. 9

Norton's Apparel, Jewelry & Gift Market
Gatlinburg, Tenn.
Through Sept. 9

Sept. 8

SMOTA
Fort Lauderdale, Fla.
Through Sept. 9

Livonia Children's Show
Livonia, Mich.
Through Sept. 10

REV Chicago Boutique Show
Des Plaines, Ill.
Through Sept. 10



CALA Shows, the contemporary apparel show best known for its five-times-yearly San Francisco trade event at Fort Mason Center, and its more recently added Denver show, is pleased to announce the addition this August of CALA Vegas, which will be located at the Hard Rock Hotel Ballroom and run simultaneously with the other Vegas shows. CALA Vegas plans to set itself apart from the already busy Las Vegas apparel exhibition scene in a strategically curated show featuring the best contemporary brands in the industry. A distinctive all-inclusive package includes free hotel rooms for qualified buyers at the fashionable boutique Hard Rock Hotel plus fully catered complimentary cocktails and hors d'oeuvres passed by waiters during show hours. Other amenities will include free WiFi, drayage, and booth power. www.calashows.com

Throughout the past 30 years, **PopUp Masters** has evolved into a creative powerhouse that redefines what pop-up is and, ultimately, what it can do for your brand. PopUp is New York's only full service pop-up and trade-show solution. We will work with your team to develop the perfect idea and find its most ideal location; our trusted real-estate partners ensure we get exclusive options on prime spaces of all shapes and sizes. At PopUp, we've got you covered every step of the way—from custom display design and fabrication to installation and maintenance. www.popupmasters.com

Sept. 9

Seattle Mart Super Market Days
Seattle
Through Sept. 10

Sport-Achat Summer
Lyon, France
Through Sept. 10

International Lingerie Show
Las Vegas
Through Sept. 11

Trendz West
Palmetto, Fla.
Through Sept. 11

MQ Vienna Fashion Week
Vienna
Through Sept. 15

Sept. 10

VOW | New World of Bridal
Atlanta
Through Sept. 12

MosShoes
Moscow
Through Sept. 13

Sept. 11

Jumble Tokyo
Tokyo
Through Sept. 13

Uzbekistan Textile Expo
Tashkent, Uzbekistan
Through Sept. 13

Sept. 12

Lexus Charleston Fashion Week Event No. 3
Charleston, S.C.

Momad
Madrid
Through Sept. 14

The NBM Show
Columbus, Ohio
Through Sept. 14

Bisutex, Intergift, Madridjoya
Madrid
Through Sept. 15

FormShow
New York
Through Sept. 15

Sept. 13

Billings Market Association
Billings, Mont.
Through Sept. 15

Designers and Agents
New York
Through Sept. 15

Edge Designers NYC
New York
Through Sept. 15

GTS Asheville Gift & Jewelry Show
Asheville, N.C.
Through Sept. 15

Hawaii Market Merchandise Expo
Honolulu
Through Sept. 15

The Novus Forum
New York
Through Sept. 15

London Fashion Week
London
Through Sept. 17

FASHION WORLD TOKYO is Japan's largest fashion trade show, which consists of four specialized shows held twice a year. Not only is it the best gateway to the Japanese market, but it is also growing to serve as a new Asian hub for the fashion industry. The next edition will be held Oct. 2-4. Take this opportunity to expand your business! www.fashion-tokyo.jp/en-gb.html



TRADE SHOW CALENDAR



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. The next show is Sept. 5-7 in West Concourse, Fla. www.surfexpo.com

- Sept. 14**
Cabana
New York
Through Sept. 16
- Capsule**
New York
Through Sept. 16
- Sept. 15**
Michigan Women's Wear Market
Livonia, Mich.
Through Sept. 16
- Coterie**
New York
Through Sept. 17
- Curate International Collections**
New York
Through Sept. 17
- Fame**
New York
Through Sept. 17
- Moda**
New York
Through Sept. 17
- Sole Commerce**
New York
Through Sept. 17
- Woman**
New York
Through Sept. 17
- Micam**
Milan
Through Sept. 18
- Mipel**
Milan
Through Sept. 18
- Sept. 16**
Apparel Sourcing Paris
Paris
Through Sept. 19
- Avantex Paris**
Paris
Through Sept. 19
- Leatherworld Paris**
Paris
Through Sept. 19
- Shawls & Scarves Paris**
Paris
Through Sept. 19
- Textworld Denim**
Paris
Through Sept. 19
- Textworld Paris**
Paris
Through Sept. 19
- Sept. 17**
Kansas City Apparel & Accessory Market
Kansas City, Mo.
Through Sept. 18
- Heimtextil**
Moscow
Through Sept. 19
- Première Vision Paris**
Paris
Through Sept. 19
- Textillegprom Federal Trade Fair**
Moscow
Through Sept. 20
- Western Canada Fashion Week**
Edmonton, Alberta
Through Sept. 22

- Sept. 18**
The One
Dallas
Through Sept. 20
- Sept. 19**
Super
Milan
Through Sept. 20
- Osaka International Gift Show**
Osaka, Japan
Through Sept. 22
- Sept. 20**
Western Imprint Canada Show
Calgary, Alberta
Through Sept. 21
- Shoes Room by Momad**
Madrid
Through Sept. 22
- The One Milano**
Milan
Through Sept. 23
- White Milano**
Milan
Through Sept. 23

Sept. 22
The Deerfield Show
Deerfield, Ill.
Through Sept. 23

Gift & Home Fall Market
Los Angeles
Through Sept. 24

Sept. 23
Atlanta Fall Design Week
Atlanta
Through Sept. 25

Paris Fashion Week
Paris
Through Oct. 1

Sept. 24
CJF—Child and Junior Fashion
Moscow
Through Sept. 27

Sept. 25
Filo
Milan
Through Sept. 26

India Leather & Accessories Fair
Kolkata, India
Through Sept. 26

Project
Tokyo
Through Sept. 26

CHIC—China International Fashion Fair
Shanghai
Through Sept. 27

Intertextile Shanghai Apparel Fabrics
Shanghai
Through Sept. 27

Milano Unica
Shanghai
Through Sept. 27

Yarnexpo
Shanghai
Through Sept. 27

CISMA—China International Sewing Machinery & Accessories Show
Shanghai
Through Sept. 29

Sept. 26
Interfilière
Shanghai
Through Sept. 27

Portland Fashion Weekend
Portland, Ore.
Through Sept. 29

Woman
Paris
Through Sept. 29

Sept. 27
Colombo International Yarn & Fabric Show
Colombo, Sri Lanka
Through Sept. 29

JA New York
New York
Through Sept. 29

Première Classe
Paris
Through Sept. 30

Tranoi
Paris
Through Sept. 30

Vendôme Luxury
Paris
Through Sept. 30

Tranoi Richelieu
Paris
Through Oct. 2

Sept. 28
Western Canada Fashion Week
Calgary, Alberta
Through Sept. 29

Sept. 29
Splash Paris
Paris
Through Oct. 1

The Trends Show
Phoenix
Through Oct. 2



Find your WWINspiration at the semiannual **Womenswear In Nevada** (WWIN) show at the Rio Hotel & Convention Center. Providing retailers with new resources and discoveries, FRESH @ WWIN will debut in August as a rising designer space for upcoming stars in the fashion industry. Buyers will also see the newest introductions from top-name brands and new companies in every womenswear category, including missy/modern updated, contemporary, traditional, petite, tall, plus, and accessories. In addition, WWIN offers new Appointment Setting programs, expanded educational offerings, free breakfast and lunch, extended shopping hours with wine and cheese on opening day, free parking, discounted hotel rates at the Rio, giveaways, and more. Show dates are Aug. 12-15. www.wwinshow.com



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Sept. 30
Luxe Pack Monaco
Monaco
Through Oct. 2

Taropak
Poznan, Poland
Through Oct. 3

September TBA
Mercedes-Benz Fashion Week (TBA)
Istanbul

Stock Xchange by Offprice (TBA)
London

Oct. 2
New England Apparel Club Syracuse Super Show
Liverpool, N.Y.
Through Oct. 3

Fashion World Tokyo
Tokyo
Through Oct. 4

L.A. Majors Market
Los Angeles
Through Oct. 4

L.A. Textile
Los Angeles
Through Oct. 4

Lineapelle
Milan
Through Oct. 4

Textile Tokyo & Fashion Sourcing Tokyo
Tokyo
Through Oct. 4

FashioNXT
Portland, Ore.
Through Oct. 5

Las Vegas Souvenir & Resort Gift Show
Las Vegas
Through Oct. 5

Portland Fashion Week
Portland, Ore.
Through Oct. 6

Oct. 3
Coast
Miami
Through Oct. 4

Imprinted Sportswear Show
Fort Worth, Texas
Through Oct. 5

Oct. 4
GTS Greensboro Jewelry & Accessories Expo
Greensboro, N.C.
Through Oct. 6

Oct. 6
Travelers Show
Moon Township, Pa.
Through Oct. 7

The Knot Couture
New York
Through Oct. 8

Oct. 7
Seattle Mart Fall Market
Seattle
Through Oct. 8

Oct. 10
Jewelry, Fashion & Accessories Show
Rosemont, Ill.
Through Oct. 13

Style Fashion Week L.A.
Los Angeles
Through Oct. 13

Oct. 11
The NBM Show
Denver
Through Oct. 12

GTS Florida Jewelry and Accessories Expo
Kissimmee, Fla.
Through Oct. 13

Poznan Sport Expo
Poznan, Poland
Through Oct. 13

Oct. 13
Deerfield Children's Show
Deerfield, Ill.
Through Oct. 14

Travelers Show
Plymouth Meeting, Pa.
Through Oct. 14



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Continued from page 25

Denver Apparel & Accessories Market
Denver
Through Oct. 15
Northstar Fashion Exhibitors
St. Paul, Minn.
Through Oct. 15

Oct. 14
Designers and Agents
Los Angeles
Through Oct. 16
Label Array
Los Angeles
Through Oct. 16
L.A. Kids Market
Los Angeles
Through Oct. 16
L.A. Market Week
Los Angeles
Through Oct. 16
Brand Assembly
Los Angeles
Through Oct. 17
Amazon Fashion Week
Tokyo
Through Oct. 20

Oct. 15
L.A. Men's Market
Los Angeles
Through Oct. 16
JITAC European Textile Fair
Tokyo
Through Oct. 17

Oct. 16
Interfilière
New York
Through Oct. 17
Textile Forum
London
Through Oct. 17
Travelers Show
Atlantic City, N.J.
Through Oct. 17
International Premium Incentive Show
Tokyo
Through Oct. 18
Atlanta Apparel
Atlanta
Through Oct. 19

Oct. 17
Manila F.A.M.E. International
Manila, Philippines
Through Oct. 19
Style Bangkok-Fashion, Gift & Houseware, Furniture
Bangkok
Through Oct. 21

Oct. 20
Fashion Market Northern California
San Mateo, Calif.
Through Oct. 22

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New England Apparel Club
Marlboro, Mass.
Through Oct. 23

Oct. 21
Obuv. Mir Kozhi
Moscow
Through Oct. 24

Oct. 22
Functional Fabric Fair
Portland, Ore.
Through Oct. 23

Oct. 23
Kingpins
Amsterdam
Through Oct. 24
Fashion Industry Gallery
Dallas
Through Oct. 25
SGIA Printing United
Dallas
Through Oct. 25
Aberdeen Fashion Week
Aberdeen, Scotland
Through Oct. 26
Dallas Apparel & Accessories Market
Dallas
Through Oct. 26
Kidsworld
Dallas
Through Oct. 26

Oct. 27
Travelers Show
Baltimore
Through Oct. 28
Stylemax
Chicago
Through Oct. 29
Trendz
Palm Beach, Fla.
Through Oct. 29

Oct. 29
New England Apparel Club
Hyannis, Mass.
Through Oct. 30

Oct. 30
Travelers Show
Ocean City, Md.
Through Oct. 31

October TBA
Cobb Tradeshow (TBA)
Atlanta
Fashion Week Brooklyn (TBA)
Brooklyn, N.Y.
Generation Next Seoul (TBA)
Seoul, South Korea
Hera Seoul Fashion Week (TBA)
Seoul, South Korea
L.A. Fashion Week (TBA)
Los Angeles
Première Vision (TBA)
Istanbul
Tex-Styles India (TBA)
New Delhi

Nov. 1
Greater Nashville Jewelry and Merchandise Show
Lebanon, Tenn.
Through Nov. 3

Nov. 3
Michigan Women's Wear Market
Livonia, Mich.
Through Nov. 4
Trend Seattle
Seattle
Through Nov. 5

Nov. 4
Seattle Mart Super Market Days
Seattle
Through Nov. 5

Nov. 5
London Print Design Fair
London
Through Nov. 6
New England Apparel Club
Portland, Maine
Through Nov. 6

Atlanta Fall Immediate Delivery Show
Atlanta
Through Nov. 7
Outdoor Retailer
Denver
Through Nov. 7

Nov. 7
Mid-South Jewelry and Accessories Fair
Southaven, Miss.
Through Nov. 10

Nov. 8
The NBM Show
Charlotte, N.C.
Through Nov. 9

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

Trade Shows 2019

ON THE COVER: Trina Turk Visits the Vine for Her Fall 2019 Collection

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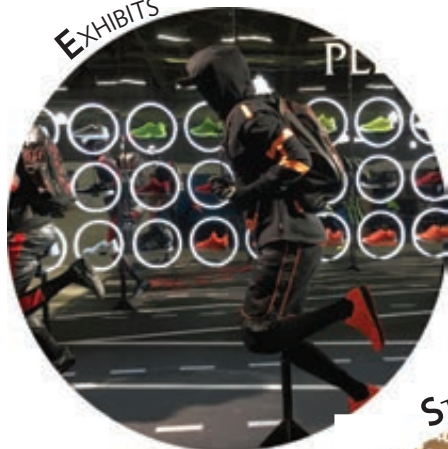
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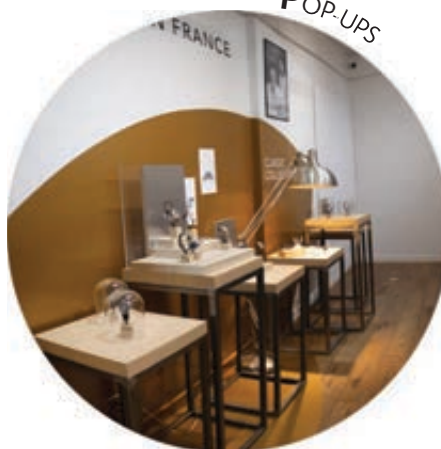
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