

# CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 76 YEARS

\$3.99 VOLUME 77, NUMBER 4 FEBRUARY 19, 2021 DOUBLE ISSUE



MAGIC Pop-up Orlando



MAGIC Pop-up Orlando



Atlanta Apparel



MICAM Americas

## BACK TO BUSINESS

The beginning of 2021 has included a return to on-site trade shows, as producers adhere to safety measures while affording opportunities for buyers and brands to discuss business strategy.

MAGIC, MICAM: INFORMA MARKETS FASHION/HALLEY HOWARD PHOTOGRAPHY; ATLANTA APPAREL: OFFPRICE; WWIN



Offprice



WWIN

### TRADE EVENTS

## Ready to Reunite the Apparel Industry, Trade-Event Producers Host On-site Events

By Dorothy Crouch *Managing Editor*

It's that most wonderful time of year as the apparel industry's first trade shows are hosted, welcoming buyers back to the event floor. While 2020 relied heavily on digital events, many within the apparel industry have been longing to reunite.

Beginning on page 12, *California Apparel News* has coverage from the recent **MAGIC Pop-up Orlando**, **MICAM Americas**, **Womenswear In Nevada**, **Offprice** and **Atlanta Apparel**. As the second month of 2021 offers greater hope through a return to normalcy following a year defined by COVID-19, which took a toll on all industries, the apparel business is ready to shed its casual approach to clothing and look toward a brighter, more fashionable future.

### ECONOMY

## Post-COVID Recovery Needs to Include People of Color, According to LAEDC

By Andrew Asch *Retail Editor*

With COVID-19 vaccines being rolled out, economists are charting what happens after one of the most dramatic economic shocks in American history.

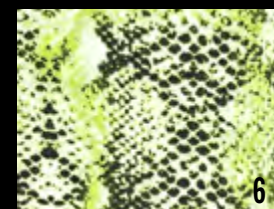
A recovery is on the way, but speakers at the annual forecast of the **Los Angeles County Economic Development Corporation**, which produced the event virtually on Feb. 17, discussed how the opportunities for restoring economic health need to be spread equitably and how Los Angeles and the rest of California can take the reins in the upcoming recovery.

During the LAEDC Economic Forecast, which carried the subtitle, "A Tale of Two Recoveries," speakers talked about how Wall Street has recovered much of the wealth it lost in the past year of the COVID-19 shutdown but that Main Street

➔ **LAEDC** page 2

## INSIDE

Where fashion gets down to business <sup>SM</sup>



6



10

Hyosung expands eco-comfort options ... p. 2

Lectra to acquire Gerber Technology ... p. 4

Kin's proud African lineage ... p. 10

Frank & Eileen gains B Corp certification ... p. 11

Resource Guide ... p. 14

[www.apparelnews.net](http://www.apparelnews.net)



# Hyosung Expands Regen Offerings, Aligning With Trends in Eco-Comfort

During **ISPO Munich Online**, which took place Feb. 1–5, the Seoul-headquartered fiber producer **Hyosung** introduced its expanded line of Regen, the company's sustainable and multi-function fibers. As interest in **Global Recycle Standard**—certified materials continues to grow among consumers who demand pieces within loungewear, activewear and outdoor apparel that feature high-performance characteristics—yet also remain more sustainable and generate the sensations of feel-good clothing—the importance of eco-comfort will continue to rise.

"We are experiencing significant interest in our 100 percent GRS recycled Creora spandex, Miphan Regen nylon and Regen polyester—all of which save valuable resources from being removed from the earth," Mike Simko, global marketing director at Hyosung—Textiles, said in a statement. "Having such a comprehensive package of recycled, multi-function fibers is quite unique, and we're excited to offer our partners the best possible range of sustainable product offerings."



Seoul-headquartered Hyosung expanded its Regen line, which is an offering that comprises sustainable and multi-function fibers, as the company introduced the new products during the Feb. 1–5 ISPO Munich Online.

While Hyosung presented its 100 percent recycled Regen Creora spandex, Miphan Regen nylon and Regen polyester, the fiber producer also focused on its Regen multi-function category. Products within this collection include Regen Askin/MIPAN Regen Aqua X, a cool-touch polyester and nylon with ultraviolet protection; MIPAN Regen Robic, a high-tenacity nylon; Regen Cotna, a polyester that boasts properties similar to cotton, such as a natural-fiber hand; Regen Aerocool, a polyester that features rapid-moisture absorption and drying capabilities; Regen Aerosilver, an antimicrobial polyester; and Regen Aerolight, a polyester that is lightweight and affords high-performance moisture management.

For its Fall/Winter 2022/2023 awards in the Outer Layer category, IPSO Munich Online named as a top 10 finalist a Hyosung fabric in a stretch dobby woven that relies on Askin cool-touch polyester and Creora ActiFit spandex that yields a multi-function performance stretch with UV protection.—*Dorothy Crouch*

## ECONOMY

### LAEDC *Continued from page 1*

is still suffering, particularly small businesses and ventures owned by people of color.

The different recovery experiences revealed the weaknesses, inequities and challenges of Los Angeles County's and California's pre-pandemic economies, said Shannon Sedgwick, director of the LAEDC's **Institute for Applied Economics**.

"The pandemic has had disparate effects on women, people of color, low-wage workers, workers who are younger and with lower levels of education, small businesses, and service sectors," Sedgwick said.

She forecasted that a majority of businesses will return to pre-pandemic levels of employment by 2024. Interpersonal activity will probably resume by the third quarter of this year, she added. Governments and businesses have the opportunity not to repeat mistakes of the past. For the upcoming recovery, resources need to be better allocated to address California's long-term issues of economic inequity so the state is better equipped to handle future economic crises, Sedgwick said.

During the session, the LAEDC showcased panel discussions in which various groups talked about programs to develop job skills



The Los Angeles County Economic Development Corporation produced a virtual event Feb. 17 to discuss business recovery following COVID-19. Speakers included Shannon Sedgwick (pictured), who is the director of the LAEDC's Institute for Applied Economics.

for people from economically disadvantaged backgrounds. On one panel, representatives of the **Rancho Santiago Community College District**, **Northrop Grumman** and **Amazon Web Services** talked about training people to work in high-paying technology jobs.

Forecast speakers argued that spreading the wealth of economic recovery will be a key to keeping economies competitive. "The regions that will be world leading will be those that can build a racially inclusive economy, where diversity equals dynamism, where talent, not low taxes, will lead to a prosperous future," said Amy Liu, vice president and director of the nonprofit **Brookings Metropolitan Program**. One of the initiatives she recommended for economies to become more racially inclusive was for companies and local governments to diversify their base of vendors to include businesses run by people of color.

The upcoming recovery will get a major boost from a new federal stimulus, said Bruce Katz, the director of **Drexel University's Nowak Metro Finance Lab**, which is based in the Washington, D.C., area.

"We're cycling into larger packages. First is Biden's \$1.9 trillion American Rescue Plan, which will provide more relief for state and local governments, accelerated vaccination programs, school-reopening support," he said.

However, upcoming programs may not have a focus on small businesses because the federal stimulus unveiled in December had a small-business focus, Katz added. He forecasted that the American Rescue Plan would focus on investments for things such as infrastructure and human capital. "The bottom line—the major message—is get ready because the funding is coming," he said.

Katz also recommended that local governments have to be smart about the upcoming funding. "Federal investments are coming, but they will only be as effective as local implementation. If we have learned anything since this virus started it's that the federal government can send resources," Katz said. "But cities, counties and states are the places that actually have to deliver and implement." ●

## Inside the Industry

**Foot Locker, Inc.**, the specialty-footwear retailer that runs 3,100 stores around the world, announced a Black History Month celebration by unveiling The Sole List. It's a platform that celebrates Black innovators in sneakers, sneaker culture, as well as streetwear and pop culture, said Jason Brown, vice president of marketing for Foot Locker North America. "We recognize that Black culture plays a pivotal role in shaping sneaker culture, the foundation of our business at Foot Locker," Brown said. "We aim to continue driving meaningful and lasting change across our company and within the communities we serve." Work from The Sole List Class of 2021 will be exhibited through @footlocker profiles on Twitter, Instagram and Facebook.

**Pantone**, the New Jersey company that produces color tools and libraries for fashion and beauty companies, and frequently makes headlines for proclaiming the Color of the Year, recently announced a Color of the Year Fashion Design Contest. Designers who participate will make a fashion capsule collection using the Pantone Color of the Year 2021, which is available on the Pantone Connect app. The grand prize is a Pantone Fashion, Home + Interiors Cotton Swatch Library, which is valued at \$8,400. Designs can be uploaded through the entry page on [pantone.com](http://pantone.com). The submission deadline is March 17.

**The Vans** skate, footwear and apparel brand headquartered in Costa Mesa, Calif., recently unveiled Channel 66, a digital livestream network that will broadcast weekdays and can be viewed on Instagram @vanschanel66 and through the site [vans.com/channel66](http://vans.com/channel66). A Vans statement described Channel 66 as "community radio—meets—public-access TV." Professional skaters, DJs and artists will appear on Channel 66 webcasts, which will be produced in Brooklyn, N.Y., downtown Los Angeles and Mexico City. Also making content are local skate shops, restaurants, music venues and independent record labels.

**The Weyco Group**, a publicly traded footwear company that owns brands including Florsheim, Stacy Adams, Nunn Bush, BOGS and Rafter, announced that it is working with the design firm HGA to redesign Weyco Group's headquarters in Glendale, Wis. The remodel will feature a redesigned lobby, central hospitality space connected to four new brand rooms and a second floor that will feature new space for the design and marketing departments as well as team collaboration areas, according to a company statement.

**Victoria's Secret** recently announced that it would restart its swimwear line. The specialty-retail lingerie brand shuttered its swimwear line in 2016 but will now offer a Mix and Match Collection featuring heritage silhouettes such as its string bikinis and one-piece suits as well as new styles. The swimwear also will feature high-waist bikinis and halter and bandeau tops. Retail price points will start at \$49. Sizes will range from 32A to 38DDD and 40D and XS to XL. The retailer's e-boutique will become a multi-brand store offering third-party labels including Ayra, Baobab, For Love & Lemons, Monica Hansen Beachwear, Roxy, Skinny Dippers and Vitamin 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.

- Traditional Factoring
- Asset Based Lending
- Seasonal Overadvances
- Direct to Consumer

**REPUBLIC**  
BUSINESS CREDIT

866.722.4987 • [REPUBLICBC.COM](http://REPUBLICBC.COM) • [CONTACT@REPUBLICBC.COM](mailto:CONTACT@REPUBLICBC.COM)





## 30-Year Anniversary Sale!

March 1–19, 10 am–3 pm



Overstock production, novelties, upcycled fabrics, sample rolls.

More than 500 styles. Prices \$1.80 to \$4.90/yard

One roll minimum order • Exclusions apply • Charges calculated before cutting  
• Orders ready in four business days for shipping or pickup • Free local UPS  
shipping on orders over \$500



We are proud to be Made in the USA since 1991  
950 S. Boyle Ave., Los Angeles, CA 90023  
[www.asherconcepts.com](http://www.asherconcepts.com)



# DALLAS APPAREL & ACCESSORIES MARKET

MARCH 23 - 26, 2021



DALLAS  
MARKET  
CENTER

## TECHNOLOGY



At a Feb. 11 Analyst Conference, the acquisition of Gerber was touted as creating the largest installed base of product development software and cutting solutions in the world.

## Lectra Announces Intention to Acquire Gerber Technology

By Dorothy Crouch *Managing Editor*

Fortifying its role as an Industry 4.0 technology leader, Paris-based **Lectra** announced its memorandum of understanding to acquire Tolland, Conn., integrated-software-and-hardware-solutions provider **Gerber Technology**. The Feb. 8 announcement outlined Lectra's intention to use the Gerber acquisition to help its customers increase productivity and profitability.

In addition to its fashion-technology business, Gerber also serves the aerospace, construction, furniture, transportation, technical textiles, packaging, wind energy, and sign-and-graphics industries, which are complementary to Lectra's apparel, automotive and furniture segments. Gerber Technology Chief Executive Officer Mohit Uberoi welcomed the plan to blend Lectra's innovation with his company's digital legacy, which began in 1967 when H. Joseph Gerber unveiled the GerberCutter System 70, an advancement that paved the way for technological automation in apparel.

Upon the deal's closing, Uberoi would remain as special adviser to Lectra Chairman and Chief Executive Officer Daniel Harari until the end of 2021.

"It has been an honor to lead the transformation of Gerber Technology and create an efficient, comprehensive platform that enables our customers' digital-transformation initiatives," Uberoi said in a statement. "Gerber Technology and Lectra share a long history of innovation and excellent customer service that, brought together, will create an even stronger company that provides best-in-class technology solutions and services to our customers globally."

For Lectra, the proposed acquisition would afford opportunities to expand upon its Industry 4.0 innovations, which comprise software, equipment, data and services that support brands, manufacturers and retailers as they develop, produce and market products. Through blending Gerber's proprietary technologies and digital prowess with Lectra's expertise, the result would be enhanced resources that afford a more-seamless ap-

proach to development and production during a time when the ability to shift quickly to meet consumer demand is crucial to business survival.

"Today is a historic day for our companies that will bring tremendous opportunities for future growth. We will have investments in innovation and technological capabilities

that will be highly beneficial to the industry. They will allow us to create long-term value for our customers and our shareholders," Harari said in a statement. "We're delighted to welcome Gerber Technology's group of talented professionals to the Lectra team. Unifying the two teams will showcase the strength of our fantastic employees. Together, we will be able to grow and expand the services we provide to our cus-

tomers and help them accelerate their digital transformation."

Upon completion of the acquisition, all outstanding shares of Gerber Technology would be acquired by Lectra on a cash-free and debt-free basis through an upfront payment of €175 million, or more than \$210.8 million USD, through a combination of cash and debt. These terms are in addition to 5 million newly issued Lectra shares to **AIPCF VI LG Funding, LP**, an affiliate of Gerber Technology's parent company, **American Industrial Partners**, its sole shareholder. Lectra expects to invite its shareholders to vote on the issuance of 5 million new Lectra shares to AIPCF VI LG during a shareholder's meeting scheduled to be held April 30. Additional information will be made available in a report prior to the meeting.

The terms included within the proposed Lectra-Gerber Technology acquisition deal would represent about €300 million, or nearly \$361.5 million USD based on Lectra's Feb. 5 closing share price. In 2020, revenues for Gerber Technology totaled nearly \$200 million. Upon completion of the deal, ownership of c. 14.6 percent of Lectra shares would be Harari's, while AIPCF VI LG would own c. 13.3 percent. ●



Lectra Chairman and Chief Executive Officer Daniel Harari

**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 2021 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](http://www.apparelnews.net). For customer service, call (866) 207-1448.



# PONTEX<sup>SPA</sup>

SINCE 1972

Pontex SPA offers a wide range of yarns transformed in every aspect to best meet all customer needs.

Our goal from 2021 onwards is sustainability,  
100% organic and recycled cotton.



## SPRING SUMMER 2022



SS22-Viscose & Silk & Cotton: Shirts & Dresses



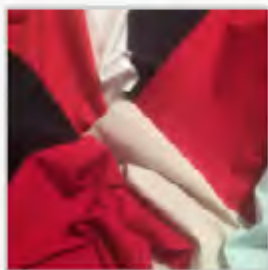
SS22-Linen Stretch & Blends: Shirts & Dresses & Pants



SS22-Supima Cotton: Pants & Jackets



SS22-Supima Stretch Cotton: Pants & Jackets



SS22-Recycled Cotton Stretch: Dresses & Pants



SS22-Pigment Prints on all kinds, special patterns possible



SS22-BCI Cotton Stretch: Safari Wear



SS22-BCI Cotton Stretch: Pants

Italian quality with customization sets Pontex SPA apart in the U.S. Market.

Our priority must be to serve the client who is king.

Our strengths are competitive prices and scrupulous quality control that over the years has been recognized by the most prestigious style offices and brands such as Trussardi, Armani, Versace, Zara, Marina Rinaldi, Ralph Laurent, Fred Perry, Paul & Shark, Alessandrini, Hugo Boss and others.

[www.pontexspa.it](http://www.pontexspa.it) • [Sergio@pontexspa.it](mailto:Sergio@pontexspa.it)



# Beauty in the Beast

In patterns including snakeskin, cheetah, leopard, tiger and zebra, beautiful animal prints shine through with a unique twist. Pops of unexpected electric blue, lime green and flamingo pink add a new approach to wild prints.



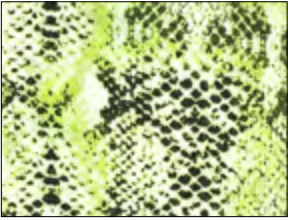
Charming Textile Co., Ltd.



Cinergy Textiles, Inc.



Guarisco Fabrics



Fabric Selection Inc.



Hangzhou Meho Textiles Co., Ltd.



Confetti Fabrics



EBI Fabrics Corporation



Cinergy Textiles, Inc.



Guarisco Fabrics



Fabric Selection Inc.



Pine Crest Fabrics Inc.



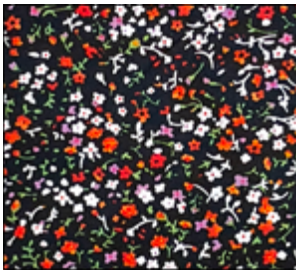
Tiss et Teint

# Wildflowers

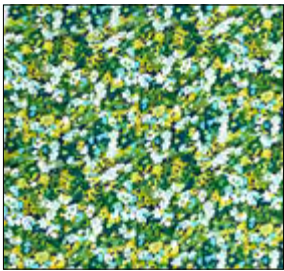
These florals grow without direction—aimless, wild and free. The romance these prints conjure is founded in an Old World charm or Midwestern tale that evokes feelings of light breezes and a warm sun kissing the skin.



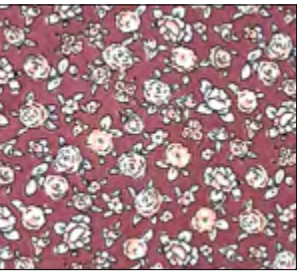
Cinergy Textiles, Inc.



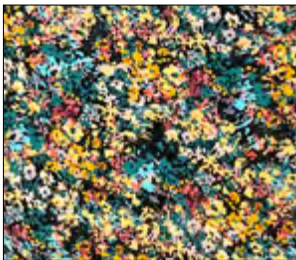
Cinergy Textiles, Inc.



Confetti Fabrics



Fabric Selection Inc.



Confetti Fabrics



Cinergy Textiles, Inc.



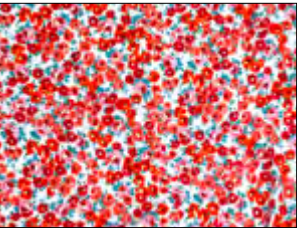
Robert Kaufman Fabrics



Fabric Selection Inc.



Robert Kaufman Fabrics



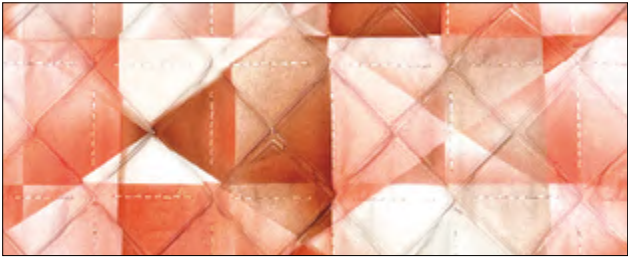
Guarisco Fabrics

# Modern Geometry

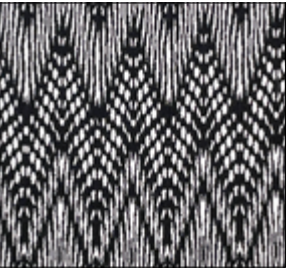
Patterns in geometric shapes, regardless of their modern aesthetic, often seem to borrow from the past. New shapes in geometric-patterned fabrics pay homage to the 1960s and 1980s while yielding a style that also boasts fresh colors.



Bennett Silks



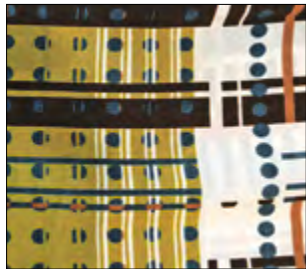
KBC Fashion / LK Textiles



Charming Textile Co., Ltd.



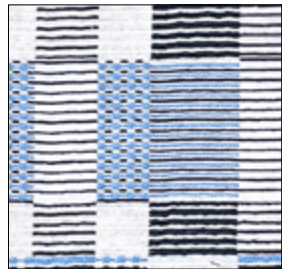
Cinergy Textiles, Inc.



Confetti Fabrics



Confetti Fabrics



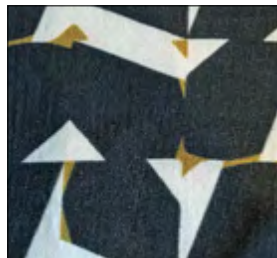
Charming Textile Co., Ltd.



D&N Textiles



Cinergy Textiles, Inc.



Confetti Fabrics



Fabric Selection Inc.



Confetti Fabrics



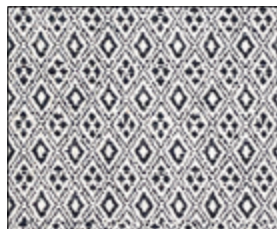
Pine Crest Fabrics Inc.



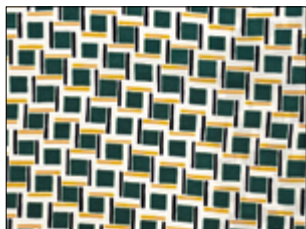
Confetti Fabrics



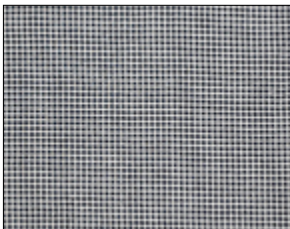
Confetti Fabrics



Pontex S.P.A.



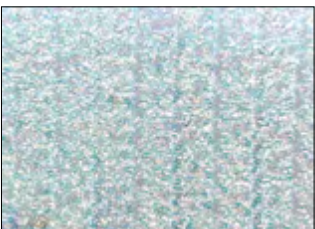
KBC Fashion / LK Textiles



Pontex S.P.A.



Tiss et Teint



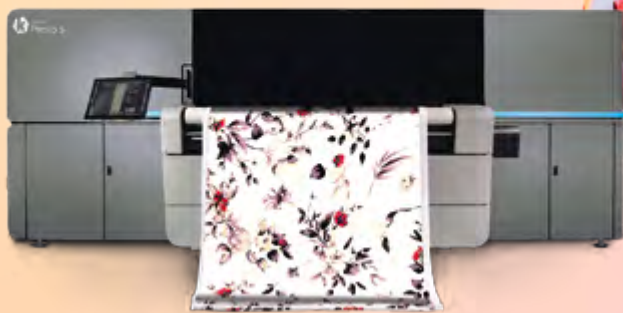
Vefa (Shanghai) Textile Co., Ltd.





Kornit  
Digital  
bonding  
matters

# The Future of Fashion is Digital



## STREAMLINED. SUSTAINABLE. ON DEMAND.

The Kornit Presto is the only single-step industrial solution for on-demand, wide-format, pigment printing. Spend less time printing and more time creating custom designs with integrated pretreatment, fabric softening, curing, and drying. Join the eco-conscious textile revolution with the Kornit Presto!



Learn more at [Kornit.com/AM/Presto](https://Kornit.com/AM/Presto)  
Text 'KORNIT' to 31996 for updates



Please contact us for product-specific certification information.



# Diverse Denim

While vintage approaches to denim will remain a staple in style, fresh fabrics arrive in new washes that yield new shades of gray as well as pastels. Florals enter the field as an updated look in denim.



ISKO Textiles



Pontex S.P.A.



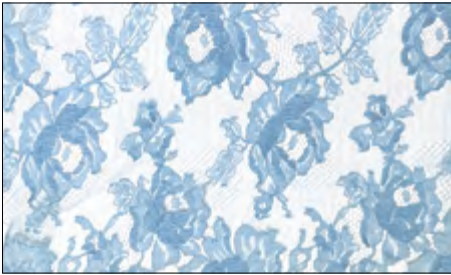
ISKO Textiles

# Leading Lace

Often thought of as an element of luxury, lace is presented in an array of styles that range from classic romance to wild disco child. Hues run the gamut from traditional light blues, pinks and white to reimagined fuchsia, sunflower yellow and festive purple.



FCN Textiles



Solstiss



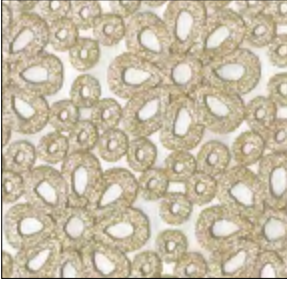
Pontex S.P.A.



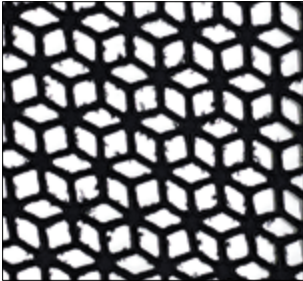
ISKO Textiles



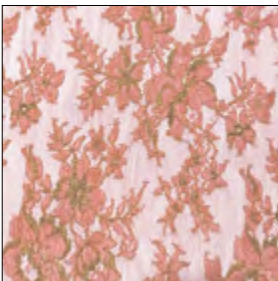
Robert Kaufman Fabrics



D&N Textiles



Bennett Silks



Solstiss



ISKO Textiles



Vefa (Shanghai) Textile Co., Ltd.



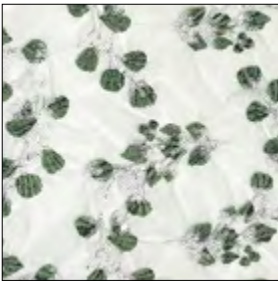
ISKO Textiles



Solstiss



Tiss et Teint



Tiss et Teint

# Tropical Bloom

As wanderlust for vacation locales consumes those who have been homebound, tropical patterns showcase lush palms, dainty fern leaves and vibrant florals, providing inspiration for getaway wardrobes. Tropical floral prints are complemented by warm yellows, bright reds, cool blues and electric hues.



Confetti Fabrics



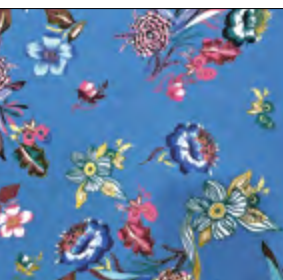
Confetti Fabrics



Guarisco Fabrics



Fabric Selection Inc.



Confetti Fabrics



KBC Fashion / LK Textiles



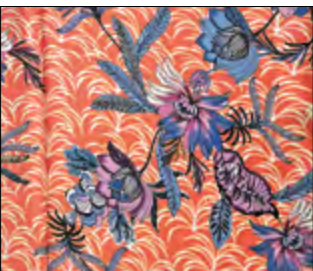
Confetti Fabrics



Fabric Selection Inc.



Confetti Fabrics



KBC Fashion / LK Textiles



Guarisco Fabrics



Fabric Selection Inc.



Confetti Fabrics



Confetti Fabrics



Pine Crest Fabrics Inc.



Fabric Selection Inc.



Confetti Fabrics



Guarisco Fabrics



Pine Crest Fabrics Inc.



Dyeing for Fashion

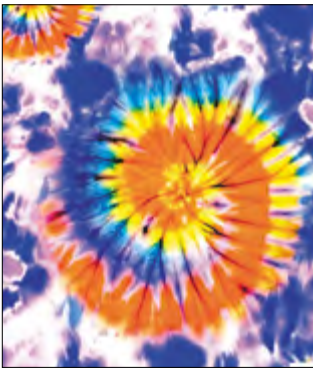
The longstanding tie-dye trend remains strong, yet styles in updated iterations are more of a modern dream than a trippy daydreamer. Traditional tie-dye is updated in bold electric blues, greens and pinks. New patterns move beyond the well-known starbursts into those reminiscent of marble or knots.



Fabric Selection Inc.



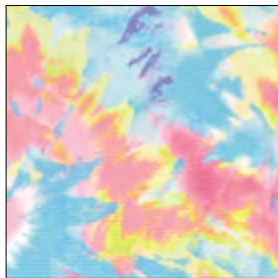
Confetti Fabrics



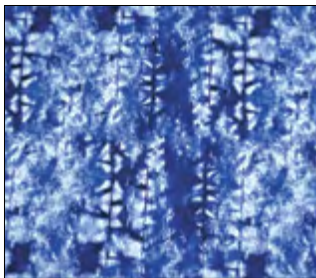
EBI Fabrics Corporation



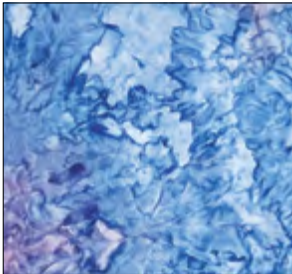
EBI Fabrics Corporation



Pine Crest Fabrics Inc.



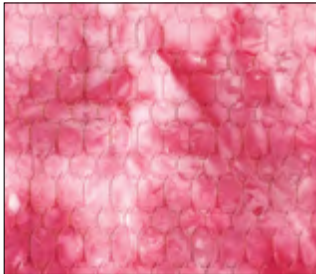
EBI Fabrics Corporation



Fabric Selection Inc.



Cinergy Textiles, Inc.



Fabric Selection Inc.

A Garden Grows

Roses, daisies, poppies and lilies of the valley, to name just a few, set the tone for an array of florals that are created to satisfy lovers of all flowers. These styles are reminiscent of 1990s romance that relied on Victorian-era influences.



Fabric Selection Inc.



Confetti Fabrics



FCN Textiles



Cinergy Textiles, Inc.



Guarisco Fabrics



Confetti Fabrics



Guarisco Fabrics



KBC Fashion / LK Textiles



Cinergy Textiles, Inc.



Confetti Fabrics



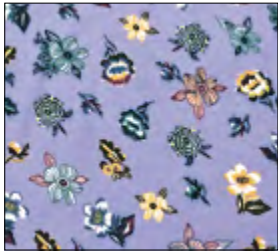
Robert Kaufman Fabrics



KBC Fashion / LK Textiles



Cinergy Textiles, Inc.



Confetti Fabrics



Confetti Fabrics



Guarisco Fabrics



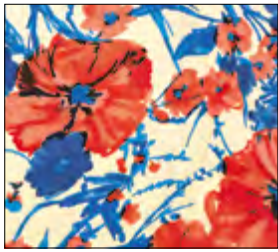
Guarisco Fabrics



Confetti Fabrics



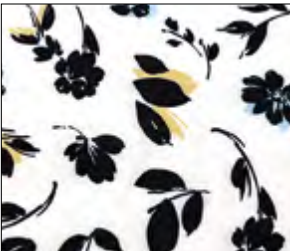
Confetti Fabrics



Guarisco Fabrics



Confetti Fabrics



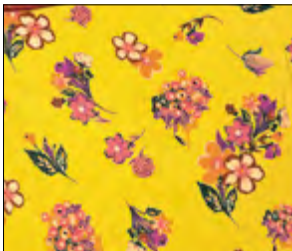
Confetti Fabrics



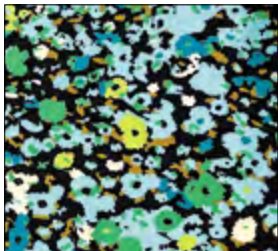
Guarisco Fabrics



Guarisco Fabrics



Confetti Fabrics



Confetti Fabrics



Guarisco Fabrics

DIRECTORY

Bennet Silks, (323) 376-9615, [www.johnchristophertextiles.com](http://www.johnchristophertextiles.com)  
Charming Textile Co., Ltd./BFF Studio, (718) 666-6744, [www.bffabrics.com](http://www.bffabrics.com)  
Cinergy Textiles, Inc., (213) 748-4400, [www.cinergytextiles.com](http://www.cinergytextiles.com)  
Confetti Fabrics, (704) 724-2269, [www.confettitextile.com](http://www.confettitextile.com)  
D&N Textiles, (310) 503-6927, [michael@DNTextiles.com](mailto:michael@DNTextiles.com)  
EBI Fabrics Corporation, (213) 765-0900, [www.ebifabrics.com](http://www.ebifabrics.com)  
Fabric Selection Inc., (213) 747-6297, [www.fabricselection.com](http://www.fabricselection.com)  
FCN Textiles, (323) 376-9615, [www.johnchristophertextiles.com](http://www.johnchristophertextiles.com)  
Guarisco Fabrics, (212) 354-7766, [www.guarisco.it/en/](http://www.guarisco.it/en/)

ISKO Textiles, Andreas Herr, [aherr@isko.com.tr](mailto:aherr@isko.com.tr), [www.iskodenim.com](http://www.iskodenim.com)  
KBC Fashion / LK Textiles, (323) 578-4203, [www.kbc.de](http://www.kbc.de)  
Hangzhou Meho Textiles Co., Ltd./BFF Studio, (718) 666-6744, [www.bffabrics.com](http://www.bffabrics.com)  
Pine Crest Fabrics Inc., (844) 827-4206, [www.pinecrestfabrics.com](http://www.pinecrestfabrics.com)  
Pontex S.P.A., [www.pontexspa.it/en/home-english/](http://www.pontexspa.it/en/home-english/), [sergio@pontexspa.it](mailto:sergio@pontexspa.it)  
Robert Kaufman Fabrics, (800) 877-2066, [www.robertkaufman.com](http://www.robertkaufman.com)  
Solstiss, (212) 719-9194, [www.solstiss.com](http://www.solstiss.com)  
Tiss et Teint, (323) 376-9615, [www.johnchristophertextiles.com](http://www.johnchristophertextiles.com)  
Vefa (Shanghai) Textile Co., Ltd./BFF Studio, (718) 666-6744, [www.bffabrics.com](http://www.bffabrics.com)





AST Sportswear is indeed a family affair, started in 1994 by (from left to right) brothers Mohamed, Ali, Abdul and Omar Dadabhoy.

## Mohamed Amin Dadabhoy, AST Sportswear Inc. Co-founder, 62

By Andrew Asch Retail Editor

Mohamed Amin Dadabhoy, one of the pioneers in manufacturing T-shirt blanks domestically, died of a heart attack on Jan. 14. He was 62.

He and his family founded **AST Sportswear Inc.** and its brand, **Bayside Apparel**, which are headquartered in Anaheim, Calif. It is known as the largest vertical apparel manufacturer in America, said his brother Abdul Dadabhoy, who also serves as chief operating officer at AST.

Mohamed Dadabhoy also developed AST's sales office, where he cultivated a reputation for being a tireless salesman with a knack for developing relationships, said Nabir Zulfiqar, AST's sales manager.

"There was one trade show he did not go to. Fifty percent to 60 percent of the people who stopped by the booth did not ask about product. They asked, 'Where is Mohamed?' When I called him that night, I said, 'Next time you better come to the show,'" Zulfiqar said.

"He made you feel like you were the most important person in the world."

Mohamed was born in Yangon, Myanmar, to a family of businesspeople. A military coup in 1962 made business hard for minority entrepreneurs such as the Dadabhoy family, who were of Indian heritage. Stripped of their jobs and financial foundations, the Dadabhoy family moved to the Los Angeles area in 1970. Mohamed Dadabhoy, his five brothers and his father got to work reestablishing their family's focus on entrepreneurship.

Mohamed started his career in the apparel industry by selling T-shirts and blanks at flea markets. By 1994, the family identified what they believed was a niche in the business. They

believed that there was a demand for a company that could make T-shirts and other garments quickly at domestic facilities. They rented a facility in Anaheim, Calif., and 90 days later they were selling product, Abdul said.

For the first three years of the company's history, Mohamed served as a one-man sales department. "There was no internet," Abdul said. "You had the **Yellow Pages** and **Thomson's Guide** to help you find customers."

Mohamed was a sewing-machine nerd who intently listened to mechanics who serviced the machines owned by AST. The knowledge came in handy during a show in Las Vegas when a neighbor installed a display of machines that wouldn't work. Mohamed spent the morning of the first day of the show getting the neighbor's machines up and running, Abdul remembered. Mohamed didn't ask for any compensation.

Mohamed also helped AST's 2020 initiative to answer the call issued to manufacturers to make face masks. "We did this from our hearts," Abdul said. "We donated the masks. We were trying to help at a time when the country needed us."

When not working, Mohamed was a big fan of **English Premier League** soccer. He was able to wake up at all hours of the morning to watch games being broadcast live from the United Kingdom. He also was devoted to his grandson, Alyan, and made it a point to visit through **FaceTime**. Also surviving Mohamed are his wife, Farzana, his sons Zahir and Ashraf, five brothers and a sister. Mohamed was buried Jan. 15 at **Westminster Memorial Park** in Westminster, Calif. ●



Mohamed Amin Dadabhoy built a reputation on being a tireless salesman who always made the customer feel like "the most important person in the world."



Kin celebrates the roots of African design through honoring the textiles, landscapes and fashions that create vibrant cultures within the continent's different countries. Pictured, from left, are the brand's Djenné, Olumo and San designs

## Generating Self-Pride and Cultural Respect the Goal for Kin

By Dorothy Crouch Managing Editor

Meeting during their time as students at the **University of Southern California**, Kameni Ngahdeu and Kwabena Osei-Larbi were mission driven from the start of their friendship and found comfort in their shared cultural backgrounds. Hailing from West Africa, Ngahdeu was raised in Cameroon and Osei-Larbi was born in Ghana but raised in Nigeria and lived in Syria before traveling to the United States to attend college on the West Coast. While they shared cultural elements of which they were proud, the pair were also connected through the negativity they experienced regarding their heritage.

"We both had similar experiences growing up," Osei-Larbi said. "At times we were made to feel like we weren't meant to be proud of our African heritage or backgrounds or even the color of our skin."

With their inspiration rooted in their respective home countries in Africa, Ngahdeu taps into the fashion culture from his neighborhood in Cameroon, where unique style was essential, with members of the community creating their own approaches to clothing in order to stand out. For Osei-Larbi, it was the ambition of his mother, who pursued higher education while raising three children in addition to acting as an agent selling fabrics from Ghana to businesses in Nigeria and Syria. Arriving in the U.S. in 2010, Ngahdeu feels grateful for his opportunity to engage with different cultures, but he, too, felt there was a negative prejudgment toward the homeland that he loved.

"Something that was very striking was how when I said I was Cameroonian, but also when I would say it's in Africa, the response I was getting was very negative," Ngahdeu said. "It was not telling of my experience [growing up]."

Previously business partners in college, when they launched **Kaydabi**, a mobile-gaming studio that blended entertainment and with philanthropic action, Ngahdeu and Osei-Larbi embarked on creating a fashion product that would allow them to showcase the beauty of African countries. After a few years in development, **Kin** was born in Los Angeles as a collection of timepieces whose designs were based on artistry inspired by traditional African style with a luxury feel at an affordable price to ensure accessibility for the quality watches. The first Kin collection is available at \$165 direct-to-consumer on [kinwatches.com](http://kinwatches.com).

"The watch industry is typically elegant, in a class of sophistication. Those unfortunately are not often the words that are associated with Africa," Osei-Larbi said. "We thought it would be a great way to use watches to change that narrative. You'll see the continent and the people on the continent in a different light."

Making these timepieces is more than creating watches for Ngahdeu and Osei-Larbi, as they create quality pieces from Swiss movements and Italian leather. Styles include the Olumo, which honors a mountain that is central to Abeokuta, Ogun, in Nigeria and the Djenné, which features a Malian **bògòlanfini** pattern. The San is inspired by a town in the Ségou area of Mali, which is central to the creation of **bògòlanfini** fabric. While Kin production currently takes place through a trusted partner in China, the Kin founders are hoping to one day shift all production to Africa and source leather from the growing market in Ethiopia in order to give back to the continent they are honoring while showcasing the artistry of its different regions.

"It's great and important to be celebrated and to take pride in who you are and take pride in your background," Ngahdeu said. "Having been at a point where we are able to sit here and do that has made us feel better about ourselves. That is something we want to show through the watches. Make people feel prideful—this is who I am, I am okay, and I am happy about that."

Through Kin's mission of making more than a watch, Ngahdeu and Osei-Larbi are also organizing a philanthropic arm of Kin to raise awareness and funds for important causes to which the brand's clients can relate. At the top of the list are environmental-protection organizations, educational initiatives to inspire children—particularly those in elementary school, and U.S.-based social-justice programs that promote racial equity, as a large segment of Kin's clientele comprises African-American customers. Through these initiatives, Kin's founders are growing their business into a larger company, but their goals rely on tending to the smaller details.

"For me, watches were always a subtle way to make a powerful statement and complete your outfit. I was really drawn to them for a long time," Osei-Larbi said. "We include a handwritten note to welcome each person into the community. It's not the most scalable approach, but we make sure we take the time to do so to make them feel welcome." ●





FRANK & EILEEN

The downtown Los Angeles headquarters and showroom of Frank & Eileen, which was recently awarded B Corporation certification and committed to actively supporting the education of girls and young women.

## With High-Ranking Certified B Corp Status, Frank & Eileen Becomes Mission Focused

By Dorothy Crouch Managing Editor

Building her brand upon a foundation of high standards for luxury shirting, **Frank & Eileen** founder Audrey McLoughlin had aligned her company with many of the principles required by B Corporation certification in corporate environmental and social awareness. McLoughlin had considered pursuing the widely respected certification in 2019, and when COVID-19 spread in 2020 she and her staff had a bit more time on their hands.

“We figured it would be a good way to make lemonade out of lemons with our new resource of time—unable to travel, unable to go to **New York Fashion Week** or any of that stuff,” McLoughlin said. “All of a sudden we had time that we didn’t have before. We decided this is an opportunity to lean in and go through this rigorous process.”

Beginning the process in March, the company received its certification in November, but Frank & Eileen’s milestone was not just receiving B Corp certification. With an impact score of 97.5, following an evaluation of verified performance, legal accountability and public transparency, Frank & Eileen became one of only 24 United States-based apparel brands to receive the certification. It also achieved the No. 2 score among globally recognized fashion brands in the country—second only to **Patagonia**—and claimed the status of highest-scoring female-owned fashion brand in the nation to be granted the certification. For McLoughlin, the steps to become certified, while challenging, included elements that were already components of the brand’s formula of creating pieces through a process the founder says has been transparent from “farm to finish.”

“It was very organic. It came from inside. When I launched the brand by accident in 2009, I did it in partnership with the international textile leader in sustainability—our partner in Italy,” McLoughlin explained. “Since day one, we’ve been partners with companies that are fully traceable, with third-party certification on all the fabrics we’ve been using.”

Founded 12 years ago using the names of her grandparents, McLoughlin’s Los Angeles brand, which relies on 100 percent female leadership, achieved its high score through dedication to a personal mission that would make its namesakes proud. As a certified B Corporation, Frank & Eileen now boasts the credentials to prove its dedication to its workers, clients, community and the environment,

which has been part of its brand since the beginning.

“A lot of our customers who are loyal know what we stand for in terms of slow fashion. We didn’t wait until people were asking for it,” McLoughlin said. “We looked at it and said, ‘We would like to communicate to our loyal customers and our growing audience who we really are and what we stand for in terms of the DNA of the company.’ We just took it upon ourselves to do it.”

Not long after receiving its B Corp certi-



Audrey McLoughlin, Frank & Eileen founder

fication, McLoughlin announced more exciting news from Frank & Eileen. Through its giving pledge, the company has committed to supporting female entrepreneurship and leadership by donating \$10 million over the next 10 years to organizations that uplift young girls and women. The initiative began with a \$300,000 donation to the **Malala Fund**, which was made in December. As an entrepreneur who is also an industrial-engineering graduate from the **Georgia Institute of Technology**, McLoughlin is familiar with the challenges faced by women who are aiming to lead in business.

“I wasn’t exposed to entrepreneurship until I was 25 years old, and I had to figure it out on my own,” McLoughlin explained. “It would be incredible, at the education level, if girls could be exposed to entrepreneurship in elementary school, middle school and high school. It would be so exciting and mind-blowing what these girls could do by the time they are 18, 19, 20, 25.”

After spending the first 10 years building Frank & Eileen into the brand it has become, McLoughlin now says the focus is on the type of company she wants it to be.

“We would love to be an inspiration to all the other brands owned by women to go through this process and join the community,” McLoughlin explained. “We’ll all be stronger together than any of us are individually.” ●



## Working Capital Solutions Tailored for your business

+ New York  
+ Los Angeles  
+ San Francisco

+ Charlotte  
+ Chicago  
+ Washington D.C

+ London  
+ Glasgow  
+ Sydney



WHITE OAK  
COMMERCIAL FINANCE

Whiteoaksf.com/commercialfinance  
info@whiteoakcf.com



## WORKING CAPITAL SOLUTIONS FOR INNOVATIVE BUSINESSES.

We’re committed to amplifying the growth of your business with our forward-thinking financing services. Get in touch with Merchant today to talk about how we can help you set sail to your dream business.

MERCHANT  
FINANCIAL GROUP

NEW YORK  
Ph. (212) 840-7575

LOS ANGELES  
Ph. (213) 347-0101

MIAMI  
Ph. (954) 440-1453

MERCHANTFINANCIAL.COM



# Coming Soon

Reach 50,000 buyers with highest quality reporting and the greatest outreach to the marketplace



CATHERINE GEE FALL-WINTER 2021

## March 5

Cover: Fashion New Lines Performance/Active/Athleisure Fashion Tees, Blanks + Decorated Apparel Sustainability Technology Fashion Trends by "Fashion Snoops" Physical and Virtual Trade Event Coverage—CMC Uploaded, Curve Connect, Fashion Go Week, Interfillière, LA Textile, Liberty Fairs/ LA Mens

Fashion Tees, Blanks + Decorated Apparel Advertorial Performance/Active/Athleisure Advertorial Fashion District Advertorial Technology Advertorial Sustainability Advertorial Fashion Advertorial

**Bonus Distribution:**  
LA Fashion District 3/7-10  
LA Market 3/7-10  
Dallas Market 3/23-3/26  
COAST Miami 3/31-4/1  
Atlanta Market 4/13-17

Call for special rates and information:  
213-627-3737



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

## TRADE EVENTS

### WWIN Travels Across the U.S. to Bring the Industry Together in Person

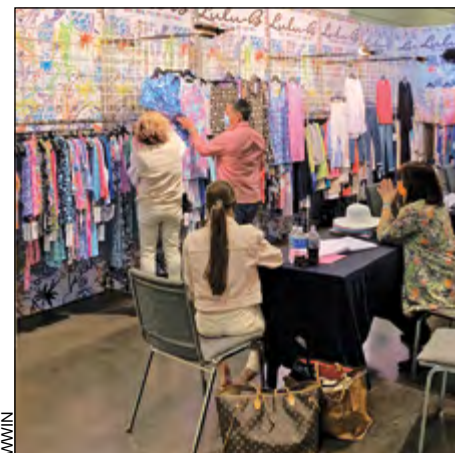
As the apparel industry emerges from a 2020 that saw on-site trade events halted, the **Womenswear In Nevada** event moved from its home in Las Vegas to present its **WWIN Orlando Showcase** Feb. 9–11 at the **Orange County Convention Center** in Orlando, Fla.

Representing Atascadero, Calif.'s **Vine Street Apparel**, owner Kristi Reeves met with buyers from the Midwest and Florida as she fielded orders for trends including faux fur from her made-in-the-U.S.A. brand. Reeves was confident in the measures taken by WWIN producers to ensure safety and bring major show brands to a focused space.

"We all got COVID-19 testing. It was good. I had new accounts. It was more a regional show as far as attendance. The venue was great," Reeves said. "I liked that the WWIN show and **MAGIC** were all together. I think the customers get frustrated when they have to go here, there and everywhere when they're in Vegas."

In addition to welcoming the opportunity to see Vine Street Apparel, Heidi Shubin, who owns **Sugardaddy's Boutique** in Bakersfield, Calif., saw many of her beloved brands in Orlando as she continued the work of her mother, who owned the shop for 39 years. With customers ages 35–90, Shubin was already receiving her orders. During the event, Shubin visited with **Moonlight by Y&S Fashions**, **Tia**, **Aratta**, **Helen's Heart**, **Lost & Found Jewelry**, **GG Moda** and, her favorite for style and fit, **Samuel Dong**, as she maintained optimism for less-casual dressing in the near future.

"Nice, flowy, casual but classy. Something you can wear and dress it up when things open up again," Shubin said. "Do not bypass that



At the WWIN show, many retailers were betting on a return to colors and "dressing up" post-pandemic.

special outfit, do not walk by and pass it up because you might think that your customers don't have a place to wear it today. Get out of the box and do it. They will wear it."

This optimism that a less-casual apparel atmosphere is near was shared by Eli Pirian of **Baciano**, which is based in Los Angeles. As buyers searched for Fall, Pirian saw a demand for color.

"People are looking for loungewear, but soon enough that will wear off and customers will search for newness and going back to old color blocks, stripes and chevrons," Pirian said. "At the end of the year, everyone will be okay as long as everyone holds down the fort until this all goes away, as business goes back to somewhat normal."

—Dorothy Crouch

### Offprice Show Sees Solid Traffic in Orlando

The COVID-19 pandemic inspired the **Offprice** show, a biannual Las Vegas trade event for value-priced women's, men's and kids' apparel as well as footwear and jewelry to a new town and a new situation, where it shared convention space with the **WWIN Orlando Showcase** and **MAGIC Pop Up Orlando** Feb. 9–11 in Orlando, Fla.

Because much of the United States was caught in a cold snap during February, people looking for a break from winter weather took the opportunity to visit the Orlando trade shows, said Wayne Cloth, a vendor at Off-price, where the weather hovered at 80 degrees during the trade-show run.

"We were busy from the get-go all the way through," said Cloth, who works as director of men's and private label at **Magid NYC Accessories**.

Cloth displayed his company's floppy summer hats, bags and wallets at wholesale price points of \$13 to \$18. He mostly saw independent retailers who needed to order immediate goods for their stores.

For Debbie Carlson, manager of **The Bric** boutique in Fergus Falls, Minn., traveling to Offprice was a welcome change of weather. She placed orders for at-once items.

Among items she ordered were maxi dresses, jogger pants, denim with frayed edges and distressing, and anything that was comfortable. "I call it COVID wear. It's very much comfortable clothing for business professionals and stay-at-home moms," Carlson said. Camouflage and animal-skin patterns remain popular, in addition to bright colors such as yellows and neutrals.

A major reason for producing the Orlando show was vendor and retailer demand for an in-person show, said Tricia Barglof, executive director of Offprice.

Different from past shows, vendor booths



Though traffic was lighter at this edition of Offprice, exhibitors reported steady business and order writing.

were situated five feet apart, with aisles 15 feet wide. Masks were mandatory. To gain entry, attendees and vendors were tested to ensure they were negative of COVID-19, which typically took about 15 minutes, Barglof said.

The pandemic and the change of venue had an effect on the show. Barglof estimated that the number of vendors and attendees were at 20 percent to 25 percent of the full slate of vendors who typically do business at the sprawling show in Las Vegas.

Attendees shopping the show included value retailers across the board, ranging from independent shops, digital shops and prominent regional retailers such as the **Bealls Outlets**.

While attendees came from all over the United States and some from Latin America, Barglof said that many of the attendees drove in from Florida and surrounding states.

—Andrew Asch



# Informa Markets Fashion Welcomes Industry to MAGIC Pop-Up Orlando

By Dorothy Crouch Managing Editor

Ready for showtime, **Informa Markets Fashion** hosted its **MAGIC Pop-Up Orlando** Feb. 9–11 at the **Orange County Convention Center** in Orlando, Fla. The time had come to produce an on-site show that afforded opportunities for buyers and brands to meet in a safe environment that would employ guidelines to prevent the spread of COVID-19, according to Informa Markets Fashion Commercial President Kelly Helfman. Helfman was pleased with the outcome of the brand's first on-site show since early 2020, noting that safety was a priority and many exhibitors were able to forge relationships with new customers who hailed from Florida and the Southeast United States.

"The energy was so great. People were so excited to be back together and have a sense of normal business. That was very evident, but they were still very cautious and aware when it came to safety," Helfman said. "Everybody distanced, kept their masks on. It felt good and it made everybody feel very excited and hopeful regarding the future of larger events for us to come back together and do business."

To ensure safety, prior to entry Informa required a negative COVID-19 test, temperature screening, mandatory face masks and physical distancing of six feet, while it provided deep cleaning and sanitization of booths as well as hand-sanitizing stations throughout the show floor, which was organized for safe distancing.

Buyers were ready to work and conduct business as they visited central Florida to experience the on-site event. For



After a year of no on-site shows, Informa Markets Fashion said the "sense of normal business" at Magic Pop-up Orlando was felt by both exhibitors and attendees alike.

Kim Meek, vice president of merchandising for the Davenport, Iowa-headquartered retailer **Dry Goods**, this edition included a search for Fall with her trusted vendors. Focused on young contemporary that retails from \$30 to \$60, Meek found new trending pieces and was grateful for the opportunity to feel product, such as trends in shackets.

"You can't compare product the same in person versus virtually over **Zoom**, especially for the Fall season when things are about fabrication and feel. It's not necessarily about a fun

print, it's how does this sweater feel? Is it soft? How heavy is it? The things you can't get over a virtual meeting or a line sheet. It made a huge difference to see the product in person," Meek said. "You could tell there was a large investment in safety measures from the testing to the thermal screening, and there was plenty of space."

Visiting from the downtown Los Angeles office of Warrendale, Penn.-based **Rue21**, Chief Merchandising Officer Catherine Morisano congratulated the Informa team on producing a safe show. Morisano maintained the same mission of remaining ahead of trends to support the company's growth over the past year.

"It's the evolution of the cozy trend. We have seen it evolve from cozy on top and cozy on bottom to fashion on top and cozy on bottom," Morisano noted. "We know there is pent-up demand for people to actually dress and go somewhere. We still saw cozy driven but more of a sportswear angle. Tons of tie-dye still with nice updates to colorways, plaid was apparent, wide legs and bell-bottoms."

As Helfman begins planning the next steps, which include managing a continued **MAGIC Digital** installment until March 1, she was pleased to share an important message with the apparel industry.

"Fashion is back! Live events are back! And we proved that. We are optimistic for the future," Helfman said. "We are going to continually drive forward our mission to bring these high-quality and meaningful events digitally and physically. We just did this in Orlando, and it gave everybody a sense of excitement. We are getting back to business." ●

# MICAM Americas Shows Footwear Options at MAGIC Pop-Up

By Andrew Asch Retail Editor

**MICAM Americas** offered a footwear source at a group of trade shows that ran Feb. 9–11 as the **MAGIC Pop-Up** at the **Orange County Convention Center** in Orlando, Fla. Footwear ran the gamut from casual shoes to fashion styles with stiletto heels. Brands exhibiting included **Bed|Stü**, **Matisse**, **Tamaris** and **Shu Shop**.

The pop-up show was smaller in scope compared to MICAM's usual biannual shows, which take place during the sprawling MAGIC Marketplace in Las Vegas. But deals were made at the pop-up show, said Debbi Kravetz, who serves as the U.S.A. brand manager for **Petite Jolie**, a Brazilian footwear and accessories brand that showed its Fall/Winter '21 collection, which included sandals and sneakers.

"Petite Jolie had a great show," Kravetz said. "We opened about 20 retailers. Most of them were small boutiques and a few larger footwear and apparel stores."

Kravetz's brand exhibited in a 10x10 booth. "I thought the layout was really good, and I loved the shelving units that came with the booth. Everyone basically had an open booth with a wall only at the back, so it was very open and approachable for retailers," she said.

The trade-show producers' COVID-19 precautions worked well, she added. Hand-sanitizing stations were posted at fre-



At MICAM Americas, buyers were able to find footwear to provide a head-to-toe dressing approach for their customers

quent intervals. Face masks were required. Attendees and vendors had to take COVID tests before being allowed to enter the convention center.

The Orlando pop-up show was developed to produce an in-person event for the retailers and vendors seeking a live

trade show, said Kelly Helfman, **Informa Markets Fashion** commercial president.

"It was important that we had this footwear component because that cross-shopping experience with apparel and footwear was key for our wholesale community," she said. "Also, the fact that it is tactile, just like the rest of the industry, [meant] we needed to make sure we were able to include that as well."

Helfman said that opportunities in footwear retail are increasing.

"More and more, as time has gone on, we have seen fewer specific footwear retailers. That cross-shopping opportunity is really big for footwear. They depend a lot on those primary apparel boutiques or retailers to shop footwear. Our buyer loves to get a full head-to-toe look in their store, so it's always important that we have footwear as part of the lineup at any of our shows," she said. "Gone are the days when you want to go to a specific footwear show and then you have to go to this other show. It's just so much more efficient for these retailers to be able to shop footwear, accessories, apparel and gifts all in one shot. You get a lot more ROI for your dollar to come out to the show," she said.

The live show ran in tandem with the virtual trade show **MICAM Americas Digital**, which is scheduled to run until March 16.

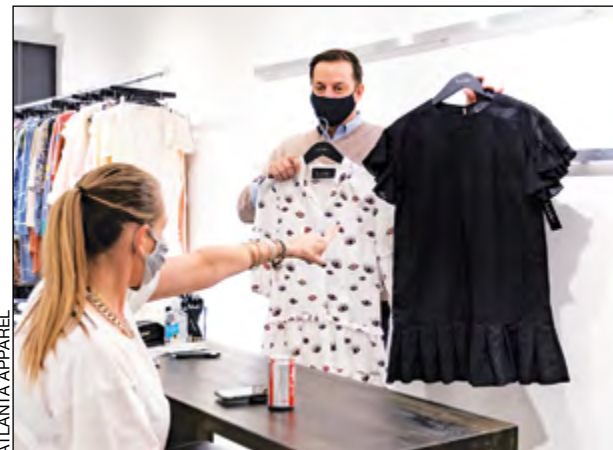
# First Atlanta Apparel of the Year Sees Pre-Pandemic Traffic

Exceeding expectations of show producers, the Feb. 2–6 edition of **Atlanta Apparel** at the **AmericasMart** in Atlanta saw buyer traffic that equaled January 2020 numbers. With visitors from 46 states, first-time buyers comprised 20 percent of those who attended the market.

"The brands were ready and eager to get to a market. We were getting great pre-registration numbers—we were tracking ahead the whole time—but you hold your breath until it happens," said Caron Stover, AmericasMart vice president of leasing. "What we learned all through 2020, we were able to slowly start easing back into market with the permanent showrooms, more permanent showrooms in August, then we hosted our temps with them in October, so this we worked our way up to."

Representing ethically made and sustainably manufactured goods, Kaela Kreysa of the Nashville, Tenn.-based **Awake Collective** noted that one trend that was ticking upward was mindful purchasing.

"Buyers seem to be significantly more aware of the impact of their purchasing these days. Buyers are really wanting sustainable and ethically made goods. They want to purchase from brands who serve a greater good in their community and have responsible ethics in their production or give-back programs," Kreysa said. "Buyers loved purchasing jewelry and leather goods and seemed a little more hesitant to



Throughout 2020, Atlanta Apparel slowly opened up on-site shows, adhering to the strictest safety measures, allowing it to achieve pre-pandemic levels.

purchase shoes that weren't comfort focused."

Kreysa also mentioned that returning to an environment in which business could be conducted in person yielded a positive atmosphere.

"The energy was buzzing during this February apparel

show. Buyers were so happy to be back and viewing collections in real life," Kreysa said. "Brands and reps were excited to be conducting business face to face!"

One retailer that Kreysa connected with was **Elitaire**, which is based in Huntsville, Ala., and owned by Kayla Adams, who was shopping for a sophisticated clientele ages 30–50 who prefer classic pieces over trends. Buying for Fall, Adams placed orders and took notice of browns in chocolate and cinnamon for her boutique, which has retail price points typically falling under \$200 except for special pieces.

"I really love those rich colors. I hate the word 'trend' and I try not to get trendy with our boutique. I try to make it very sophisticated," Adams said. "If we go trendy, it would be a color or print, but I try to go with more-tailored, classic silhouettes with things that never go out of style and mix in a few trends here and there."

Noting trends toward monochromatic pieces, Madison Simon, a third-generation co-owner of **Gwynn's** in Mount Pleasant, S.C., saw pieces in mint green, dark green, light blues, grays and mauve. Simon hoped for a trend toward dressier styles as consumers emerge from their cocoons of loungewear.

"It looks like people are starting to shift a bit toward dressier, graduating from loungewear and the casual nature of Spring and Summer," Simon said. "Hopefully people will be more inclined to dress up."—D.C.





# Get Inspired!



**Hundreds of Stocked Novelty Knits,  
Wovens, Linings and More!  
One Roll Minimum.**



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

Apparel News Group



Seventy-six years of news,  
fashion and information

**CEO/PUBLISHER**  
TERRY MARTINEZ

**MANAGING EDITOR**  
DOROTHY CROUCH

**RETAIL EDITOR**  
ANDREW ASCH

**CONTRIBUTORS**  
VOLKER CORELL  
KEVAN HALL  
ILSE METCHEK  
TIM REGAS  
ROXY STARR  
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

**ADMINISTRATIVE ASSISTANTS**  
CHRIS MARTIN  
RACHEL MARTINEZ

**SALES ASSISTANT**  
WESLEY IN

**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

**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.



CHARMING TEXTILE CO., LTD.

## Resource Guide

### Textiles

#### Asher Fabric Concepts

950 S. Boyle Ave.  
Los Angeles, CA 90023  
(323) 268-1218  
Fax: (323) 268-2737  
**www.asherconcepts.com**  
**sales@asherconcepts.com**

**Products and Services:** To address the need for innovative temperature-regulating knit fabrics in the activewear market, Asher is introducing Cool Sport, spun on Asher's new Santoni knitting machines, which create micro gauge knits for pure smoothness and compression. In 1991, Asher Fabric Concepts, based in Los Angeles, transformed the apparel industry by offering cutting-edge, high quality, "Made in U.S.A." knits for the contemporary fashion, athletic, and yoga markets. Since then, the company has become internationally known for its premium quality, knitted constructions with and without spandex, along with its creative print design and application. Asher Fabric Concepts provides fabric development, knitting, dyeing, and finishing in addition to fabric print design and printing capabilities based on each customer's needs. The company differentiates itself from the competition by offering proprietary textiles and by continually updating and innovating every aspect of textile design and production. With an in-house design team, new prints are constantly added to its collection, and color stories are updated seasonally.

#### 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.

#### Pontex SPA

**Letizia@pontexspa.it**  
**Sergio@pontexspa.it**  
**Los Angeles Agent: kriskent@fabrikunion.com**  
**www.pontexspa.it**

**Products and Services:** Pontex is committed to sustainability with: BCI Cotton, GOTS certification for bulk, recycled cotton, etc. For fall and winter collections, Pontex SPA skillfully weaves together yarns of cotton and silk into finished fabrics with soft and warm hand feels. For spring and summer, the Modena, Italy-based company produces extreme light weights and soft hand feels from cotton and silk, textured chiffons and organzas. Clients from around the world use Pontex fabrics in everything from dresses, loungewear, shirting, pants and jackets. With agents in the USA and abroad, we are able to provide elite customer service, globally.

### Finance

#### CIT Commercial Services

CIT Commercial Services  
300 S. Grand Ave.  
Los Angeles, CA 90071  
Contact: Darrin Beer, Western Regional Manager  
(213) 576-4622  
**http://cit.com/commercial-services**  
Commercial Services | Middle Market Financing | CIT  
**cit.com**

**Products and Services:** CIT's commercial services business is one of the nation's leading providers of credit protection, accounts receivable management and lending services. CIT's Los Angeles office serves clients in the Western United States and Asia. Companies of many sizes turn to CIT for protection against bad-debt losses, to reduce days sales outstanding on accounts receivables, and to enhance cash flow and liquidity. CIT's breadth of services, experienced personnel, industry expertise, proprietary customer credit files, and comprehensive online systems are all reasons to give CIT a call.

#### Merchant Financial Group

**www.merchantfinancial.com**

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

#### Republic Business Credit

(866) 722-4987  
**www.republicbc.com**

**Products and Services:** Republic Business Credit is an independently owned commercial finance company headquartered in New Orleans with regional offices in Los Angeles, 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 Commercial Finance

Commercial Finance  
555 West 5th Street, Suite 3380  
Los Angeles, CA 90013  
Gino Clark  
(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.

### Fashion

#### Dallas Market Center

**www.dallasmarketcenter.com**

**Products and Services:** 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 inspiration starts. Upcoming events include the Apparel & Accessories Market on March 23-26.

### 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.

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

## ACQUISITIONS-MERGERS

### Acquisitions & Mergers

Textile, Apparel and/or Industry-Related Businesses Looking to Acquire or be Acquired and/or Merge.

Please contact Brian D. Thaler  
Reincarnation Textile Resource

714-227-3458 or

BThaler@Scott-Thaler.com

Strictly Confidential

## 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

## 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

## PRIVATE LABEL

**fil & needle**

Designer's Atelier

Patternmaking Grading Samples

Any Quantity Production

1515 Maple Ave. #15  
LA. CA. 90015  
PH# (213) 926 - 8979

info@filandneedle.com  
www.filandneedle.com

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

# CLASSIFIEDS

www.classifieds.apparelnews.net

P 213-627-3737

www.apparelnews.net

## Jobs Available

**\* ALL ACCESS APPAREL IN MONTEBELLO, CA IS  
LOOKING FOR A ROUTING COORDINATOR TO  
JOIN THEIR SHIPPING TEAM! \***

Duties:

- \* Route all orders in timely manner based on vendor guidelines.
- \* Understanding vendor compliance guidelines for routing.
- \* Add/adjust daily shipping log to summarize shipping for the day.
- \* Schedule/request pick-ups with Freight companies.
- \* Create BOL and send ASN's.
- \* Verify weight, pallet count, carton count match BOL (Bill of Lading).
- \* Sort orders by customer, ship date and routing requirements.
- \* Check when orders need to be routed based on ship date.
- \* Work closely with warehouse team to ensure shipments are ready day prior to pick up date.
- \* Create shipping labels for Fedex/UPS.

Skills:

- \* Routing, shipment preparation and BOL creation.
- \* Experience running vendor portals for major department stores.
- \* Exceptional organizational skills and attention to detail.
- \* Knowledge of outbound logistics and carrier operations.
- \* Excel, outlook, AS400, Retail Link.
- \* Fedex/UPS label knowledge.

Requirements:

- \* Bilingual (English/Spanish ) preferred
  - \* 3-5 years prior logistics/routing experience
  - \* Prior experience shipping to major department stores
- Submit your resumes to:  
mimartinez@selfesteemclothing.com

## Jobs Available

**\* FASHION PURCHASING AGENT \***

A leading intimate apparel company in the San Fernando Valley is looking for a dynamic Purchasing Agent.

Job Functions:

- \* Place all orders for sales samples (material & trims), create POS, Negotiate with vendors, set sample Tracking report
  - \* Route raw material/ship mode, receive samples & log in report, report status of sales samples to merchandising
  - \* Process invoice for payment/check packing slips/invoices
  - \* Knowledge: Outlook, Excel, Word, ABS
  - \* Must have apparel industry experience
- Email resumes to: claireg@felinausa.com

## TECHNICAL DESIGNER

Contemporary brand is seeking a self-motivated, and very detail oriented Technical Designer. Full-time salaried position w/ benefits located at Corporate office & reporting to Creative Director. Must be a strong team player and able to take feedback and adjust to factory's way of working. Responsibilities include: Daily factory communication, attending fittings and conveying comments to vendors, T/P creation & updating, garment spec. Strong garment construction knowledge, ability to problem solve, Excel and Illustrator skills, ability to work independently & maintain deadlines required. Experience w/ knits &/or garment dye/treatments preferred. PAD patternmaking knowledge or similar a plus. Salary DOE. Email resume and work ex. to: kate@bobiusa.com.

**\* PRODUCTION MANAGER \***

- \* Experienced Full Time
  - \* Must have 5-7 yrs knowledge of garment dye, cut and sew domestic production all process
  - \* Excellent company benefits
- Email resume to: HR@ddaholdings.com

## Jobs Available

**\* FREELANCE 1ST THROUGH PRODUCTION  
PATTERNMAKER \***

- \* 10+ years of experience
  - \* Work from home
  - \* MUST have your own Gerber PDS software and digitizer
  - \* MUST make digital sketches in Illustrator & pattern cards in Excel
  - \* Knit, woven, knock off's, men's, women's, kids, sportswear, better wear, contemporary, plus sizes, etc.
  - \* Extremely detail-oriented, able to work independently
  - \* Great communication & organizational skills, deadline conscious, positive attitude
  - \* Love for pattern making and life ☺
- Email resume to: lanagurey@gmail.com  
Please do not apply if you do not have your own equipment or if you cannot sketch

**\* PRODUCT DEVELOPMENT MANAGER \***

Well established garment manufacturer based in LA downtown area is looking for following position. For consideration, please send resume to: info@4goldengreen.com

\* PRODUCT DEVELOPMENT MANAGER

## 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

**\*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

For classified information,  
call 213-627-3737  
or email terry@apparelnews.net

www.classifieds.apparelnews.net





Your business:

# Fashion and apparel.

Our business:

# Knowing yours inside-out.

Now more than ever, working with a team of experts is essential.

At CIT, our strength is our people, who make it their business to help you grow.

Visit [cit.com/commercialservices](https://cit.com/commercialservices) or call us at **800-248-3240**.

[cit.com](https://cit.com) | [Twitter](#) [Facebook](#) [LinkedIn](#) [Instagram](#) @CITgroup

©2021 CIT Group Inc. All rights reserved. CIT and the CIT logo are registered trademarks of CIT Group Inc. MM#9525