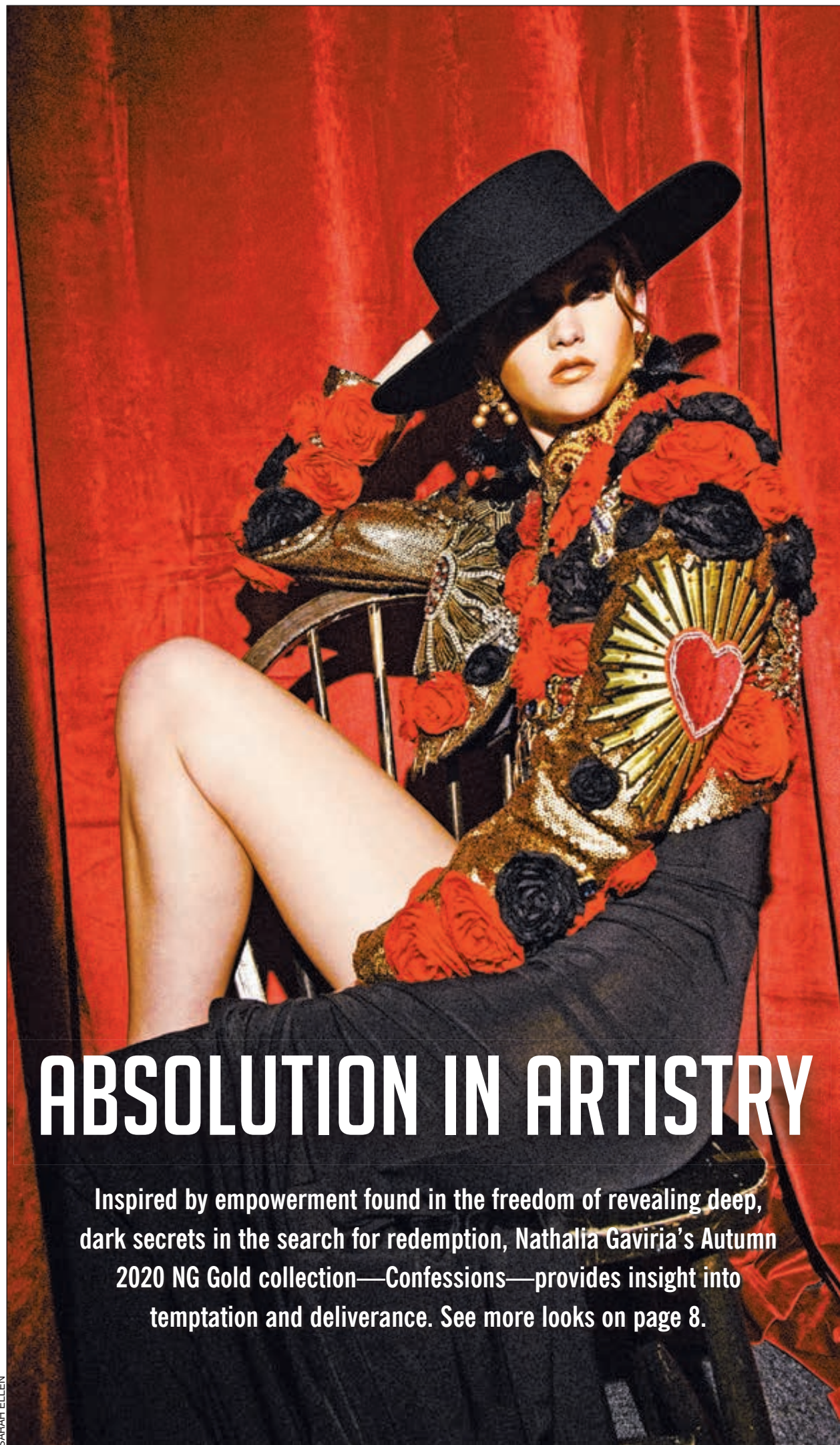


CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 75 YEARS

\$3.99 VOLUME 76, NUMBER 11 APRIL 17, 2020 DOUBLE ISSUE



ABSOLUTION IN ARTISTRY

Inspired by empowerment found in the freedom of revealing deep, dark secrets in the search for redemption, Nathalia Gaviria's Autumn 2020 NG Gold collection—Confessions—provides insight into temptation and deliverance. See more looks on page 8.

SARAH ELLEN

EYE ON FINANCE

Businesses Look to Government Lifelines in Order to Survive

By Andrew Asch *Retail Editor*

Like thousands of other businesses, **Pocket Square Clothing**, a maker of suiting accessories and bespoke clothing, had to furlough its staff because of the COVID-19 crisis. PSC co-founders Rodolfo Ramirez and Andrew Cheung saw their business come to a sudden halt just one year after they had acquired a 10-person sewing shop, **Top Hand MFG**, near the **University of Southern California**. But a few days later, the city allowed PSC to reopen and the clothing company was able to bring its staff back.

The local government had found a quick resolution to some of the company's problems. The City of Los Angeles deemed PSC an essential business after it signed up for **L.A. Protects**, an initiative to mobilize Los Angeles apparel businesses to

➔ **Eye on Finance** page 3

TECHNOLOGY

BioCellection Helps Close Loop on Plastics Pollution by Creating New Materials

By Dorothy Crouch *Managing Editor*

Through its efforts to close the loop on plastics pollution, **BioCellection** has advanced its program from recycling this type of waste by expanding into creating performance materials that could be utilized by the apparel industry. The company, founded by Miranda Wang and Jeanny Yao, began with the mission to convert waste into chemicals utilized by makers of textiles to create materials such as nylon.

Under the leadership of Dr. Jennifer Le Roy, the San Francisco technology startup has shifted focus from chemical-research-and-development efforts to creating products sourced from plastics that have been recycled. Le Roy, who joined the company from a green-technology academic background,

➔ **BioCellection** page 9

INSIDE

Where fashion gets down to businessSM



Tony Hawk and Vans ... p. 2

eBay's new CEO ... p. 2

Quarterly Finance Report ... p. 3

Trinidad3 answers call to serve ... p. 6

Resource Guide ... p. 10

www.apparelnews.net

Vans and Tony Hawk Announce Global Partnership

With a shared skateboarding legacy, Costa Mesa, Calif., action-sports brand **Vans** and skateboard legend Tony Hawk announced a new brand partnership. As a global brand ambassador for Vans, Hawk will not only engage with audiences and consumers through branding platforms but also serve as a commentator for the **Vans Park Series**, the brand's tour that features men's and women's park-terrain skateboarding.

"Vans has supported skateboarding since the very beginning and never wavered in its commitment, even with massive mainstream success," Hawk said. "I have always respected their integrity, so it is an honor to officially join forces



Tony Hawk at the Vans Off the Wall Skatepark in Huntington Beach, Calif.

and help continue to grow the skateboarding culture in the most authentic way possible."

Through this partnership, Vans and Hawk will work together to produce a new professional skateboarding competition. According to Hawk, his history with the brand began in 1978 when he started wearing its products as his first skateboarding shoes.

"Tony Hawk's name is synonymous with skateboarding for fans around the world," said Bobby Gascon, global director of action sports for Vans. "He is a pioneer and has inspired millions to pick up a board with his incredible talent. We are honored that he'll

be supporting Vans' mission to promote and grow skateboarding globally."

On the heels of Vans' launch of its Foot the Bill initiative, which helps its independent partners around the globe during their struggles with devastating COVID-19 business impacts, Hawk expressed his eagerness to support the brand as it expands its reach to help. The initiative will provide custom-designed footwear to partners, which will generate support directly to small businesses as they receive net proceeds from the sale of each Vans Customs pair sold through the program.

"These days are extremely difficult for so many, which is why we are hoping to provide some fun and creativity for the global community to enjoy," Hawk said of the program. "In unprecedented times like these, we need to stay positive, support each other and keep creating."—*Dorothy Crouch*

Former Walmart Exec to Lead eBay

Jamie Iannone, chief operating officer of **Walmart eCommerce**, was recently named chief executive officer of the digital-commerce pioneer **eBay Inc.**

Iannone also will join the San Jose, Calif.-based company's board of directors, said Thomas Tierney, eBay's chairman. "The board believes Jamie is the ideal CEO to lead eBay's next chapter of growth and success," Tierney said. "We have all been impressed by his strong track record



Jamie Iannone

of innovation, execution, operational excellence and developing teams that drive results. Jamie has consistently delivered high growth during rapid periods of industry disruption, consumer change and technological advancement."

Iannone spent the past 20 years leading digital commerce for major retailers. He served as CEO of **SamsClub.com**. He also worked as the executive vice president of digital products for **Barnes & Noble, Inc.** From 2001 to

2009, Iannone worked as a vice president and in other executive positions at eBay.

Iannone said that he was glad to rejoin the eBay team. "In my previous experience with the company, I developed a deep appreciation for what makes eBay so special," Iannone said. "eBay's success has always been rooted in its robust C2C platform. I believe the company has tremendous opportunities to capitalize on this foundation, innovate for the future and grow its ecosystem. I look forward to working with our global teams to enhance buyer experiences and provide more capabilities that will help small businesses sustain and grow. I will focus on continuing to evolve the company's strategy while delivering on eBay's commitment to maximize long-term shareholder value."

Iannone will start his new job on April 27. He'll replace interim CEO Scott Schenkel. Schenkel took the reins of the company after former CEO Devin Wenig resigned in September 2019. In early 2019, eBay announced that it would embark on a period of restructuring.—*Andrew Asch*

Under Armour Hires Industry Veteran Collier as CPO

Under Armour announced on April 15 that Lisa Collier was hired as its chief product officer. Until recently, Collier served as president and chief executive officer of **NYDJ Apparel LLC**. Her more-than-30-year career has also included time at **Levi Strauss & Co.**, **Sunrise Brands** and **Limited Brands**.

Collier will begin her new role on April 27 and report to Patrik Frisk, Under Armour's president and CEO. "Lisa is an exciting addition to our leadership team," Frisk said. "Her strength as a retail leader will be invaluable as we continue to execute against our long-term strategies."

Collier will direct the Baltimore-headquartered company's product and merchandising in addition to other responsibilities—*A.A.*

Corrections and Clarifications

In the April 3 issue, the story "Retailers React to Coronavirus Pandemic by Shifting More Biz Online," included a misspelling of the Ladaire Instagram handle. The correct spelling is @ladaireofficial.

Inside the Industry

Gordon Brothers, a Boston-based global advisory, restructuring and investment firm, announced April 16 that it had sold the United Kingdom-based streetwear brand **Bench** to **Wraith**. The buyer is an affiliate of **Apparel Brands Limited**, which is headquartered in Manchester, U.K. The deal covered rights for all territories outside of the Americas. Terms of the deal were not disclosed in the announcement. "Gordon Brothers is extremely proud to have played its part in saving one of the world's first streetwear brands of scale," said Ramez Toubassy, Gordon Brothers' president of brands. "By successfully bringing our asset-light business methodology to bear in this restructuring, we were able to deliver a healthy business for Wraith to grow well into the future."

■■■

International Market Centers introduced **IMC_di** earlier this year. The stand-alone business-to-business e-commerce division offers a platform that allows buyers to conduct business in the gift, home furnishings and apparel industries. **IMC_di** recently announced a dozen recent hires, said Bob Maricich, IMC's CEO. "With COVID-19 causing postponement of our March and April markets in Atlanta and High Point, N.C., we are taking aggressive steps to digitally connect buyers and sellers, wherever and whenever they need to meet and do business." Hires include Marisa Garcia, who will serve as senior director of customer success, and Andrew Meeks, who will serve as **IMC_di**'s director of marketing.

■■■

H&M USA announced several initiatives to support COVID-19 relief efforts. The American division of the Swedish retailer **H&M** will make in-kind donations of more than \$2 million in product including apparel and bedding to organizations such as the Children's Defense Fund, Nashville Rescue Mission, **GLAM-4GOOD** and Los Angeles's **LGBT Center**. **H&M USA** also will partner with **GIVZ**, an online donor platform, to offer **H&M** shoppers a choice of charities to which they may donate. For every \$60 spent at the digital channel **hm.com/us**, **H&M USA** will donate \$10 to charities its customers can choose.

■■■

Dickies, a prominent workwear brand, and its parent company, **VF Corp.**, will be manufacturing and delivering 50,000 isolation gowns in May to medical workers treating COVID-19 patients. **Dickies** will continue manufacturing the gowns over the next few months. It plans to make up to 675,000 gowns by June and 3.4 million gowns by September, said Denny Bruce, **Dickies'** global brand president. "As a heritage brand that goes to work, especially when the work gets tough, we are committed to equipping these workers with the critical medical garments they need to protect themselves as they continue the fight against this pandemic," Bruce said.

You're
in Good
Company

From invoice factoring to asset-based lending, our business is taking care of your business.

A trusted provider to the apparel industry for nearly a half-century, Goodman Capital Finance has expanded to offer more specialty lending services in more industries than ever before. Just give us a call whenever you could use a helping hand. We have the creative funding and quick decisions your business needs to thrive and prosper.



3010 LBJ Freeway
Suite 540
Dallas, TX 75234
(877) 446-6362

GoodmanCapitalFinance.com

Over \$10 billion since inception.

NuOrder Survey Finds 63 Percent of Retailers Cancel Orders

By Andrew Asch Retail Editor

The coronavirus pandemic continues its economic freeze, delivering a major blow to the fashion business, according to a recently released survey from **NuOrder**. The Los Angeles-headquartered business-to-business e-commerce platform reported that 63 percent of retailers said that they had canceled some of their on-order or yet-to-arrive merchandise during the first weeks of the pandemic.

The survey, which was conducted the week of March 24, also reported that retailers anticipated a 25 to 50 percent reduction in their buys for the Resort 2020 and Spring 2021 seasons, said Heath Wells, NuOrder's co-founder and co-chief executive officer.

For retailers, a big question is how to deal with a cash crunch. The survey noted that the crisis would force retailers to change their businesses. About 28 percent said that they would increase their online presence, 26 percent said that they would

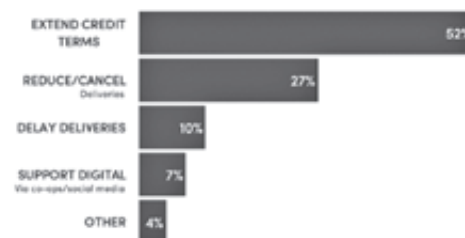
cut operating costs, and 23 percent said that they would reduce their inventory, Wells said.

For brands dealing with returns, decisions must be made about how to deal with the canceled orders, Wells said. "Do I box up product and try to sell it at full price at a later stage? Do I consider options for liquidating the inventory? For those products that will make it to stores, how do I make sure that those products look good? Also, how do I extend credit terms to retailers?" he said.

Getting back to work also will be an issue. "No one knows when stores will reopen again. People are hoping it is in a June or a July time frame," Wells said. "Retail is still going to be here. The market is going to demand that we focus on what we are really good at, hone what we are really good at and own this space." For example, if one's strength is denim, it will be crucial to put all of one's focus on denim, Wells said. ●

TYPES OF ASSISTANCE RETAILERS ARE SEEKING FROM VENDORS

THE [FINANCIAL] RELATIONSHIP BETWEEN RETAILERS AND VENDORS IS MORE IMPORTANT THAN EVER.



QUARTERLY FINANCIAL REPORT

Unemployment Rises and Sales Fall as COVID-19 Takes Hold

Continued debilitating business obstacles due to the COVID-19 pandemic have grown as the economy enters the second quarter of 2020 with employment and sales figures in the apparel industry decreasing.

On April 3, reports showed that the United States unemployment rate for March 2020 rose 0.9 percentage points to 4.4 percent compared with 3.8 percent during March 2019. According to the **United States Bureau of Labor Statistics**, this difference represents the largest single-month increase in the rate since January 1975.

Additionally, the number of unemployed persons increased to 7.1 million, a figure that represents a change of 1.4 million. When examining these figures, it is important to note that the increase represents a time frame that includes periods during which stay-at-home orders and nonessential business closures due to the threat of the coronavirus pandemic had not yet been enacted.

During March, retail-trade employment declined by 46,000, with clothing and accessories stores declining by 16,000, according to the BLS. The **United States Census Bureau** reported advance March 2020 estimates of U.S. retail-and-food-services sales—adjusted for seasonal variation

from February, in addition to holiday and trading-day differences—at \$483.1 billion, which is a decrease of 8.7 percent from the previous month. This figure was below March 2019 numbers by 6.2 percent. The Census Bureau did not include adjustments due to price changes in these calculations. Retail-trade sales declined 6.2 percent from February 2020 in addition to a 3.8 percent decrease from last year. Compared with March 2019, clothing and accessories stores were down 50.7 percent.

Experts with the **National Retail Federation** trade association discussed the impacts of the retail-sales figures, which reflected the largest monthly decrease on record, noting that restaurants, bars and shops were forced to close temporarily, yet retailers considered essential and grocery stores were reporting that sales were up during March.

According to Jack Kleinhenz, the NRF's chief economist, this uneven reflection of the retail industry showed a clear line between what he termed the "haves and have-nots." He warned that, in the coming months, data could be more alarming as consumers continue to purchase only the necessities to weather the coronavirus pandemic.

"March was a month that started out with many stores still

open, but far more are closed now," Kleinhenz said. "Don't be surprised if the data going forward show a worsening situation. Even if the economy begins to reopen in May, consumer behavior may take a long time to adjust. The road to recovery could be long and slow."

While retail-sales figures from the Census Bureau and those of the NRF differ due to the latter's exclusion of automobile dealers, gasoline stations and restaurants, there is one area of this segment upon which they could agree. Despite the NRF's calculation that showed core retail was up 1.7 percent seasonally adjusted from February and up 4.5 percent unadjusted year-over-year, the Census Bureau was examining clothing stores. In this category of retail, the NRF saw clothing-store sales down 50.5 percent from February. Online and other non-store sales increased 3.1 percent.

According to the March numbers reported by the NRF, a decline of 0.2 percent occurred from January to February. While February sales were reportedly up by 7.4 percent year-over-year, the NRF warned that this figure was affected by the early 2019 government shutdown, which resulted in low sales.

—Dorothy Crouch

Eye on Finance *Continued from page 1*

make face masks and personal protective equipment. PSC received no funding from the city; however, the city provided a database where companies needing face masks could contact manufacturers making the protective equipment, Ramirez said.

Getting involved with the L.A. Protects program meant that they had to rearrange the factory's layout and bring it to the social-distancing specifications required by the **Centers for Disease Control**. Ramirez and Cheung are also working more than 12-hour days sourcing fabrics and materials to make face masks, Cheung said.

"You have to start from scratch, and everyone is looking for the same thing you are," he said of his new responsibilities.

PSC is one of the few companies that has avoided a shutdown during the current crisis. Many shuttered companies had to suffer through massive furloughs and layoffs. Many of them don't see quick fixes ahead, despite federal, state and local governments offering loans and stimulus programs, such as the \$2 trillion CARES Act, which was approved on March 27. Retail consultants, trade associations and financial professionals have encouraged companies to take advantage of loan programs and other support, which could save their businesses.

The economic crisis that has followed the COVID-19 outbreak has turned businesses upside down and upended lives. California enjoyed historically low unemployment of 3.9 percent in February. Fast-forward to the week of April 4 and unemployment claims skyrocketed more than 2,000 percent in a year-over-year comparison, according to the State of California's Employment Development Department.

During the latter half of March, once-solid companies such as **Volcom** hemorrhaged jobs. The action-sports label furloughed 75 percent of its workforce in March.

Some business owners hope that SBA loans applied for at the start of the crisis will come through. Lawrence Serbin is president and owner of **Hemp Traders**, based in Paramount, Calif. It is the oldest hemp-fabric company in America. He said that his company hit the skids the latter half of March



From left, Andrew Cheung and Rodolfo Ramirez at Top Hand MFG

when stay-at-home orders were issued and the public effectively stopped spending money. He furloughed one full-time worker and three part-time workers. Hemp Traders has continued with a skeleton staff.

"If I didn't do anything we'd run out of cash in a few months," he said. "Then there would be no jobs for anyone."

Serbin applied for a Paycheck Protection Program loan on April 3 and has been in touch with his bank on his application. He remains hopeful that the loan will be delivered.

"I'm certain that the federal government will come back with another allocation of funds," he said. "I'm certain that they will do it with so many laid off."

There are bright spots. Hemp fabric is considered to have antimicrobial properties so there's increased interest in hemp cloth to make face masks, he said.

"I'm getting so many orders that I can hold out for three months," Serbin explained. "The sad thing is that I had to lay off some employees."

Fraser Ross of the Los Angeles retailer **Kitson** had to furlough employees who did not work on its digital channels—approximately 21 people. He's applied for the Paycheck Protection Program but doesn't anticipate getting relief anytime soon.

"It's survival of the fittest," he said. "You got to be creative in what you can do. We got to be creative to get people through the door."

Ross also is seeking rent relief until Kitson can reopen. "I'm not paying April rent," he said. "I'd like a rebate for March because we had to close for half the month. The landlords should pay it forward as far as I'm concerned."

Doug Works, executive director of the **Board Retailers Association**, said that the government programs can represent a lifeline even if some of the loans have to be paid back down the road.

"Taking on additional debt is not always suggested, but at such low interest rates and long payback periods it's easier to justify," Works said.

The group posted a COVID-19 Retailer Resource Guide, which includes webinars and survival tips. Programs recommended by BRA's guide include the SBA's Economic Injury Disaster Loan. BRA also has suggested that its members negotiate rent relief. In addition, they should build cash reserves by limiting spending and encouraging customers to purchase gift cards, which can provide a line of cash to retailers.

While the SBA stopped accepting new loan applications, Tom Waldman, a shareholder in the law firm of **Stradling Yocca**, recommended that businesses should complete their applications.

"When the money becomes available, you'll be ready for it," he said. "If you are a company that is eligible for PPP assistance, there is reason to hope that the program will be reactivated. You also should petition federal and state legislators and let them know that there is still a need."

Waldman also suggested looking into the Main Street Lending Program, a CARES Act program that is available and supported by the Federal Reserve. "You have to make sure that it makes sense for your situation," Waldman said of this category of loans, which start at \$1 million. He recommended that applicants be aware of strings attached to the loan. It has to be paid back eventually, and there are stipulations that it can't be used to pay shareholders or other lenders.

Katy Spillers, a partner with the **Greenberg Glusker** firm, said it's important for businesses to give clear information to bankers in order to efficiently process applications.

"Make sure that you are applying with a lender you have a relationship with," she said. "It's up to the banking officer to push your account along." ●



MSC Anna enters San Francisco Bay on April 16

March Volumes Decrease at Major California Ports, but Optimism Abounds

By Dorothy Crouch Managing Editor

Ports along the California coast have seen a decrease in volumes for monthly and year-over-year statistics. At ports that service Long Beach, Calif.; Los Angeles; and Oakland, Calif., March volumes have declined, yet those who manage the ports remain optimistic and prepared for the uncertainty of the next few months.

Loaded-container volume declined from 2019 totals during March at the **Port of Oakland**. It reported a 7.4 percent decrease from the numbers recorded for the same month last year. Also down from 2019 numbers were the number of ships calling in Oakland, which fell 10.6 percent from March 2019.

“With fewer vessels, we would expect some further reduction in cargo volume,” said Michael Zampa, communications director at the Port of Oakland. “Certainly we’re not happy to see the reduction, but it was not out of the realm of expectation.”

In addition to the decrease in loaded-container volume, there were reports of March containerized import volume dropping 10.3 percent from March 2019, while export loads were off by 5 percent. Returns on empty containers to countries of origin in Asia also decreased by 23 percent. The port revealed an 11 percent decline in total volume, which is calculated by combining data for these three measures.

“The supply chain is fluid so we can handle whatever comes. There had been concerns regarding a spike in volume once Chinese factories and ports reopen—they are back operating again—and we in Oakland have plenty of capacity,” Zampa said. “We are still operating our night gates. The cargo is not dwelling; the ships are coming in and out within 24 hours. We don’t expect any cargo-handling issues.”

In fact, despite its lower figures, the Port of Oakland had exciting news to report. On April 16, the Geneva-based *MSC Anna* arrived in Oakland—the largest ship to ever call at the port. The 1,312-foot ship yields capacity for 19,200 20-foot containers.

“We are thrilled,” Zampa explained. “We are a major international gateway. To stay that way, we have to handle the endless upsizing of container ships. It’s the biggest ship we ever had and one of the biggest calls in North America. It will be in and out within 24 hours, and we don’t foresee any issues.”

Farther south, in Long Beach, Calif., at

the **Port of Long Beach**, declines in cargo containers were reported for March as sailings were canceled. The port experienced a 6.4 percent decline compared to March 2019 with movement of 20-foot equivalent units for March 2020 totaling 517,663. The port’s deputy executive director for administration and operations, Dr. Noel Hacegaba, explained that he and his colleagues are optimizing the port’s capabilities with open terminals that are fully functional.

“We have what we call a Business Recovery Task Force composed of internal team members,” he said. “Our objective is to keep the port open and operating, anticipate any challenges and troubleshoot, keep our customers and shareholders engaged. A very critical piece of this is to keep everyone informed.”

Despite a high number of blank sailings during the first quarter of 2020, which was due in part to 19 canceled sailings from January through March, resulting in a 6.9 percent decline in cargo shipments compared with the same period in 2019, Hacegaba said the port is prepared. Following a shutdown of business in China during the first quarter of 2020, workers in that country are now slowly returning to their jobs.

“With Chinese factories coming back online and some of the orders that were placed months ago now in motion, we do anticipate a slight cargo surge in April and one of the issues is the risk of a lot of these inbound containers deemed nonessential, either being delayed or abandoned,” he said. “We are not seeing that at the Port of Long Beach. In fact, what we have been doing for the last two weeks on that issue is engaging every supply-chain partner to make sure everyone has a contingency plan and anticipating this and gearing up for that eventuality.”

At the **Port of Los Angeles**, cargo volumes decreased by 30.9 percent compared to March of last year. Numbers for March 2020 reflected the port’s movement of 449,568 20-foot equivalent units. The first quarter of 2020 showed a decrease in volumes of 18.5 percent over 2019’s figures, which the port said reflected the lowest amount of monthly cargo moved since February 2009.

“We’ve had two serious shocks to our supply-chain system. First, the trade war between the U.S. and China and now the COVID-19 pandemic,” Gene Seroka, executive director of the Port of Los Angeles, said in an April

➔ **Ports** page 6

Print
+ Online
+ Archives
= Total Access



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

CALIFORNIA
ApparelNews

POSTMASTER: Send address changes to: CALIFORNIA APPAREL NEWS, Customer Service, PO Box 4419, Orlando, FL 32802. **CALIFORNIA APPAREL NEWS** (ISSN 0008-0896) Published by TLM PUBLISHING INC. APPAREL NEWS GROUP Publishers of: *California Apparel News*, *Market Week Magazine*, *New Resources*, *Waterwear*, *New York Apparel News*, *Dallas Apparel News*, *Apparel News South*, *Chicago Apparel News*, *The Apparel News (National)*, *Bridal Apparel News*, *Southwest Images*, *Stylist*, and *MAN (Men's Apparel News)*. Properties of TLM PUBLISHING INC., The New Mart, 127 E. Ninth St., Suite 806, Los Angeles, CA 90015, (213) 627-3737. © Copyright 2020 TLM Publishing Inc. All rights reserved. Published weekly except semi-weekly second week of July. Periodicals Postage Paid at Los Angeles, CA, and additional entry offices. The publishers of the paper do not assume responsibility for statements made by their advertisers in business competition. Opinions expressed in signed editorial columns or articles do not necessarily reflect the opinions of the publishers. Subscription rates: U.S.: 1 year, \$89; 2 years, \$140. Foreign: \$180 U.S. funds (1-year subscription only). Single-copy price \$3.99. Send subscription requests to: California Apparel News, Customer Service, PO Box 4419, Orlando, FL 32802 or visit www.apparelnews.net. For customer service, call (866) 207-1448.

Taylor Stitch and Botanical Colors Join Forces for an Earth Day Collection

By Dorothy Crouch *Managing Editor*

While the argument can be made that each day offers opportunities for making new choices to promote environmental responsibility, on April 22, Earth Day will bring the health of the planet center stage. As a brand whose mission is cemented in creating long-lasting, more-responsible menswear, **Taylor Stitch** in San Francisco is eagerly anticipating the observance of Earth Day in order to promote the values by which it operates every day.

"We are building products that will live for years or decades to come," Luke McAlpine, director of partnerships, said. "We like to build products that wear in, not out, and get better with age. From a quality perspective and a style perspective, they are the opposite of fast fashion."

To observe Earth Day 2020, the brand intended on announcing the launch of its Restitch program as a permanent, evergreen staple within the Taylor Stitch family of products. Launched last year, Restitch relies on Taylor Stitch goods that are bought back from customers, allowing the brand to repair and resell the pieces as new products.

"Earth Day originally for us was a day that we planned to launch Restitch as an evergreen format. We finally had enough inventory to support it year-round as a program," McAlpine said. "Our facility that manages Restitch operationally was closed due to COVID-19, so we are not able to launch it on Earth Day but it will come later this year."

Simply bypassing Earth Day without contributing to the community in an ecologically responsible manner was not an option for the brand. Instead, Taylor Stitch partnered with **Botanical Colors**, the dye house that relies on plants and natural sources to create its nontoxic, biodegradable hues. As one of the five pillars of Taylor Stitch's sustainable values, the commitment to producing in small quantities can be found in this collection, which will feature only two styles of the brand's popular shirts—the Heavy Bag T-shirt and the Everyday Oxford.

"We partnered with Botanical Colors, which is a natural-dye organization. A lot of dyes are harmful to the environment, so we wanted to showcase the natural dye. It's really cool from a product and character perspective," McAlpine said. "They dyed each of those uniquely in a Shibori or tie-dye pattern."

In addition to the natural dyes, the foundation of these products prior to their arrival at the dye house was more responsible.

"The Heavy Bag program is cool," McAlpine said. "It's a yarn that uses zero water to produce the garment itself, and the yarn is a blend of upcycled cotton and recycled poly."

The environmental efforts for this capsule collection will expand beyond selling the limited collection of 25 Oxfords and 50 T-shirts that utilize natural dyes. A philanthropic angle of the collection features pieces that were dyed by natural-dye artists Anna Meier and Kristin Arzt and will be auctioned off with the proceeds benefiting two yet-to-be-named organizations.

"We pulled items from our line that would be suitable to take a natural dye, products that weren't dyed at the production process, whether at the yarn or garment level," McAlpine explained. "We



From left, Anna Meier, a Taylor Stitch design by Anna Meier, Kristin Arzt, a Taylor Stitch design by Kristin Arzt

didn't give them specific direction, which was intended. They could do what they do as natural-dye artists, and they both do really cool work."

Working with the Taylor Stitch pieces afforded an opportunity for Arzt to teach consumers and the apparel industry about

Earth Day page 6

Superior credit protection, unparalleled peace of mind.



**QUICK
RESPONSE
TIME**



**DEDICATED
FASHION INDUSTRY
EXPERIENCE**



**INCREASED
CREDIT
COVERAGE**

For over 75 years, Milberg Factors has been delivering factoring solutions to our satisfied clients. As one of the largest factoring and commercial finance companies in the United States, we're a top choice for the fashion industry — because we understand your business. As a Milberg client, you can rest easy knowing that you'll get the credit protection you need, when you need it.

For more information, contact Dave Reza at (818) 649-8662.



Milberg Factors, Inc.

CALIFORNIA | NEW YORK | NORTH CAROLINA

WWW.MILBERGFACTORS.COM

FACTORING SERVICES
COMMERCIAL FINANCE
TRADE FINANCE
SERVICES TO BANKS

Trinidad3 Answers Call to Serve With New Collection, COVID-19 Contributions

By Dorothy Crouch *Managing Editor*

As a **United States Marine Corps** veteran, Trinidad Garcia III still begins his day contributing to the armed services as a contractor who provides marksmanship training for the **United States Navy**, but his calling to serve his country doesn't end there. The founder of **Trinidad3**, the Los Angeles-made denim company, is putting his manufacturing into his mission with the brand's Relief Release Collection, which launched April 7.

"The fashion side of it is my outlet and form of expression and what draws people to the brand, but the underlying thing—the service—is the heartbeat," Garcia explained. "During the worst possible time to launch a collection, it reminds me of what Marines historically have done. They go into situations where the odds are against them."

A collection comprising four jeans and Pima-cotton T-shirts, which are available in white, tan, charcoal and two hues of green, the Relief Release Collection is focused on comfort—a timely theme for fashion during the era of COVID-19. Jeans in the collection are offered in a slim taper, constructed from stretch denim—available in black or gray—and a skinny cut in medium or tonal indigo. Both the stretch denim and skinny cut are new to the brand and are available in sizes 30–40. For each pair of \$169 jeans sold online, \$20 will aid the **Ventura County Rapid Relief Fund**. T-shirts are priced at \$49.99 and sized M–XXL.

"I train the Navy in Ventura County, and I was born in Port Hueneme, Calif. Joe [Lafko, managing partner at Trinidad3] felt it would be good to do something that is rooted close to home," Garcia said. "My family is here. A



lot of the work we do, even when I was in the service, is rooted in Los Angeles."

In addition to the new collection, Trinidad3 has reopened its Huntington Park, Calif., factory to contribute to the urgent need for face masks used to protect against the coronavirus while adhering to best



safety practices for worker protection and is paying employees full salaries. It initially started as a project that provided masks to the **Southern California Resource Services for Independent Living**, an organization through which **United States Army** veteran Robert Perez arranges food deliveries for people living with disabilities in Los Angeles with help from civilian volunteers and veterans. Though the organization hosted a donation drive through its Downey and Pasadena, Calif., offices, during which it collected nonperishable food and personal-hygiene items, volunteers needed protective equipment.

"Through this, we continue to find purpose and reach out. Quarantine and isolation are arguably the worst things that a veteran with post-traumatic-stress disorder can encounter. Through this, there is a veteran who got a team together, and they have been delivering food to people with disabilities throughout

Los Angeles," Garcia said. "I just delivered 250 masks for the veterans and volunteers who are going out to deliver this food."

While Trinidad3 has roots in Los Angeles and is expanding its service efforts to Ventura County, it is not stopping with these efforts. Relying on advice he heard from a master gunnery sergeant who advised, "Always take care of the Marine to your left and your right and everything will fall into place," Garcia is expanding his company's mask manufacturing to provide these valuable products to those in need on the East Coast.

"We retrofitted our equipment. We get our fabric on Wednesday, and we make masks that will be donated in New York. It's pretty amazing to have opportunities. As Marines, it's rooted in us to answer the nation's call," Garcia said. "We're going to be producing well over 100,000 masks."

Focused on providing service during the COVID-19 pandemic, Garcia is also looking toward the future once life returns to a new normal. With a team that is always prepared to answer a call for help, Trinidad3 is going to be ready and able to produce its apparel through a quick turnaround to support their retailers once stores are ready to open. For now, Garcia's goal is to help his customers find ways to start helping others during the coronavirus crisis.

"We found purpose to launch this collection that was inspired by the zeitgeist of the time. It's American made and it's an essential," he said. "Right now, by launching this collection, we can continue to build relationships and offer our customers the opportunity to make a difference with us. At the end of the day, it's fashion—but it makes you feel good." ●

Fast

Reliable

PERFECT FIT™

Flexible ERP Apparel Software

Run your business the way YOU want.

PERFECT FIT is built upon a fast and reliable cloud database.

Serving the apparel industry
for 34 years.

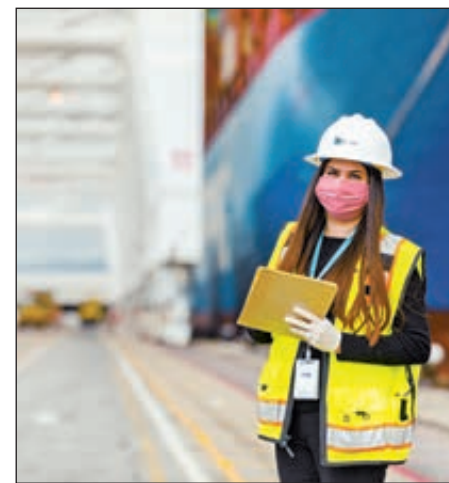
Please contact us for an
online demonstration.

www.perfectfit.net
415-821-6300
sam@perfectfit.net

Ports *Continued from page 4*

8 statement. "With U.S. retailers and cargo owners scaling back orders, volumes are soft even though factories in China are beginning to produce more. Amidst this public-health crisis, there will be uncertain months ahead in the global supply chain."

For March, the number of empty containers declined by 44.5 percent to 108,168 TEUs. While March imports totaled 220,255 TEUs, which reflected a decrease of 25.9 percent from the year prior, and exports decreased to 121,146 TEUs, for a 23.8 percent drop, there was a shining beacon of hope at the Port of Los Angeles. After arriving at the Port of Los Angeles on March 27, the *USNS Mercy* has served as a hospital that is serving patients who are not infected with COVID-19, affording relief to medical facilities that were initially overwhelmed by those who were being treated for the virus. ●



Tenant Services Representative Maria Ambriz takes safety precautions while working at the Port of Long Beach. To ensure the safety of all workers, management at the Port of Long Beach, Port of Los Angeles and Port of Oakland have all implemented extraordinary precautions and cleaning schedules.

Earth Day *Continued from page 5*

the potential of natural dyes. As a teacher at **The Crucible** art space in Oakland, Calif., Arzt is able to teach a larger audience about safer methods of apparel production that can yield vibrant pieces.

"A lot of people don't realize the color potential that you can achieve with natural dyes. One of the shirts I dyed for them I used every color of the rainbow to the best of my ability—there is blue, yellow, orange, purple, pink and red all on this one shirt," she explained. "It's really colorful and bright rather than what some people might think about natural dyes being muted."

Through the newly found lessons regarding natural dyes, Arzt hopes Taylor Stitch clients and brands within the garment indus-

try consider the benefits of shifting to these nontoxic options.

"By choosing natural dyes, they are supporting clean water, animal life and an all-around nontoxic environmental initiative," she said.

Available in sizes XS–XXL, or 36–46, the Earth Day capsule collection will be available through www.taylorstitch.com. By press time, pricing had not been finalized, and, while there will be a premium cost, McAlpine doesn't anticipate this will increase beyond 50 percent of the retail cost of \$98 for the Everyday Oxford and \$45 for the Heavy Bag T-shirt.

"As a brand, we feel very passionately about responsible production and working toward that as a perpetual goal," McAlpine said. "It's about the journey toward responsibility but doing that in a way that continues to support art and creativity through apparel." ●



Entrepreneur Charles Nelson Enters Athleisure Space With Willy California

By Andrew Asch Retail Editor

The United States market for men's active-wear is growing. The segment comprises 51 percent of the market share for the \$50.3 billion U.S. adult activewear category, according to market researchers **The NPD Group**. According to serial entrepreneur Charles Nelson, co-founder of **Sprinkles Cupcakes** and the **Pizzana** restaurant, the men's active-wear segment is still underserved.

After years of indulging in a category focused on food, Nelson decided to enter the men's active segment by starting the athleisure line **Willy California** with business partner Jeff Sockwell, whom he met at the **University of Virginia**. Following their time at the East Coast school, both men pursued investment banking but embarked upon separate professional paths. Eventually, the friends reconnected on the West Coast, starting a business due to a shared need for apparel that could run the daily gamut of business meetings, coaching kids' extracurricular activities and their own workouts.

Headquartered and manufactured in Los Angeles, Willy California officially started in July 2019 and has been mostly selling on its direct-to-consumer channel, www.willycalifornia.com, Nelson said.

"We're competing in a market of female brands that have men's lines, but there are not many who focus on men," Nelson said. "It was for someone like me who is working in the kitchen, coaching soccer teams and taking meetings. I wanted something that could float between the worlds of meetings, sports and working out."

The new line's name and logo are a statement of intention. Nelson and Sockwell thought that the name Willy was something of an everyman's name. It's also the name of the brand's mascot, Nelson's dog, a Norwich terrier.

Adding California to the label's name was important to create a link to the Golden State through which consumers could connect with the region. The line's co-founders wanted the brand name to evoke the California lifestyle by being manufactured in the state.

The brand's logo is the letter W, whose design resembles two checkmarks. For the co-founders, these checkmarks signify the two main activities in men's lives—work and play.

None of the brand's items are priced over \$100, Nelson said. One of the best-selling items is the workout short, which is cut to fall just above the knee. "It's the lightest product on the market. It has structure, but it is light,"

Nelson said. Another popular item is Willy California's bottom design named The Nicer Pants, which retail for \$100. Made out of a four-way-stretch fabric, they are intended to have the silhouette of a slim-fit chino pant.

Other looks include a zip-up hoodie, which features **YKK** zippers, and the quarter-zip pullover, which matches track pants inspired by the 1980s **Adidas** designs.

The line also features details such as grommets bearing the line's logo plus a number of colorways named after California towns. There's a gray called Mendocino. A cobalt blue is named Venice. The line's black is named Hollywood. The line's sizes range from S to XXL.



Willy California logo

Willy California marks the first apparel venture attempted by Nelson and Sockwell. While business has been harder for the apparel industry than it has been in the past, Nelson, relying on his career as an investment banker, said that he was inspired by the challenge.

"People told me not to get into the bakery business. They told me

not to get into the restaurant business. And whatever you do, don't get into the clothing business. I jumped in feet first to all three," Nelson said.

While he started as a novice in all of these businesses, there were guidelines to success in each venture. "We valued employees and supply chains," Nelson said. "If you deliver high-quality product at a reasonable price and provide a great customer experience, you have a chance at being successful at every business you try."

He also said that starting a business is no piece of cake. "It's hard to put yourself out in any of these businesses," Nelson said. "You learn about what you don't know every day. If you apply learnings to the next day, you can be so much better."

As professionals who welcome challenges, Nelson and Sockwell are meeting the need to contribute to their community during the fight against the coronavirus pandemic. In the past month, Willy California has added philanthropy to the mix in order to fight against the COVID-19 pandemic. It recently donated 250 medical face masks to the **Torrance Memorial Medical Center** in Torrance, Calif.

Willy California also is selling nonmedical face masks on its direct-to-consumer channel. For every \$15 nonmedical face mask sold it will donate three face masks to the **Torrance Memorial Medical Center**. It also pledged to donate 10 percent of its sales to the hunger-relief organization **No Kid Hungry** through April 30. ●



WHITE OAK
COMMERCIAL FINANCE



Working Capital Solutions Tailored for Your Business

NEW YORK

Bob Grbic
rgrbic@whiteoakcf.com
212.887.7902

LOS ANGELES

Gino Clark
gclark@whiteoakcf.com
213.226.5350

CHARLOTTE

David Montiel
dmontiel@whiteoakcf.com
704.248-5748

www.whiteoaksf.com

Cinergy
Textiles,
Inc.

Get Inspired!

Hundreds of Stocked
Novelty Knits,
Wovens, Linings
and More!

One Roll Minimum.

www.cinergytextiles.com
Tel: 213-748-4400
ramin@cinergytextiles.com



Apparel News Group



Seventy-five years of news,
fashion and information

CEO/PUBLISHER
TERRY MARTINEZ

MANAGING EDITOR
DOROTHY CROUCH

RETAIL EDITOR
ANDREW ASCH
CONTRIBUTORS
TIM REGAS
NICOLE MARTINEZ
JOHN MCCURRY
NATALIE ZFAT
VOLKER CORRELL
JOHN ECKMIER
CHRIS MARTIN
NICK VERREOS

WEB PRODUCTION
MORGAN WESSLER
CREATIVE MARKETING DIRECTOR
LOUISE DAMBERG
DIRECTOR OF SALES AND MARKETING
TERRY MARTINEZ
SENIOR ACCOUNT EXECUTIVE
AMY VALENCIA
ACCOUNT EXECUTIVE
LYNNE KASCH
BUSINESS DEVELOPMENT
MOLLY RHODES
SALES & MARKETING ASSISTANT/
RECEPTIONIST
CHLOE HULETT
ADMINISTRATIVE ASSISTANTS
CHRIS MARTIN
RACHEL MARTINEZ
SALES ASSISTANT
PENNY ROTHKE-SIMENSKY
CLASSIFIED ACCOUNT EXECUTIVE
JEFFERY YOUNGER
PRODUCTION MANAGER
KENDALL IN
FINANCE
DAVID MARTINEZ

PUBLISHED BY
TLM PUBLISHING INC.
APPAREL NEWS GROUP
Publishers of:
California Apparel News
Waterwear
Decorated
EXECUTIVE OFFICE
The New Mart
127 E. Ninth St., Suite 806
Los Angeles, CA 90015
(213) 627-3737
www.apparelnews.net
webmaster@apparelnews.net

PRINTED IN THE U.S.A.

Working Capital to Grow Your Business

We have designed our products with the flexibility to meet your needs and with the experienced team to ensure we deliver when you need it.

- Non-Recourse Factoring
- Factoring Line of Credit
- Asset Based Lending
- Seasonal Overadvances
- Direct to Consumer

REPUBLIC
BUSINESS CREDIT

866.722.4987 • REPUBLICBC.COM • CONTACT@REPUBLICBC.COM

Go Beyond the News and Behind the Scenes

The editors and writers of *California Apparel News* are blogging at *ApparelNews.net*

CALIFORNIA
ApparelNews

Apparel News Group
The New Mart
127 E. Ninth St., Ste. 806
Los Angeles, CA 90015
www.apparelnews.net

FASHION

In Secrecy and Divinity, Nathalia Gaviria Makes Her Confession

In contrast to her previous Revelations collection for her **NG Black** label, Nathalia Gaviria delved deep into the mysteries of Catholicism blended with influences of Spanish culture for her **NG Gold** Fall 2020 collection, Confessions. Long an admirer of Catholic imagery, including architectural details of sacred spaces and the gowns in which Catholicism's Mary, the Virgin Mother, appeared, Gaviria created a line that modernizes these elements.

"When a tourist enters a beautiful church, they take time analyzing the statues, moldings and ceiling," Gaviria said. "I want to get the same reaction when someone looks at one of my jackets. I want them to stare at them and start discovering all the little details. They are very elaborate, all handmade. I am very proud of this capsule collection for NG Gold. I feel that the rebel core of the brand still shines through."

Combining the influences of both Catholicism and Spanish culture is no accident. The Colombia-born designer, who now calls Los Angeles home, sees a connection between

this collection and her upbringing.

"Confessions is a homage to Catholic imagery with a touch of Spanish culture," she explained. "I guess it is because my birthplace, Colombia, was colonized by Spain that my brain kind of mixes both of those references."

The apocalyptic Revelations sportswear collection from last season took notes from the Bible's final book of the New Testament with utilitarian styles of priests' garments using black, white and gray and blending long, protective capes with added functional packs worn on the front of the body. With Confessions, Gaviria brings life to her garments in reds, golds, silvers and blues and features adornments such as intricately detailed headwear, sequins and beading.

"I thought to make the total opposite [of Revelations] by doing Confessions for NG Gold, not only using a lot of color but contrasting the chic minimalism of Revelations with a maximalist aesthetic," she said. "I love to be able to create two different concepts like this."—Dorothy Crouch



SARAH ELLEN

Kingpins Cancels New York Edition, Launches New Online-Retail Offering

Originally scheduled to take place June 2–3 at **Basketball City** on **Pier 36** in Manhattan, the New York edition of **Kingpins**, the trade event for denim enthusiasts, has been canceled. This follows the cancellations of its April 22–23 edition in Amsterdam and May 13–14 show in Hong Kong, the Andrew Olah–founded brand announced recently.

“Our biggest concern is the health of our community. We have canceled our Amsterdam and Hong Kong events and have now made the difficult decision to cancel our Kingpins New York event,” Olah said in an April 9 statement. “Thankfully, we are now in a position to continue to engage with our audience on a daily and weekly basis and are exploring new ways to gather our denim community online.”

To sate the appetite for professionals in the denim space to reconnect, Kingpins announced on March 24 that a new show format would take place as a virtual edition. Named **Kingpins24**, the event will allow the denim industry to share new ideas, plans for the future and solutions for the industry in anticipation of life after COVID-19. Kingpins24 takes place April 22–23.

In addition to this fresh trade-show concept, Kingpins announced in an April 10 email that it had launched a new Kingpins Shop, an online retail store that offers books, art, apparel



KINGPINS

and accessories, home goods, vintage pieces, lifestyle goods, and kits to embark on do-it-yourself projects at home. Olah explained that the love for indigo he shares with his peers inspired *kingpinshop.com*.

“My first trip to Japan in 1980 was not only inspiring but set the tone for the rest of my life because there in Tokyo I saw all the opportunities available for denim fabric,” he explained. “I saw more indigo items in Tokyo in two days than I had seen in my entire life. All my life I had thought, ‘Why can’t everyone see everything there is to see in indigo in one place?’ And now we have it. We are about indigo and our love of it. The Japanese word for ‘indigo’ is ‘ai’ and the word for ‘love’ in Japanese, while different characters, is also ‘ai.’”—*Dorothy Crouch*

True Religion Files for Bankruptcy

After emerging from Chapter 11 bankruptcy in 2017, Los Angeles denim brand **True Religion** filed again this week. In documents filed April 13 with the United States Bankruptcy Court for the District of Delaware, the brand’s list of companies to whom it is indebted included within its top-30 major creditors **OA S.A.**, **Lya Group**, **Dhruv Globals Ltd.**, **Excel Kind Industrial**, **Salesforce**, **Facebook**, **Google** and the **Manchester United Football Club**, the professional English soccer club with whom True Religion launched a partnership in October 2018.

“The apparel industry, in general, is going to go through a tough year, but, in regard to True Religion and similar companies with a similar situation, there is significant concern regarding whether they’ll survive,” said Robert Hirsch, a bankruptcy-restructuring partner with **Lowenstein Sandler LLP**. “Either they do a restructuring that entails a reduced footprint of bricks-and-mortar-stores locations or ramp up their online platform and restructure financially and operationally.”

In its filings, True Religion cited as causes for its bankruptcy the COVID-19 pandemic and subsequent stay-at-home orders that affected its bricks-and-mortar locations in addition to those of its wholesale partners, which exacerbated its existing issues with liquidity. Additionally, the documents noted True Re-

ligion’s furlough of nonessential employees. Assets and liabilities for True Religion were listed between \$100 million and \$500 million.

“[True Religion has filed] the Chapter 11 cases amid an unprecedented health crisis with difficult social, political and economic implications. While the debtors would have preferred to wait out the current instabilities of the financial markets and retail industry generally, they simply could not afford to do so,” the documents stated. “The relief sought in this motion is critical to maintaining the debtors’ viability as a going concern and necessary to ultimately operate their businesses when the mandated closure of nonessential retail is lifted.”

In July 2017, the company filed for Chapter 11 bankruptcy, noting its outstanding debt totaled \$483 million. The company, co-founded in 2002 by Jeff Lubell and sold to **TowerBrook Capital Partners** in 2013, announced in October 2017 that it had adopted a smaller footprint with cash to continue business following its exit from its first Chapter 11 bankruptcy.

“It’s not just a phrase, but the biggest thing to watch out for in this bankruptcy is the first 30 days of the case,” Hirsch said. “What does the debtor do? What is their path? Are they going to immediately attempt to restructure with certain landlords closed?”—*D.C.*

TECHNOLOGY

BioCollection *Continued from page 1*

quickly rose among the ranks, starting as director of research and development to become BioCollection’s chief technology officer, a promotion that was announced April 13. Not only does Le Roy believe in BioCollection’s mission, but she also feels a responsibility to increase the environmental health of the planet.

“I believe in using science to drive a greener future for everybody,” she explained. “Not only do I believe the environment is worth fighting for, but I also believe that we have the capacity to achieve a circular economy.”

Using the company’s Accelerated Thermal Oxidative Decomposition chemical-recycling platform, Senior Scientist in Polyurethane Development and recently named brand ambassador Dr. Katrina Knauer was able to create a material that could be used to manufacture consumer products. After working with the large chemical firm **BASF**, Knauer joined BioCollection and became enamored with its mission to use chemistry as a natural means of contributing to the creation of a circular economy. Joining the company in July, Knauer became a member of the BioCollection team during an exciting time when the company was preparing to expand its innovative reach.

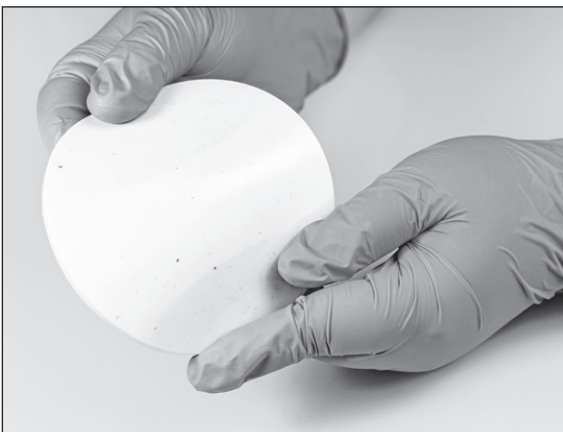
“It was this past year, 2019, when Miranda, Jeanny and Jennifer decided they wanted to become a materials company and put the chemicals we were deriving into new materials. After that pivot, it happened quickly, things started coming together so fluidly,” Knauer said. “This spin into innovative materials has been maybe six months that we developed all these prototypes.”

With the progress to create materials from the BioCollection chemical process moving swiftly, Le Roy and Knauer worked with additional team members, including Dr. Cody Higginson, senior scientist of materials innovation; Dr. Russell Pratt, senior scientist of organic chemistry; and Dr. Thomas Burgoyne, senior scientist of analytical chemistry, to develop this new method of recycled-materials sourcing.

“It’s amazing how fast these can happen when you’re surrounded by an incredibly motivated team with a clear mission,” Knauer explained.

Each scientist contributed to identifying the appropriate ways to use the basic chemicals needed for the creation of quality recycled materials, resulting in a valuable prototype for a milestone in creating apparel from recycled-plastic materials.

“Monomers are the building blocks. They are the building blocks to high-value, high-performing polymeric materials such as polyurethane,” Knauer explained. “We have polymer scientists, so we decided to start making these polymers. It



©BIOCOLLECTION/LISA WANG

Prototype of BioCollection material

also happened to be a space where polyurethanes are used in a great deal of applications in the apparel industry, especially in footwear.”

As a greater amount of influential brands continue to build on sustainable targets, many of which include goals to be met within the next five to 10 years, the need will grow for resources such as the first commercial-grade, performance-level thermoplastic polyurethane created using a large amount of post-consumer recycled content that was developed by Knauer. For BioCollection, the company’s entrance into manufacturing these materials was timely, and Knauer estimates the product will reach the commercial space within the next two years.

“In the last few years, this industry has come under quite a bit of scrutiny due to waste production and sustainability regulations,” Knauer said. “Brands such as **Adidas** and **Nike** are making promises that by 2025 they will use so much recycled content and sustainable sources.”

While the possibilities to expand from footwear into other types of apparel are a reality, starting in the performance-goods space affords an opportunity to show that there is the potential to close the loop on post-consumer plastics.

“We are in the position now, because of the prototypes that were developed, to offer essentially one of the first polyurethane products to exist that contains post-consumer recycled content without sacrificing performance, price or properties,” Knauer said.

Though the team worked diligently to develop a prototype of elastomers that could yield products in an array of colors and properties, they would like to completely close the loop on recycled plastics. Discussions at BioCollection have included developing programs through which consumers could dispose of their used items to be processed again. Due to the



Dr. Jennifer Le Roy



Dr. Katrina Knauer

ability of the company’s product to be recycled, a circular economy in this space is possible.

“When people think circularity, they think they have to take polyethylene and make polyethylene again. We are looking at it differently. What if you can take polyethene and create something to use in a shoe and it can be recycled again?” Knauer explained. “Now we have a long-term-use material that is 100 percent recyclable.”

While many apparel companies are interested in approaching their supply chains with greater sustainable sources, consumer demand is the primary motivator. Despite increasing demand for greener apparel, Le Roy notes that there remains a stigma surrounding goods created from recycled materials, particularly plastics.

“There is this preconceived notion in sustainable fashion that recycled materials, high quality and price are at odds with one another,” she explained. “If I do nothing else during my tenure at BioCollection, I would love to prove that that statement is not accurate.”

Shifting the consumer mindset toward accepting these plastics as quality products that are made to last can be challenging. With a change in consumer tastes, Knauer is hopeful that once the public is able to see a well-constructed, attractive item that is resilient enough to yield high performance, consumers will see that there is beauty to be found in products made from recycled plastics.

“Instead of melting it down to become another grocery bag, we are trying to create something beautiful and useful and you love it. You run in them or surf on it and you use it in every part of your life,” she said. “Consumers can feel better because they are not buying something that they throw away to become waste—it was already waste. It’s a powerful message.” ●

Resource Guide

Finance

Goodman Capital Finance

3010 LBJ Freeway, Suite 540
Dallas, TX 75234
Bret Schuch
(972) 241-3297
Fax: (972) 243-6285
Toll-free (877) 4-GOODMAN
www.goodmancf.com

Products and Services: As one of the oldest privately held factoring companies in the US, Goodman Capital Finance, now in their 48th year of operation, provides recourse and nonrecourse invoice factoring as well as asset-based lending facilities for businesses with monthly sales volumes of \$50,000 to \$10 million. Services include invoice and cash posting, credit and collection service, and cash advances on invoices upon shipment. Due to Goodman's relatively small size and centralized-management philosophy, its clients often deal directly with company management/ownership. Its size also enables it to provide flexible arrangements and quick decisions. Goodman Capital Finance now operates as a division of Independent Bank (Memphis, Tenn.), which has routinely been recognized as one of the Southeast's highest-rated independent banks in terms of customer approval ratings and capital soundness. Goodman's capital structure and access to low-cost capital provide them with a notable advantage in offering low-cost solutions to its many current and prospective clients.

Milberg Factors, Inc.

David M. Reza, SVP Western Region
(818) 649-8662
dreza@milfac.com
www.milbergfactors.com

Products and Services: Milberg Factors offers a competitive menu of factoring, financing, and receivables-management products for entrepreneurial and middlemarket companies with more personalized attention than larger institutional firms. A senior associate of our firm manages every client relationship. Our 80-year track record in the factoring indus-

try assures our clients that they will enjoy a stable relationship supported by a mature and experienced staff.

Republic Business Credit

www.republicbc.com

Products and Services: Republic Business Credit is an independently owned commercial finance company headquartered in New Orleans with regional offices in Chicago, Houston, Nashville and Minneapolis. Offering factoring, non-recourse 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.

White Oak Commerical Finance

Commercial Finance
555 West 5th Street, Suite 3380
Los Angeles, CA 90013
Contact: Gino Clark
Phone: (213) 226-5201
Fax: (213) 226-5374
www.whiteoaksf.com

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

Technology Kornit Digital

480 S Dean Street
Englewood, NJ 07088
Contact: Isaiah Jackson

(201) 608-5750
Kdam-info@kornit.com
www.kornit.com

Products and Services: Kornit Digital is the leading provider for digital textile printing solutions. Kornit's innovative printing technology enables businesses to succeed in web-to-print, on-demand, and mass customization concepts. We offer a complete line of direct-to-garment printing solutions that range from commercial to mass production level. Offices in Europe, Asia, and North America.

PERFECT FIT 8

(415) 821-6300

sam@perfectfit.net

Products and Services: PERFECT FIT 8 is the Next Generation ERP Apparel Software from AG Systems. Fast, reliable, no server needed, no maintenance. The data is stored in the cloud. Full desktop user interface. SQL technology allows multiple integrations (i.e. Shopify). Advanced dashboard with graphs. Contact us for a demo now!

Supply Chain Cinergy Textiles Inc.

1422 Griffith Ave.
Los Angeles, CA 90021
(213) 748-4400
Fax: (213) 748-3400
cinergytextiles@aol.com
www.cinergytextiles.com

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

Progressive Label Inc.

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
info@progressivelabel.com
www.progressivelabel.com

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

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

PROFESSIONAL SERVICES & RESOURCE SECTION

MODEL SERVICES

Rage
MODELS
"Real Models for Real Clothes for Real People ®"
PRO FIT MODELS
ALL SIZES AVAILABLE
TEAMRAGE@RAGEMODELS.COM
818.225.0526
FIT | SHOWROOM | TRADE SHOWS | PRINT | COMMERCIAL | RUNWAY
WWW.RAGEMODELS.COM

PRIVATE LABEL

Small production runs welcome
Competitive Prices | Great Customer Service
FULL PACKAGE SERVICE

SWIWEAR

FULLY FASHIONED KNITWEAR

ACTIVWEAR

LA Swim/Active Sample Room NOW OPEN!
Full sample development & production service in China and USA
CONTACT US NOW!
SOVEREIGN SKY INC. | SS@PrivateLabel.com | (626) 327-3344
Emily@ssiprivatelabel.com & Ashley@ssiprivatelabel.com

SEWING MACHINE / SUPPLIES

ACE SEWING MACHINE INC.

214 E. 8th St.
Los Angeles CA 90014
Tel (213) 622-8345
Fax (213) 622-0142
Acesewing.com

- All kinds of sewing machines
- Sewing notions & thread
- Fashion Design Supplies
- Dress forms, rulers, tools
- Pattern & Marking paper
- Safety pins, hook & eyes
- Elastic, velcro, hanger tape
- Cutting room supplies

An affordable advertising platform to secure new clients in the apparel industry.
Call to confirm that you qualify for these special categories and rates.

Place your services in front of new clients in the apparel industry.
Your advertising is published in our weekly print newspaper and online at www.apparelnews.net, reaching a nationwide audience.

Distribution includes fashion buildings and trade-show booth drops too.

- Qualifying business categories have just been added!
- Call now to see if you qualify and to get rates.

Call now for Professional Services & Resource Section rates at: Terry Martinez (213) 627-3737 x213

CLASSIFIEDS

www.classifieds.apparelnews.net

P 213-627-3737 Ext. 280

www.apparelnews.net

To place a Classified Ad
Call
213-627-3737 Ext. 280

Buy, Sell & Trade

WE BUY ALL FABRICS & GARMENTS
Excess rolls, lots, sample yardage, small to large qty's.
ALL FABRICS! fabricmerchants.com
Steve 818-219-3002 or Fabric Merchants 323-267-0010
Email: steve@fabricmerchants.com

www.classifieds.apparelnews.net

Buy, Sell & Trade

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

10 CALIFORNIA APPAREL NEWS APRIL 17, 2020 APPARELNEWS.NET

AS YOUR BRAND EVOLVES



MAKE YOUR BRANDING SOLUTIONS
PROGRESSIVE



WWW.PROGRESSIVELABEL.COM

(323) 415-9770

LOS ANGELES • MEXICO • HONG KONG

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



SPEND LESS TIME PRINTING AND MORE TIME CREATING



Single-step solution for on-demand, wide-format pigment printing

See more at Kornit.com/AM/Presto

