\$3.99 VOLUME 77, NUMBER 23 NOVEMBER 12, 2021 DOUBLE ISSUE THE VOICE OF THE INDUSTRY FOR 76 YEARS

RUNWAY IN L An array of designers showed their latest works during the Kornit Fashion Week LA + 4.0 Industry Event, which was hosted in downtown Los Angeles Nov. 2-5. See page 5 for more styles.

T-SHIRTS

Skid Row Fashion Week Aims to Change Lives One Design at a Time

By Tyler Shultz Assistant Editor

In an effort to combat the rampant homelessness in Los Angeles, one brand is trying to help by offering more than

Skid Row Fashion Week, a play on L.A. Fashion Week, is a streetwear brand that pushes the state of the art and aims to bring awareness to the homeless and the issues surrounding them. The brand was founded by David Sabastian, a Los Angeles-based musician and artist, and Rich Marshall, a skate- and streetwear-industry veteran who launched the East Coast streetwear brand MISKEEN and worked with skateboarder Stevie Williams to develop DGK and Asphalt Yacht

⇒ Skid Row page 3

REAL ESTATE

Following Redevelopment, Manhattan Village Brings in gorjana as New Tenant

As the elevated, predominantly open-air, mixed-use Manhattan Village, located in Manhattan Beach, Calif., continues to welcome new tenants following its \$250 million redevelopment, Southern California jewelry brand gorjana announced its grand opening at the center. Showcasing its pieces, which are meant to be layered, the brand opened this newest location Nov. 6, where it sells goods in 14-karat gold, diamonds and engravable options.

"We're so excited to be opening a store in Manhattan Village," co-founder of gorjana Jason Reidel said. "As a Southern California-based brand, we've always pulled inspiration for our collections from local beach communities— Manhattan Beach included."

gorjana page 2



www.apparelnews.net

TECHNOLOGY

FashionGo Announces Launch of Drop-shipping Service

The B2B fashion marketplace **FashionGo** has announced a new service that will help businesses sell smarter, shop better and grow faster.

FashionGo Drop-shipping, which will be available in January 2022, will introduce automated payments to reduce friction and save time for retailers. Users will also be able to integrate their **Shopify** stores to add further convenience to grow their businesses. The service will be free to all new and registered buyers and is open to all vendors even if they do not currently sell on FashionGo.

The service provides a risk- and hassle-free way to onboard vendors with goods that are ready to be processed and shipped within a week. Through Drop-shipping, buyers won't

have to rely on storing and managing product inventory, allowing them to better scale their businesses and adapt to consumer trends.

"We are excited to be expanding our offerings to include FashionGo Drop-shipping, a service that will provide both buyers and vendors big and small new opportunities in a quickly growing retail industry," said Paul Lee, chief executive officer of Los Angeles' **NHN Global**, the parent company of FashionGo. "The need for a convenient and reliable drop-ship platform has never been more apparent, and, by using our credible platform with state-of-the-art technology, we intend to create a frictionless environment for users."—*Tyler Shultz*



FashionGo's drop-shipping service, which will launch January 2022, will be free to all new and registered buyers and is open to all vendors even if they do not currently sell on FashionGo.

REAL ESTATE



Southern California-based jewelry brand gorjana joins the roster of brands opening in the newly renovated Manhattan Village in Manhattan Beach, Calif.



Another season to spread some Joy!

During this continuing concern for covid, the California Fashion Foundation and the California Fashion Association continue to support our downtown community partners in celebration of Christmas.

A generous financial contribution will be made to the Boys & Girls Club of Los Angeles, the Boys & Girls Club of East L.A., Para Los Ninos, and the Alexandria House.

Our partners will distribute gifts to their guests based on donations received.

To contribute, please contact the California Fashion Foundation office: Stacey Rogers | stacey@calfashion.org

gorjana Continued from page 1

Among other tenants Anthropologie, Faherty, JOEY Manhattan Beach, Mercado, Vans and Urban Outfitters, Laguna Beach, Calif.—headquartered gorjana stands out for its elegant—yet down-to-earth—fine jewelry, founded by Reidel and his wife, Gorjana, through inspiration stemming from the beachside Southern California lifestyle.

"We have a significant customer base in coastal California that we are dedicated to servicing—this will be our 16th store in the state," Jason Reidel explained. "We continue to optimize our retail experience by responding to what our customers are shopping. This new store features a renewed focus on our fine jewelry with an entire wall dedicated to the collection."

Started in 2019, the redevelopment efforts at Manhattan Village were led by real-estate and investment-management firm JLL, which sought to attract premium retail, shopping, dining and entertainment resources to the 44-acre center. Upon its completion, JLL reported that the space would afford 648,000 square feet of indoor and outdoor experiences that would mirror the atmosphere of life in the South Bay region of Los Angeles.

"We have been working on transforming Manhattan Village into a lifestyle center that offers something for everyone in the heart of the South Bay," said Don Ziss, general manager of Manhattan Village, in a statement released in March. "We could not be more pleased to welcome these renowned establishments and think the local community will be equally thrilled."

Priced at retail from \$38 to \$700, gorjana's entry into Manhattan Village aligns with the brand's spirit. According to Jason Reidel, establishing a presence at Manhattan Village was an exciting move for the brand.

"Manhattan Village felt like a natural next step for us. This outdoor shopping center is quintessential California with its new, lush, open-air communal space and an incredible mix of retail and dining experiences offered by aligned brands," he said. "We're happy to be a part of a new, much-needed space for this rapidly growing community."—Dorothy Crouch

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Inside the Industry

VF Corporation has been named one of the World's Top Female-Friendly Companies 2021 by Forbes and Statista Inc. The lifestyle apparel, footwear and accessories company ranked No. 12 out of 300. The World's Top Female-Friendly Companies consists of multinational corporations evaluated and selected through an anonymous survey of approximately 85,000 women in 40 countries. "We believe in the advancement and empowerment of women and continuously strive to build a culture fueled by inclusion, powered by diversity and supported through equity initiatives," said VF's Lauren Guthrie, vice president of global inclusion and diversity. Survey respondents were asked to rate their employers on topics such as pay equity and parental leave. Statista also asked women to assess how companies used their platforms to market messages that promote gender equality.

MINDD, the lingerie company made for women who are sized D-plus, has announced a partnership with Victoria's Secret as its exclusive retailer. The two brands began working together in early 2021, creating a collection specifically for the Victoria's Secret audience. MINDD was founded by Helena Kaylin, who started her career in intimates at Victoria's Secret in 2005. She then went on to hold leadership positions at brands including Lululemon, Under Armour and Calvin Klein. Kaylin launched MINDD in 2020 and created a patent-pending technology named MINDDTech that addresses seven zones throughout the bra that help deal with key pain points experienced by women who are sized D-plus. MINDD is available on the Victoria's Secret website under the "Brands We Love" section.

Della Terra has tapped David Jassem to be chief operating officer for the sustainable, inclusive and ethical footwear brand. At Della Terra, Jassem will implement a program that allows the retail industry to grow in a sustainable direction. Della Terra plans to partner with stores to provide an alternative and sustainable shopping experience by shipping directly to consumers from the store, eliminating the need for carrying inventory. Jassem most recently worked with Chainson Footwear and Informa Markets and owned the David's Shoes retail chain in Southern California for nearly 30 years. During his time at David's Shoes, Jassem was an early adapter to computerized POS systems and digital shopping experiences in addition to working with accessible and sustainable brands.

PacSun has expanded its retail footprint by opening dedicated PacSun Kids stores across the United States. PacSun launched its kids' category earlier in 2021 and organized several kids' livestreams and pop-up events. The kids' category was designed without gender in mind to cater to the 4-to-14-year-old audience. The Pac-Sun Kids brand is featured alongside partner brands including Land Rover, Fear of God Essentials, Adidas, Santa Cruz, Vans and Champion. The first official PacSun Kids location opened on Nov. 4 at the Mall of America in Minnesota. PacSun plans to open five more PacSun Kids locations in 2022 and host more kids' events at the Cerritos, Calif., store and the Brea, Calif., store, where PacSun Kids locations are expected to open.

A Strong Showing for Buyers and Brands at Atlanta Apparel

By Dorothy Crouch Managing Editor

Affording access to contemporary, young contemporary, ready-to-wear, footwear and fashion accessories, **Atlanta Apparel** spelled success for both its exhibitors and attendees, who were excited to return to the trade-show environment. Bringing to the **AmericasMart Atlanta** their most-promising labels, showrooms and exhibitors offered style options across seasons during the show, which was held Oct. 12–16. Buyers were met with goods in Immediates, Holiday and Winter, and Spring and Resort, as they sought goods to refresh their inventory, prepare for the post-Thanksgiving buying spree and position themselves ahead of schedule for the coming year.

"I placed orders for sweaters, tops—all the things—dresses and Holiday apparel. I preordered some Spring things that I thought would be good to come in after January. I filled up on some Black Friday buys. Lots of P.O.s," said Abby Payne, who has been in the business since 2000 and is the owner of the Knoxville, Tenn., Josie's Boutique in addition to a beauty salon and Little Josie's Boutique—her store's children's counterpart.

"I love Atlanta because it is about a 3½-hour drive from my home so I hit that market four to five times a year."

Exhibitors were also feeling the momentum of retailers who were ready to shop and buy. Marty Rose, agent and distributor for **All Black Footwear**, reported interest in Immediates, Holiday and Spring. With wholesale price points averaging \$70, Rose mentioned that most buyers who visited the All Black booth wrote Spring orders, but there was another noticeable trend during this October market.

"In general, there was an interest in more dressy, which you've been hearing. We didn't sell too much dressy until a couple of months ago, and people were trying to grab whatever they could get," Rose explained. "Half of the orders had dressy on them. A third of my orders were Immediates for whatever people could get right away because they were des-



Buyers and brands reported successful visits to the recent edition of Atlanta Apparel, as visitors stocked up on Immediates, Holiday and Spring goods.

perate for Fall goods that other people couldn't deliver or that they had underbought."

At D'Element Style, founder Doris D'Angelo reported that buyers were searching for unique pieces. With wholesale pricepoints ranging from \$88 to \$300, D'Angelo represents 20 brands including **CeliaB**, **Clyde**, **De Loreta** and **Scarlett Poppies**. Her clientele caters to the 25-60-year-old set. D'Angelo noted that the buyers who stopped by hailed from Virginia, North Carolina, South Carolina and Georgia locals, and they were ready to buy.

"None of my brands are typical. People are really looking for different and that is why we're doing so well," D'Angelo said. "They were much more willing to try new things. As vendors, or as reps and showrooms, we shouldn't be afraid to have new and interesting product.

On the buyer side, general manager Jackie Wright, who

works with 29-year-old **The Willow Tree**, a family-owned Alabama operation founded by Kim Kidd, was searching for goods to suit the varied range of customers—from 20-somethings to 80-year-old women—that shop the retailer's two locations, one in Centre, Ala., and the other in Gadsden, Ala. Placing orders for Immediates, Holiday and Spring, Wright noted that the boutique's retail price points range from \$25 to \$200. As a destination that seeks to have something for every shopper, The Willow Tree mixes fastfashion items that wholesale between \$15 and \$25 with higher-cost, premium-branded pieces.

"For Fall and Holiday we have bought more dressy apparel—more glitter, more sequins. Purple was a color we purchased a good bit of. Purples and pink—of course, we always buy pink," Wright said. "We were looking for things across the board. We were looking for some things to go ahead and try to get in before Christmas and also be on the front end of Spring shipping, too."

Sales manager Cody Weaver, who represented **Dolce Vita**, mentioned that buyers wanted to know what products they could receive immediately due to supplychain challenges that are affecting inventory. Seeing a large push for Spring goods, Weaver also noted that there were a lot of orders for the first quarter of season.

"Two of the biggest trends that are new would be white Western boots and wooden clogs," Weaver said. "They are buying boots and sneakers and all the same stuff we've been selling for the last two years, but those are the two that stood out."

Thinking about the Atlanta Apparel experience that the Dolce Vita team had, Weaver noted an exciting milestone achieved during the show.

"We had our biggest regional show in our history," said Weaver. "It wasn't quite **Coterie**, it wasn't quite Vegas—we always have big shows there—but for a regional show it was our biggest ever."

T-SHIRTS

Skid Row Continued from page 1

The pair initially met at the **Agenda** trade show nearly a decade ago and formed an instant bond over their love of fashion and subculture. They launched Skid Row Fashion Week in 2019 and began selling at the **Melrose Trading Post** flea market.

The brand's T-shirts provide thought-provoking graphic messages that aim to spark conversation. The shirts are made with 100 percent cotton and are made in downtown L.A. by the homeless living on Skid Row, who are employed by the brand. Sebastian and Marshall understand that the last thing the world needs is another T-shirt, so the brand was created with a conscious effort to have an impact on the community and looked to companies such as **Patagonia**, **TOMS Shoes** and **Homeboy Industries** for inspiration.

After starting with Thanksgiving and Christmas events on Skid Row, the brand believed it could do more than onetime events a few times a year and aimed to provide a lasting impact

Homelessness continues to rise in L.A. County with the 2020 annual count showing over 66,000 people living on the streets, in shelters or in vehicles, a 12.7 percent rise over 2019. L.A. County called off the 2021 count, citing concerns about COVID-19. The brand says it's important to reinvest in the community and set future generations up for success.

"We believe it's mandatory." Marshall said. "This generation has more of a responsibility to set up our next generation. Based on the Millennial shift that occurred within the last 10 years with online shopping and your local neighborhood stores disappearing, it's up to local entrepreneurs to reinvest in their communities by way of after-school programs, arts programs, transformational learning and job-creation centers that not only provide income but inspiration."

Skid Row Manufacturing prints and manufactures all of the brand's products while providing jobs and job training for the homeless. Skid Row Fashion Week has worked with downtown L.A. Neighborhood Council board member Wendell Blassingame, who has been recognized for his efforts to helping the less fortunate on Skid Row, recruiting some 28 workers. Marshall said there are plans to continue to build on its production processes to help make a stronger impact on homelessness in L.A.



Skid Row Fashion Week products are made in downtown L.A. by homeless people who are employed by the brand

"We are building a vertical distribution and manufacturing enterprise center in DTLA. We're creating a platform where the homeless and individuals who are from our community can reenter society through our Skid Row Manufacturing hub and learn silk screening, quality control, inventory management, customer service and, most importantly, wraparound services that will offer transformational learning," Marshall said. "We're partnering with Los Angeles homeless programs to help as many people as possible."

Skid Row Fashion Week has hosted pop-up events that benefit L.A.'s homeless population by providing free showers, haircuts, food and a clothing drive. A percentage of the net sales go into programs developed by Skid Row, future

charitable events, distribution of toiletries and the implementation of various health-focused initiatives.

The brand also provides home goods and other items to those who have recently transitioned from homelessness to permanent housing, including comforters and other essentials that allow them to feel like residents in their spaces. The brand is excited for what the future holds as it continues to grow.

"Imagine what this brand will do when half the size of **Supreme** or **Bape**," Marshall said. "Today we're sold in **Dover Street Market**, and those sales help bring showers, socks, underwear and hope to the hopeless. People should know the more clothing we sell allows us to help more people. We're changing lives one design at a time."

Material Exchange Acquires Olah Inc. Agency

By Tyler Shultz Assistant Editor

Material Exchange, the fast-growing international virtual marketplace, announced it has acquired the agency division of Olah Inc., a New York-based firm focused on the denim and sportswear industries. The acquisition expands Material Exchange's digital platform beyond global digital sourcing into expert services, especially in regard to sustainability.

Olah Inc. started as a Canadian textile agency that has grown into a multifaceted consultancy. The company helps companies develop their fibers, textiles and apparel sales in North America. It is also the parent company of the **Kingpins** show, a denim-industry trade show that serves as an important resource to the community.

Olah has also created the **Transformers Foundation**, a nonprofit that addresses and makes changes in the denim supply chain, focusing on social responsibility, sustainable cotton, responsible chemical management and consumer education.

Material Exchange initially met the Olah team during the COVID-19 pandemic through a **United States Fashion Industry Association** webinar and began working together in July 2020. As trade shows and other events were hosted online to help combat the spread of the virus, Material Exchange helped launch the online materials database, Kingpins Exchange, to bridge the

Kingpins Exchange showcases Olah's denim collections, offering a digital sourcing marketplace for buyers to efficiently and sustainably find the materials they need. The Olah team has been utilizing the Kingpins Exchange for over a year and has found it extremely useful in helping navigate the denim industry.

Over time, the partnership continued to grow and developed into a close cooperation with both companies realizing it would be mutually beneficial to merge, according to Jessica Sundstrom, CMO and CRO for Material Exchange.

"Material Exchange has spent the last couple of years developing and refining our revolutionary digital platform so



Material Exchange's Chief Executive Officer Darren Glenister (left) and Olah Inc. CEO Andrew Olah (right) began working together in 2020. Over time, both companies agreed it would be mutually beneficial to merge.

that materials suppliers and buyers could easily connect on a global scale. With Material Exchange recently launching the Expert Services branch of our offerings, Olah Inc.'s in-depth knowledge becomes critical in providing the quality we pride ourselves on. Now, buyers will have support from a broad range of material experts, leveraging the industry expertise of these experts to find the materials they need," Sundstrom explained. "Conversely, Olah Inc. will be able to take advantage of the powerful technology behind the Material Exchange platform, enhancing their human experience to the benefit of anyone using the platform."

As part of the acquisition, Andrew Olah, chief executive officer of Olah Inc., will join the Material Exchange advisory board. Olah Inc.'s Kingpins and **Kingpins24** shows along with the Transformers Foundation will operate separately

from Material Exchange.

The acquisition helps both Material Exchange and Olah Inc. reach sustainability goals they set for themselves while also increasing the potential of what could be accomplished by working together.

"Traditionally, materials sourcing has been an expensive, complicated process involving long timelines, physical swatch sending and international travel. The digitalization of the industry is incredibly important and necessary in order to move the industry forward sustainably. The acquisition further cements our efforts to sustainably transform the industry in that it will improve the digital experience on both the buyer and supplier side of the process as well as provide continuing support in making these valuable connections," Sundstrom said.

Material Exchange recently launched its digital Marketplace as a next-gen sourcing platform for the footwear and apparel industry. Suppliers and brands will be able to use the materials management system to maintain a library of their materials, documents, certificates, communication and showrooms.

The Marketplace provides streamlined data for transparency, increased efficiency for reduced cost and less waste for sustainability and has been proven useful through months of beta testing. One of the features uses smart-search functionality to help brands and buyers find materials that meet their specific needs for sustainability and quality, regardless of the supplier's location. It also includes several curated exchanges, which makes it even easier for brands to find material types. Kingpins Exchange is one of the included exchanges.

Material Exchange continues to grow with more buyers, suppliers and materials being available on the platform. The company believes the faster digitalization in the industry happens, the faster waste can be reduced across the board and the better the go-to market potential is increased. •

TRADE SHOWS

Main Street Events Announces February Launch of ILOE Studios—Las Vegas

By Dorothy Crouch Managing Editor

Entering the February trade-show roster, family-run Main Street Events recently announced the entrance of ILOE Studios—Las Vegas in 2022. Taking place alongside Womenswear In Nevada at the Caesars Forum Conference Center, the Las Vegas edition of ILOE Studios will run Feb. 14–17. Main Street Events Chief Executive Officer Jeff Zuckerman noted that Main Street Events had been developing the concept since 2019 and will be focusing on forging connections between buyers and better-contemporary fashion brands that will embrace creativity, afford collaborations and fortify this community within the apparel market.

"We've been wanting to move into the Las Vegas market for a while, and we got the opportunity to be able to pick up space and co-locate with the WWIN show at the brand new center there," said Zuckerman, who also owns the **Leona Lee** brand. "We've really been working on positioning ourselves within the market, getting our connections and making sure we have that really good community feel that we're working toward at our show."

Building on a brand started by Zuckerman's father, Al—who has been in the apparel business since the 1970s—Main Street Events launched the ILOE Studios concept in 2013 with a Chicago edition of the show. As the event producer suspended its 2020 and 2021 Chicago editions due to the COVID-19 pandemic, it was also examining how to branch out once the industry was ready for a return to on-site events. The result of this brainstorming was the introduction of a semiannual Las Vegas event to be held during the traditional apparel-exposition calendar in February and August and a return to its original show with **ILOE Studios—Chicago** returning March 27–29.

"My dad was the founder of Main Street Events," said Zuckerman. "He started it on the manufacturing side with three of his competitors. Slowly but surely we have been building out the business, and now it's my turn to take over at the helm. My dad is still there, he still has the relationships, he has not left the company at all—he has transitioned into what we call the chief relationship officer and is all about making



Main Street Events CEO Jeff Zuckerman follows in the footsteps of his father, whose apparel-industry legacy goes back to the 1970s. ILOE Studios—Las Vegas will be built on the same concierge-like service that is the hallmark of a family-run business.

sure there is that white-glove service at the end of the day, making sure that everyone has that voice that they can call and be taken care of."

While ILOE Studios—Las Vegas is a family affair, the Zuckermans feel as though the people they know from within the industry are part of their familial unit. Adding to its fam-

ily, Main Street Events has brought a group of industry veterans to fortify the ILOE Studios brand of shows.

"We just brought on Ann Cleary, who is our vice president of fashion development. She had been working at **Stitch** at **Informa** for the last couple of years and with **Business Journals**. She has come on board, and she is really helping to craft and curate a great experience in terms of brands and retail stores—helping us build that up," Zuckerman explained. "We have a family type of business and family feel and that close-knit community feel that we want to prioritize, but we are bringing in some heavy hitters who are able to make a good impact in the marketplace, too."

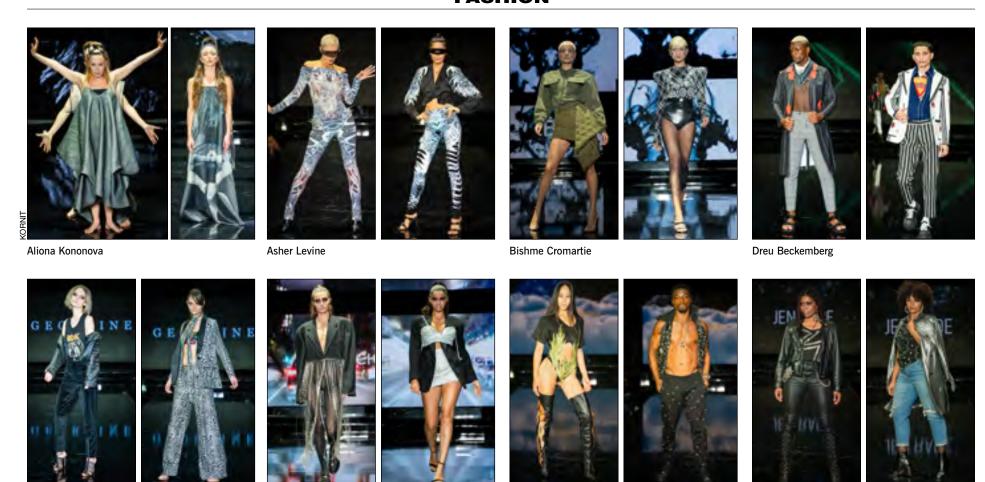
Through its collaborative relationship with WWIN, ILOE Studios—Las Vegas seeks to embrace a crossover atmosphere. There will be a single registration that affords access to ILOE Studios—Las Vegas, WWIN and the latter's launch of **ADORN**, a dedicated accessories section of the show. Blending the experiences of producing a trade show that caters to luxury with the desire to create an elevated atmosphere is a formula for success.

"It is this commitment that allows us to create a trade show that will deliver a profitable return-on-investment and build new partnerships between our exhibitors and buyers," Cleary said. "Our entire team is here to work with you to ensure your success as we all move forward to make an additional investment in the future of the greater fashion community."

For its ILOE Studios—Las Vegas show, Main Street Events will cater to its buyers through connection building but also amenities such as a retail concierge, complimentary lunch, cocktail hour and coffee networking sessions. As it builds a community, ILOE Studios—Las Vegas is also courting its international retail community, which includes representatives from Italy, Greece and Germany.

"Most importantly, it is having that veteran team working to make something that works, is impactful, is convenient and is very service forward in terms of how we interact with our constituents at the show—both buyers and brands," Zuckerman explained. "That is the key. At the end of the day, we are here to make the experience of transacting business exceptional."

FASHION



Kornit Fashion Week Showed Off the Latest in Fashion Technology

Downtown Los Angeles was the setting for the **Kornit Fashion Week LA + 4.0 Industry Event** held Nov. 2–5 by **Kornit Digital** that featured runway shows—both in-person and virtual—and panel discussions. Each day was finished with a tour of the company's newest production facility, Denim FWD.

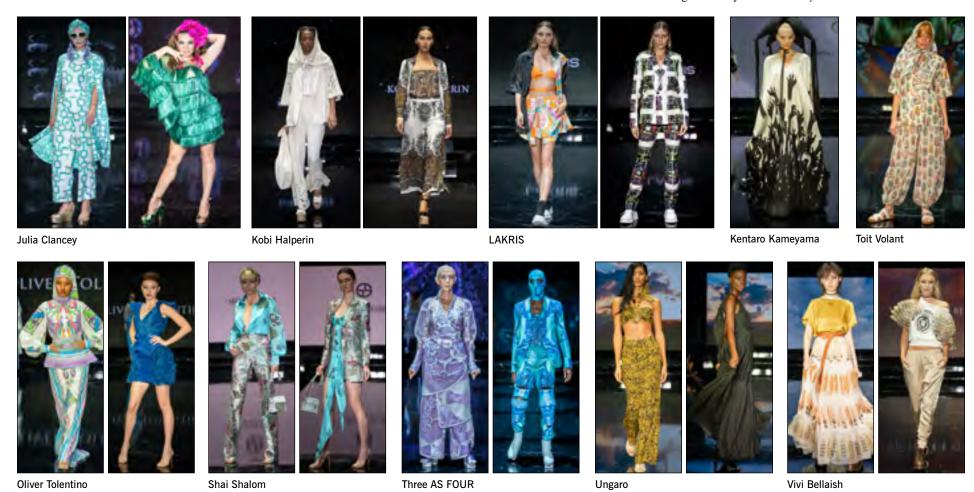
The event began at the **Exchange**, where fashion shows were hosted for the on-site audiences and virtual viewers, who were able to see designs by artists including Marina Leight, **Onalaja**, Toit Volant, **O.Low by Orit Lowinger** and Kentaro Kameyama, the season 16 winner of "Project Runway." Also making its debut during the show were the new **Naot Footwear** sandals made with sustainable and eco-friendly materials in collaboration with **Nova Milan**, a green technology company that uses agricultural waste such as pineapple leaves and banana peels to create an innovative plant-based leather.

Down the street, in the Alexandria Ballroom at the Alexandria Hotel, attendees were able to listen to leaders in the fashion industry speak on a variety of topics. Keynote speakers included Carlos Arias of Denim FWD, Marci Zarrof of ECOfashion Corp, Chris Blakeslee from BELLA+CANVAS and Marta Miller from Lefty Productions.

Panel discussions were led by leaders from a variety of industries and featured Dana Todd, founder and CEO of **Balodana**; founder of **Arizona Fashion Space** Sherri Berry; supply-chain expert Lisa Morales-Hellebo; fashion designer Julia Clancey; Kornit CMO Omer Kulka; **Digital Bias Consulting** President Michael Sanders; and Ketty Pillet, vice president at **Gerber Technology**. Topics included the importance of digital and on-demand printing within the industry and how these advancements can make the apparel business more sustainable.

Following the panel discussions, Kornit offered transportation to visit its newest production facility, Denim FWD, where tours of the facility were given along with demonstrations of the latest Kornit products, including the debut of the Kornit Presto MAX, the newest offering from the technology company and the first digital-printing system that allows white to be printed on dark-colored fabrics.

The MAX technology was previously introduced with the Kornit Atlas MAX system, which was shown during the demonstration printing 3D designs on shirts using XDi technology. The Atlas MAX system can use any image and turn it into a 3D print. In addition to the Kornit products, a demonstration of the GERBERcutter Z1 by Gerber Technology showcased the latest technology in computer-controlled automated cutting. The facility also works on other aspects in the denimfinishing process, including washing and using layers to print designs directly on denim.—*Tyler Shultz*











Releasing Its Natural Selection Capsule, SFI Focuses on Eco-Wardrobe Staples

Unveiling its second capsule collection, Los Angeles denim factory **Star Fades International** announced its goal to showcase its take on the staples at the center of consumer wardrobes. Creating a complete denim wardrobe, SFI remained true to its core values of sustainable, greener practices.

Relying on different fabrications that speak to an eco mission, SFI released jeans including the Lizette High Rise Skinny in cotton, eco elastomultiester and eco elastane, and the James Slim Fit in organic cotton and elastane.

The Tahni High Rise Skirt and Kaia High Rise Pleated Wide Leg comprise cotton and Tencel, while the Charlie Pop-Over Jacket is made primarily in cotton. The Florence Full Sleeve Shirt is constructed in 50 percent Tencel and 50 per-

cent cotton. The Dillon Shirt is made of 100 percent organic cotton, as are the Cassie Short Sleeve Tee, Taylor Oversized Shirt and Nellie Oversized Shirt. The Dalton HR Stovepipe and Livy Chore Jacket in addition to the Keith Shirt Jacket and Stella Short are made using 100 percent cotton.

SFI's Sid Jacket and Cash High Rise Straight Leg rely on 100 percent post-industrial-waste cotton, while the Bradley Jacket and Wyatt Jean include mainly organic cotton.

Through the SFI design center and laundry, the company applied natural dye processes and greener wash applications to the Natural Selection collection. Using its Pure Color natural dyes, made from the earth's soil, SFI applied these formulations with **ZDHC**/GreenScreen-certified sustain-

able mordant. Pieces were finished with PureSoft softeners, thereby maintaining the all-natural approach. The Pure Color application reduces the water usage and energy consumption required by direct and reactive dyes.

For its bleached and acid-wash looks, SFI relied on Officina+39's Clear Fade waterless process. This alternative wash bypasses chlorine and potassium permanganate and reportedly reduces water and energy usage compared with traditional acid-wash processes in addition to reducing EIM scoring by 32 percent. The company's Bluesign and ZDHC level 3–certified Bio Coating affords a leather hand to the high-rise cigarette fit, using raw materials—including 55 percent natural resources.—Dorothy Crouch









Go Beyond the News and Behind the Scenes

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





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* FABRIC PURCHASING AGENT *

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- * Place & process raw material purchase orders including confirm delivery dates
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- * Follow up with vendors on raw materials bulk submission rejections & approvals
- * Follow-up with vendors to ensure that production samples are executed correctly and timely.
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- * Daily process tracking progress through RMPO tracker. Identify items that may present delivery delay & address accordingly.
- * Review ready lists from vendors prior shipping to verify accurate quantity & date
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- * Monitor shipments to ensure that goods come in on time, & in the event of problems trace shipments & follow up undelivered goods
- * Request & process shipping documents including invoice payments & standard fabric weight Send resumes to: claireg@felinausa.com

* SHIPPING CLERK & RECEIVING CLERK *

Apparel company needs:

 $\hbox{SHIPPING CLERK}$

Experience in handling all paperwork for shipping out garments to stores like Ross, TJ Maxx, Tillys, Boot Barn, Buckle must know how to do the routing of stores, EDI, order entry, invoicing work with warehouse staff to schedule shipments.

RECEIVING CLERK

Handle all paperwork enter in computer system receiving of fabrics , returns, inspecting fabric measuring widths and shrinkage test, receive cuts from cutting service and prepare fabric to go to cutting service, must drive forklift and use of pallet jack.

Email resumes to: cecy@lunachix.com

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We specialize in Denim:

- *Spreader will be responsible for spreading fabrics based on the cut order.
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- * Walk-ins welcome

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Dress company needs Organized individual for Import Department Assistant position.

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Top 10 Reasons to choose the New Mart for your West Coast Showroom

1 The New Mart is located in the heart of the Los Angeles fashion district.

2 The New Mart's 24/7 security guard daily services provide tenants with a safe and comfortable work environment.

3 The New Mart's 100 showrooms feature 500+ world renowned fashion brands.

4 Los Angeles leads the way in setting global fashion trends as the Entertainment capital of the world.

5 With a strong focus on buyer incentives, the New Mart offers an intoxicating charm that is second to none.

6 Our safety protocols allow you to reconnect with your buyers so they can touch and feel tomorrow's fashion in person.

7 We provide ala carte tenant services including:

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- Podcast Studio
- Conference Rooms
- In-House Catering.
- 8 The soon-to-be completed 15,000 sq. ft. Fashion Runway and Event Space will have state-of-the-art A/V equipment to promote your brand.
- 9 In addition to hosting 5 LA Markets each year, the New Mart is open for business every day.
- Eisenberg Foundation
 that owns the New Mart
 donates millions of dollars
 every year to charities
 focusing on cancer research,
 elder care and a myriad
 of well-deserving causes.







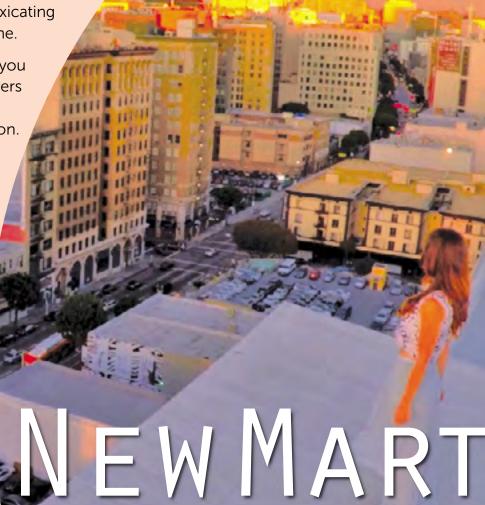












With nearly a century of Los Angeles history, and the first highrise in downtown L.A., the New Mart has always been an innovator in the Fashion Industry—evolving from a leading apparel manufacturer to the West Coast's premier apparel wholesale destination.

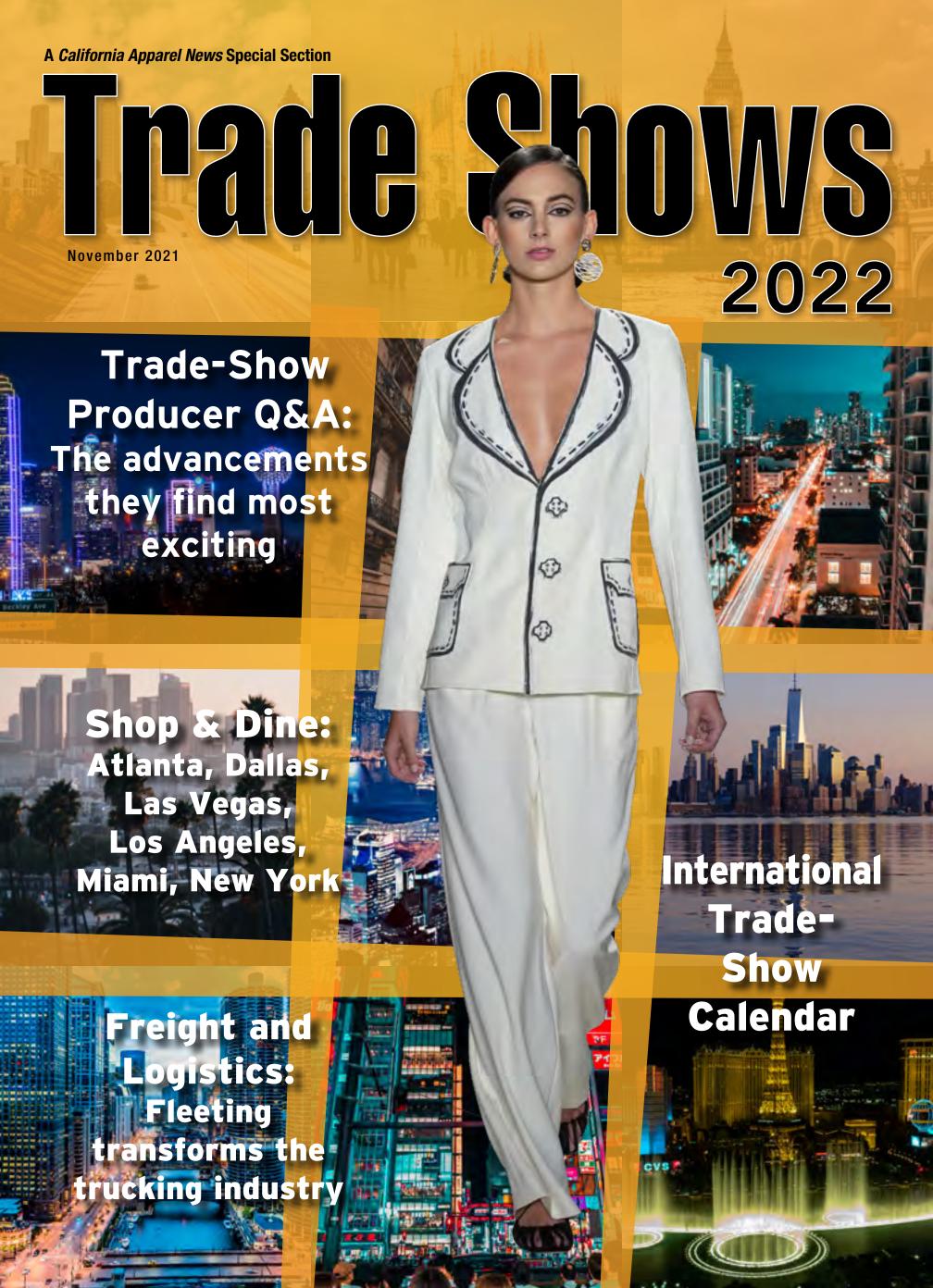
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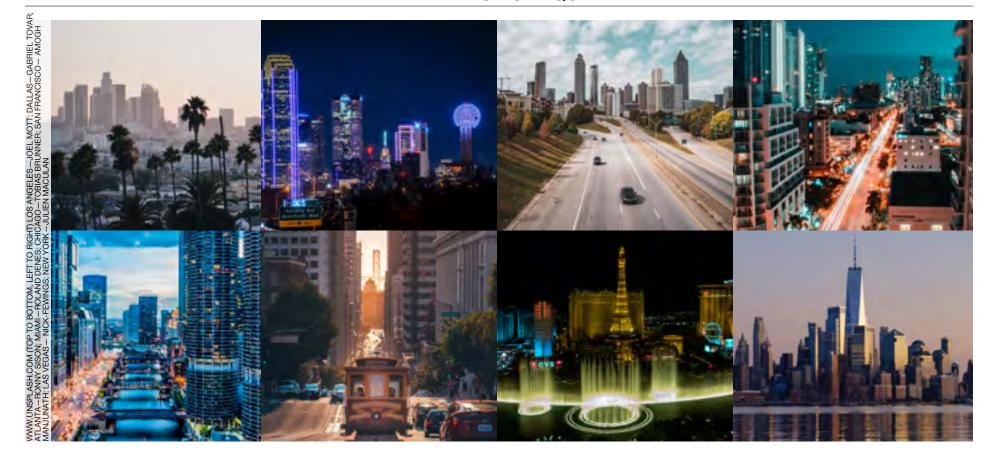
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What shifts or advancements in trade-show production are you most looking forward to over the coming year?

By Dorothy Crouch Managing Editor

During 2021, the apparel industry saw it all as the devastation of 2020 was followed by hope and recovery. Now, as the fashion business ends this year, there is a continued atmosphere of hope as the industry looks back at COVID-19 in the rearview mirror—it's still present, but the distance from it continues to grow.

The latter half of 2021 saw enthusiasm for returning to on-

site apparel productions as event organizers took with them the lessons learned over the course of 18 months defined by video meetings and a few in-person shows that conducted business safely and steadily.

With exhibitors and brands happily returning to the tradeshow floor filled with gratitude for opportunities to come together and conduct business, an atmosphere of serious buying has been apparent during recent on-site events. It seems everyone has learned a lot from the time away and, now, a welcome return, but what is next for industry events? With trade-show calendars quickly filling up for 2022, California Apparel News asked event experts: What shifts or advancements in trade-show production are you most looking forward to over the coming year?

Jennifer Bacon Show Director, Fashion and Apparel Messe Frankfurt, Inc. Texworldnewyorkcity.com Apparelsourcingnewyorkcity.com



It is evident that how we do business is changing—it must change.

For us, this change can be seen in all areas of the business from expanding our reach and implementing new technology to obvious safety protocols. Earlier this year, we strengthened our relationship with the leading West Coast sourcing event LA Textile. Our continued cooperation with LA Textile is indicative of the changes happening

across the industry as we adjust to widen our reach while being conscientious of the obvious travel and safety concerns encountered by buyers nationwide. This relationship is a winwin; having two regional events affords exhibitors and visitors access to markets coast to coast.

The onset of the pandemic accelerated our plans for the future as we developed a hybrid showroom unlike any other. The Sourcing Showroom incorporates our virtual technology into the overall platform. Buyers are able to experience the touch and feel of fabrics and apparel, and with a simple QR scan connect with exhibitors through the virtual platform without leaving the event. Unveiled this past July during our summer show, it was well received by exhibitors and attendees alike. As a globally diverse trade show, Texworld and Apparel Sourcing New York City have been faced with the ongoing challenges of travel restrictions and quarantine regulations for our international exhibitor base. The Sourcing Showroom ensures that the textile-sourcing community is able to continue to network with suppliers across the globe.

As we continue to move forward with our in-person events, providing a safe environment to conduct business is paramount and the biggest incentive surrounding the shift from the

overcrowded show floors to more-concise areas of networking. We can all agree that being face to face is irreplaceable, and we see that excitement and anticipation as our exhibitors from India, Turkey, Bangladesh, the U.S. and other countries commit to joining Texworld and Apparel Sourcing New York City this January. As trade shows continue to evolve, we will remain focused on elevating our shows to meet the changing needs of the textile-sourcing industry.

Tricia Barglof Executive Director OFFPRICE Show offpriceshow.com



The most highly anticipated shift we're looking forward to in 2022 is continual opening of face-to-face events! At OFFPRICE, we have been able to produce two successful live events in 2021, and we couldn't have done it without advanced technology attuned to the buyer's needs. AI-driven chat bots offer the ability to communicate consistently with our attendees. Lead-retrieval smartphone scanners eliminate the need to

exchange contact information. No-touch registration is a quick way for attendees to get on the floor. And pre- or post-show digital platforms help facilitate year-round relationship building and product sourcing, creating a support system when not face to face. Technology is key to success.

Attendees will be choosy when deciding what shows to attend, so creating a seamless experience from start to finish is now the norm. Using matchmaking assistance or omni-channel customer service, trade shows are about human connection—even if it's six feet apart and as we remain flexible in the ever-changing landscape of public health. Creating the experience, whether it be done with fireworks and passed champagne or specialized tours and fun giveaways, is necessary to foster the buyer relationship. Trade shows are symbiotic, and when the buyer thrives so will the show.

Raphael Camp CEO Eurovet Americas eurovet.com



For 18 months we have not been able to organize live trade shows. Like many industry players, we partnered with some virtual platforms and launched successful online events for Curve and Interfilière. We produced a wide diversity of content to inform our clients about the intimates apparel industry, ecommerce and social media. A lot of the content we created was leveraging the creativity of the lingerie

brands, our exhibitors, and the inspiration of our visitors, the specialty stores of our market.

When in August 2021 we were able to come back to N.Y.C. and L.A. with our Curve live shows, we realized that there was an opportunity to offer a different experience to our visitors and continue to produce more content for them and their online followers. Our visitors are specialty-store owners. They are incredible ambassadors for the lingerie world. Over the years, they have become excellent social-media users and great influencers about the brands they carry. Their clients, the consumers, trust their choices, the level of authenticity they convey and that they often cannot find directly from the brands.

When they visit Curve, the store owners are now embarking on behalf of their social-media followers in their shopping journey. They ask their opinion about new products they find at the show and help them feel special by preordering some collections even before receiving the merchandise in their stores. At Curve, we want to continue this trend in 2022 and the coming years and create memorable experiences and media content for our clients. We are very proud to help the intimate-apparel industry move forward.

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Trade-Show Q&A Continued from page 3

Devon Damelio
Associate Show Director
Collective Shows
swimcollective.com
activewearcollective.com



2022 is going to be a big year for Swim Collective and Active Collective as we return to in-person events with an entirely reimagined experience and format as well as a new beachfront resort location at the Paséa Hotel & Spa in Huntington Beach, Calif.

The Paséa is the ideal backdrop for us to deliver on our mission to create a unique luxury experience where everyone can really engage

with the swim and active culture with a keen focus on providing a marketplace experience that is an immersive luxury retreat for both retailers and brands.

The shows, which have not been staged since the start of the pandemic, will introduce refreshed branding, all new displays and immersive activations for retailers to not only see but also feel and try for a more elevated product experience. The new format truly supports brand storytelling and the ability to share the heritage and lineage of the textiles behind the products they are experiencing.

Our new look includes neutral displays and all-white fixtures to create a blend of luxury and minimalism that will highlight and allow the merchandise to be showcased more than ever before. The event experience includes contemporary cuisine, exclusive sunset-cocktail events and lush amenities to create a unique experience and mix of business and pleasure.

The vision has been welcomed with enthusiasm from our community of brands and buyers, and we look forward to reuniting with them for Swim Collective and Active Collective.

Betsy Franjola Founder PREFACE prefaceshow.com



Here we are, getting ready to turn the corner to 2022...and things are back in action! People are meeting in person and excited to interact in real time and space. Trade shows are all about connecting, and the excitement to be back in a physical way is palpable.

COVID-19 gave rise to a lot of creative thinking when it came to connecting people to products, and I can't wait to see how this is applied

to this year's events. PREFACE will be back in N.Y.C. this January with our biggest show yet, and we have some special events planned to enhance our unique inspiration experience.

Veronica Gruneberg Vice President of Partnerships Agenda agendashow.com



The trade-show industry is undergoing a significant transformation as we see pressures on the overall value proposition. Purposeful and relevant production is a critical component in creating memorable and tangible experiences. Production of experiences that amplify brands and engage attendees is necessary for our industry to thrive. The acceptance of virtual and hybrid components as essential elements of trade

shows has added a new dimension to on-site event production. The ability and capacity to integrate content across multiple channels and extend the value of events well beyond the event itself are now a reality.

Desiree Hanson Executive Vice President of Fashion Events Clarion Events wwinshow.com



Over the past year, the WWIN team became closer than ever to our customers. We discovered that our industry was embracing technology in a deeper way than in the past yet still has a high demand for in-person and tactile experiences. We continue to learn and find out exactly what they need and format our event to service those needs. We've gone back to our roots of traditional marketing, personalized outreach and

providing a hands-on concierge with offerings like our MATCH! meetings program.

As we plan for the coming year, we have an increased focus on the on-site-event experience—people are craving face-to-face meetings, and in an industry like fashion it is paramount for them to see, touch and feel the products they are purchasing for their stores. During our WWIN February edition, we will be enhancing our activations, experiences and educational offerings through live demos, guided trend tours and relevant workshops to bring elevated energy to the show floor. In addition, we are continuing the hospitality offerings that our customers have come to know so they can focus on the important things like writing orders and exploring new brands.

Our signature networking reception, "Pop, Fizz, Clink," will return featuring a hosted full bar and extended hours to shop the show floor. We are consciously curating our show floor to optimize the buyer experience and navigation as well as delivering brands that buyers are seeking and the products that match their specific needs. The merchandised show floor will include the newly launched offering ADORN—an exclusive accessories section of WWIN covering select aisles of the show floor.

WWIN is looking forward to hosting our February edition at the new state-of-the-art venue at the Caesars Forum Conference Center, which is both aesthetically inspiring as well as conveniently connected to the strip and accessible through any means of transportation.

We were impressed by the high quality of committed buyers that we saw at our August 2021 show and expect to continue to see both familiar and new faces in 2022. The last few years have tested the strength of business owners across many industries, and we are truly grateful to our loyal WWIN customers who stuck with us and embraced new ways of doing business to drive their businesses forward.

Kelly Helfman Commercial President Informa Markets Fashion magicfashionevents.com



We are excited to continue our return to live events with the advantage of also bringing digital solutions that help drive a richer omnichannel experience. We're offering our community the experience they've grown accustomed to in their daily life—the opportunity to connect with and research products and suppliers online before making a purchasing decision. But most importantly, I am excited about the

continued evolution toward sustainable practices in our industry and how we encourage that through our events.

While sustainability has always been a focus for us, this year we have amplified those efforts and will continue to do so in new and more meaningful ways next year. We launched a Sustainable Alternatives Gallery at our August Sourcing at MAGIC event and a shoppable mock-shop experience featuring sustainable products at our September Coterie New York event in addition to moderating a panel as part of Climate Week.

A few years ago, we moved to digital badges to eliminate paper waste, and this year we also removed carpeting. Next year, we will continue to amplify sustainable brands and find ways to eliminate waste and move closer toward being a net-carbon-zero event. We will also expand our education and live-experience offerings, providing timely learnings and of-the-moment information on sustainable products and brands so that we can support the transformation of the fashion industry—something we are truly passionate about.

Jim Iwasaki President and Chief Visionary Officer OC Apparel Show ocapparelshow.com



I have over 22 years of experience in technology working with companies that use cutting-edge marketing. I also have over 15 years in the apparel industry as a retailer, buyer and on the wholesale side as a rep. With that said, I can honestly say that the apparel industry has a lot of growth ahead of it. We may see a bit of a step back in technology for the trade shows. We moved light years during COVID-19 with Zoom ver-

sions of shows and individual meetings. This, as we know, was a necessity for survival during a time that we all were quarantined in our homes.

Now, looking into 2022, I think that we have missed seeing people face to face and touching merchandise. Our passion was taken away by forcing us to see new lines either via cameras and monitors or getting boxes of samples only to not give the lines a fair assessment due to time restrictions or lost information to coordinate a quality presentation.

I have found that simple websites are not giving adequate information about a show. For some reason, the apparel industry doesn't see a website as something that can enhance a business. I look at it as a tool to tell your story. Think about it, nobody can show a line in its entirety and tell the design story like the designers and people that put the line together and why certain details, colors and trim were used and what influenced them.

I would love to see augmented reality used by vendors. I would love to see companies with hangtags or even tags in garments with the ability to tell a story. Show how the product can wick moisture and show how you benefit from buying and wearing the garment.

Gilles Lasbordes General Manager Première Vision premierevision.com



The last year and a half has been full of uncertainties. Physical events couldn't take place, which led to the increasing development of digital shows. Over the coming year, this digitalization of the events should go on developing as it's now inevitable, especially if you're an international company. However, going digital can't be the only solution for the industry. And with a likely stabilization of the world's situation and

the reopening of international markets such as the USA and Asia, we can expect a comeback of strengthened physical events.

In fact, physical and digital are more interrelated. We can thus expect events to be more hybrid. The digital content and features are complementary to what you can achieve with a physical show, especially in our fashion sector. That's what we experienced with our last Première Vision Paris show in September, which was the first hybrid we've organized and the first physical edition in more than a year. At a physical show, you can more directly strengthen your relationship with your partners and discover new ones more easily. For the fashion sector, where the touch and the feel of the product is crucial, physical shows can help create the future of a collection by providing inspiration through dedicated fashion areas but also by facilitating the sensitive meeting between buyers and materials.

On the other hand, the digital part of the show, which took place on our website and on our marketplace platform, was also a big success. Besides the development of new functionalities to provide reinforced networking features to help fashion brands and suppliers strengthen their interactions and develop their business, we had a digital program to keep the industry professionals informed: digital trend talks, a virtual 3D forum and a live sourcing session to give inspiration and the main seasonal orientations to buyers, as well as a series of 15 online conferences to explore the topics facing the industry: the latest trends, market developments, sustainable fashion.

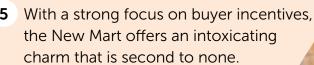
Speaking of eco-responsibility, it is one of the most striking and growing evolutions for the industry in recent years. We can expect it to be omnipresent in future shows too. At Première Vision, we will increase the development of our

Trade-Show Q&A page 6

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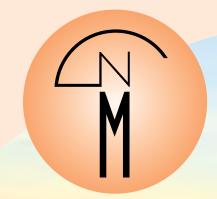
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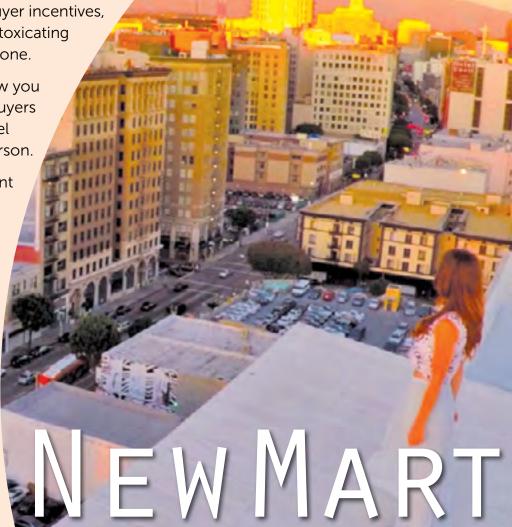












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With nearly a century of Los Angeles history, and

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Trade-Show Q&A Continued from page 4

Smart Creation program and platform we launched in 2015. Online and on-site, we will go on showcasing the latest creative and eco-responsible developments of our exhibitors. Regarding the physical show's organization, we are already working to reduce energy consumption and our carbon footprint and also to recycle materials such as booths and carpets.

Meryl Mandelbaum Managing Director Designers and Agents Designersandagents.com



While D&A is always re-evaluating ways to improve the experience for both retailers and brands, the foundation of our model has remained consistent. The trade show is, first and foremost, a platform for the discovery of new resources for retailers and the opportunity for both emerging and established brands to increase their bandwidth through exposure to the right audience.

The goal at D&A is to deliver those objectives in the best way possible and through these efforts build a tremendous sense of community, which was very evident at the recent September show.

The September edition challenged us in new ways as a result of COVID-19, and we took the time to review every aspect of engagement for exhibitors and attendees. The registration process, layout of the show, food service as well as other aspects were all taken into consideration and revisions were made. The tremendous enthusiasm in response to the return of business in real life, the retailer confidence and general sense of resilience were really encouraging.

We are currently reviewing possible initiatives for the upcoming shows. In the past, D&A has highlighted and hosted designers from various locales and has been a pioneer in supporting sustainable design. For D&A, the focus is and will always be on producing the ideal environment for the business of fashion.

Bob Maricich CEO International Market Centers Atlanta Apparel AmericasMart.com/Apparel Atlanta-Apparel.com LasVegas-Apparel.com



IMC is committed to the return of hallmark programming at our Atlanta Apparel and Las Vegas Apparel markets in 2022. While our virtual programming expanded in 2021, we recognized that our attendees missed the signature Atlanta Apparel experience. Next year, oncampus education across categories with curated events will ensure all attendees have a memorable market.

2021 was a growth year for IMC with the launch of our West Coast apparel market—Las Vegas Apparel—and we look forward to continuing to expand our Las Vegas Fashion Week offerings in February and August. We'll take learnings from our successful apparel-buying events—630-plus showrooms and temporary exhibits in Atlanta and with a refined and expanding collection of temporary exhibits in Las Vegas—to continue to enhance the market experience for record numbers of retailers and brands.

As our industry returned more to a sense of normalcy in 2021, Atlanta Apparel exceeded 2019 attendance numbers and order-writing levels. Buyers returned to market ready to maximize sales with live social-media events, and savvy brands were ready with the tools and inventory needed. As we continue into 2022, we believe this live experience, which connects brands, boutiques and customers, will be a key component of the market experience.

Virtual buying tools popularized during the pandemic will become a mainstay of between-market sourcing from now on. Augmenting IMC's in-person buying opportunities is JuniperMarket – the industry's newest B2B wholesale-buying platform—launching in December 2021. Powered by IMC, JuniperMarket will showcase thousands of brands with mil-

lions of product SKUs, seamlessly connecting physical and digital wholesale commerce and enabling buyers and suppliers to connect and transact anytime and anywhere.

Cindy Morris President and CEO Dallas Market Center dallasmarketcenter.com



We have seen three important shifts over the last year as we welcomed a surge of buyers and exhibitors and as record levels of business were conducted in Dallas. We expect these three shifts will only accelerate.

The first shift is buyer traffic. We have significantly broadened our reach in 2021, and we are now welcoming more buyers from across the country—that's independent retail

but also department stores, chain stores and buying groups. We are also welcoming more buyers from gift stores, Western stores and other business types. For our recent October market, we had a store owner fly all the way from Michigan for one line that's exclusive to Dallas. This pattern creates more opportunities for brands to reach new customers from across the country choosing Dallas.

That leads me to the second shift—new resources. Retailers purchasing closer to need means that we continue to emphasize brands with products available quickly. Also, with demand for space at our shows at near-record levels, we have had to make strategic decisions about expanding temporary show space and adding categories and brands that will best serve buyers. That means integrating more contemporary brands at a variety of price points, expanding categories like footwear, but that also means emphasizing to buyers that we are a lifestyle marketplace. That means they can find everything they need in Dallas—from leading-edge apparel and curated accessories to gift, indie beauty brands and artisan items

The third shift is digital. We strongly believe that trend intelligence, product discovery, ordering and business man-

Trade-Show Q&A page 8

ATLANTA

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February Atlanta Apparel 2022

SHOWROOMS: Tues., February 1 – Sat., February 5 TEMPORARIES: Wed., February 2 – Fri., February 4

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SHOWROOMS: Tues., April 12 – Sat., April 16 TEMPORARIES: Wed., April 13 – Fri., April 15

June Atlanta Apparel 2022

SHOWROOMS: Wed., June 8 – Sat., June 11 TEMPORARIES: Wed., June 8 – Fri., June 10

For Complete Date listing, please visit Atlanta-Apparel.com







The August premiere of Las Vegas Apparel received overwhelmingly positive feedback from both exhibitors and buyers. Composed of an intimate shopping environment, curated resources, and onsite amenities, energy remained high throughout the semi-annual market as attendees took advantage of the relaxed and comfortable shopping experience on the trade show floor.

LAS VEGAS APPAREL

February 12 – 14, 2022

Mark your calendars for February 2022 and learn more by visiting LasVegas-Apparel.com



Let's Be Friends #shoplva | @atlantaapparel

Trade-Show Q&A

Continued from page 6

agement can—and should—be accomplished online as well as in person. At the same time, we know that you can't replace the unique in-person experience—you need both. That's why we support our partner MarketTime, which is bringing everything together for 24/7 business by brands, retailers and sales teams. The pandemic strengthened our resolve to carefully and thoughtfully work on solutions that allow for brands to reach buyers throughout the year as well as tools to help make the market experience more successful. We are excited about the months ahead as we debut new business tools.

Marisa Nicholson Senior Vice President and Show Director Outdoor Retailer outdoorretailer.com



Outdoor Retailer was founded on commerce and gear, and through the years it has grown into a true community experience. Time together like this is invaluable for both business growth and pushing our in-

dustry forward, and the continued evolution of industrywide gatherings is exciting. It's the place to connect with everyone from first-time exhibitors to heritage brands, key buyers to new leads, sourcing partners to athletes, advocacy organizations to media. You never know who you're going to meet in the aisles or what a conversation may lead to, and the opportunities for discovery are unparalleled.

As we return to in-person events, it's important to be reminded of the value of community. We've all learned to work in new ways, and currently many of those solutions have us operating independently. Yet communities are where you meet new people, nourish relationships and find motivation. Businesses can't grow by talking to the same audience. So, we're actively working to expand these communal experiences while also developing complementary digital offerings for our industry to stay connected year-round.

Over the next year, we're looking forward to more industry reunions—we're back in Denver in January and June—and to providing the community with more ways to stay connected and relevant. Outdoor participation has boomed through the pandemic, so it's essential for our industry to reach these new consumers and keep them engaged. There's no better place to do that than by joining industry peers in a space designed to open doors to a world of opportunity.

Moriah Robinson Event Director California Market Center californiamarketcenter.com



The advancement I'm most looking forward to is the increased mindfulness of unnecessary waste and the creation and implementation of more-sustainable options for on-site signage, décor, printed materi-

als, single-use plastics and shipping of goods. Not only are these items costly to both event producers and exhibitors but they also create a massive amount of waste for trade shows across the country. A few actions our team has already taken include generalizing and reusing as much on-site signage as possible, producing show bags made from recycled materials and using QR codes to reduce printed materials. This is just the start of what I hope to be more advancements to reduce waste and adopt more-sustainable practices in our industry.

In the immediate future, we are working to streamline our attender registration process for California Market Center-produced events including LA Textile, Label Array, LA Majors and LA Market by utilizing tools that have recently become more mainstream, such as the use of QR codes. In the past several years, we have incentivized attendees to preregister online prior to their visit, which has become even more important in recent times to help mitigate long registration lines on-site and encourage social distancing.

Karalynn Sprouse Executive Vice President Emerald emeraldx.com



In the coming year, Emerald is looking forward to continuing to support the recovery of the exhibitions industry and getting back to producing even more safe and successful in-person events.

The pandemic

demonstrated the importance of face-to-face connections—both personally and professionally. Now more than ever people want to connect and meet face to face to share ideas, products and innovations, to be inspired and share best practices and discuss challenges.

share best practices and discuss challenges. These serendipitous conversations are extremely valuable and play a critical role in driving customer engagement and success.

We will continue our focus on three main

We will continue our focus on three main components—physical and digital events, content, and the transactional platform that will drive connections, commerce and growth for Emerald's customers and communities.

We look forward to leading the industry in leveraging technology to enhance the show experience, offering more interactive experiences and increasing sustainability measures with our event production.













This highlighted section offers the savvy retailer an ability to diversify inventory and introduce creative product assortment at a fraction of the cost.

Trade-Show Q&A

Continued from page 8

Mary Taft Executive Director Fashion Market Northern California fashionmarketnorcal.com



FMNC has implemented many changes this year that we look forward to continuing in 2022. Our new venue, where we produced five shows in 2021, will continue to be the Embassy Suites in South San Francisco. A great and convenient location for attendees in the Bay Area and those further away, the show is located 10 minutes from San Francisco International Airport.

We will continue to embrace the importance of a big presence on social media in the production of our shows. Keeping buyers and exhibitors informed, excited and interested is key to the future of our shows.

In 2022, our show will continue to increase attendance and participation of buyers and exhibitors by keeping both parties excited to attend FMNC. We will again offer a fantastic complimentary tote bag in January—a great way to start off the year organized! We will also offer valet parking on Sundays, upgrade our food options and add more festivities. We believe that the important part of production moving forward is ensuring everyone feels excited, recognized and appreciated, all while offering a broad range of premier brands of clothing and accessories. FMNC has been producing shows for more than 50 years, and we love new challenges, so we'll continually improve to keep our shows strong!

Jeffrey Zuckerman CEO Main Street Events mainstevents.com



After nearly two years of predominantly connecting virtually, we look toward to our full return to inperson connections in 2022. ILOE Studios is focused on highlighting and building back the relational aspects of the trade-show experience. Personal service and interactions are the cornerstone of our business philosophy now and into the future. While we remain laser-focused on producing a high-quality market at

our shows, we are also positioning ourselves to help cultivate new partnerships industrywide—from brands and manufacturers to retail stores to our fellow show producers-in support of the greater fashion community.

For our part, an initial step has been developing our buyer concierge program, which will assist buyers with every aspect of their market experience. Whether it's registering for the show or securing accommodations to discovering new brands and partnership opportunities, we are committed to delivering a personalized, first-class experience to all our industry colleagues. And while we look forward to also leveraging exciting new technologies to support these efforts, our aim is to ensure such technology never fully replaces the energizing experience of connecting with one another in person.

To that end, we are pleased to launch our ILOE Studios-Las Vegas event and to announce the return of ILOE Studios—Chicago. With our newly expanded regional presence, we are providing our brand and retail-store partners with a trusted, uniform and uniquely personalized experience no matter where they do business.

Apparel News Group



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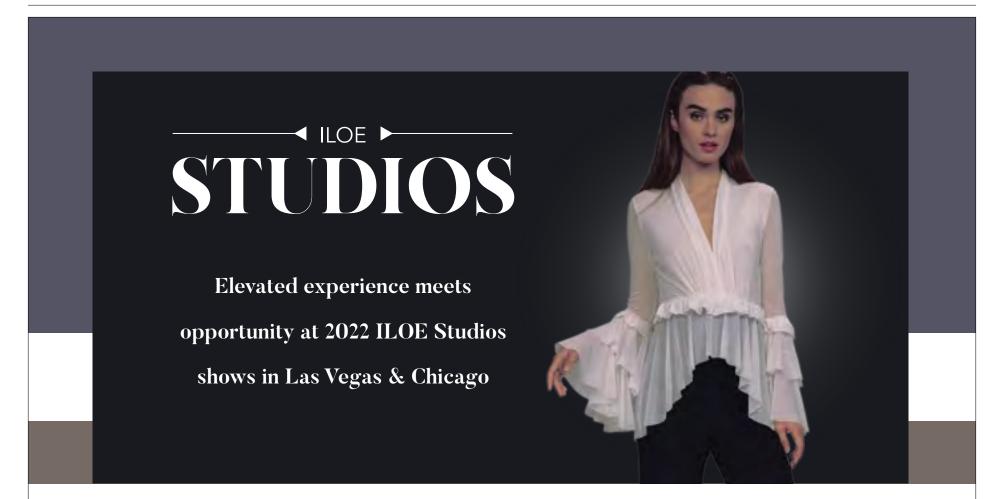
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Retail Therapy and Dining Indulgences in Trade-Show Cities

By Betti Halsell Contributing Writer

Fashion is an experience and clothing tells a story that is rich in detail, beliefs, art and culture. As apparel-industry executives travel, there should be a moment to connect with a different way of living, enjoy local dining and search for personal treasures. By exploring a new terrain, a lasting memory is formed. That time stamp becomes a red pin on a personal map that will influence future visits. *California Apparel News* explored six cities—Atlanta, Dallas, Las Vegas, Los Angeles, Miami and New York—to enhance the narrative beyond the business.

Atlanta



Range Boutique 3872 Roswell Rd. NE (404) 816-8230 rangeboutique.com

Known as the "nice girl" store, Range is a contemporary women's brand that exudes sophistication and elegance. Its genuine nature and atmosphere of kindness are apparent within the shop, relaying the highest level of class. Range owner Sabrina Davis instilled this philosophy when organizing her boutique.

Davis is a Florida and California native who has always had an eye for a complete look. Becoming one of Atlanta's top fashion influencers works as confirmation that her love for fashion runs deeper than selling clothes.

Range delivers elite style, successfully curating a synergy between coastal living and Southern authenticity. The boutique connected with designers from Los Angeles and Atlanta to create the perfect marriage between two subcultures.

Guests can find chic attire for daytime events and sultry silks that shimmer under the moonlit sky. The goal set by Range Boutique is simple—to make every client feel beautiful, entrusting the brand image to be carried out by the boutique's guests. Prices for the collection range from \$40 to \$200.

Following a simple recipe of "tasteful, timeless and trendy," Range continues to embark on revolutionary style by elevating the experience within the store.



Cano

4199 Paces Ferry Rd. (770) 432-2663 canoeatl.com

Canoe peeks through a landscape of collosal trees in different shades of green along the Chattahoochee River—a cabin-inspired oasis in a city of natural beauty. Zooming in on Canoe restaurant, the air begins to smell of the original ingredients of American comfort food snaking through from the kitchen. Starting at 11:30 a.m., addictive flavors are offered throughout the Canoe menu, which offers brunch, lunch, dinner, specialty drinks and desserts.

Executive Chef Mathew Basford and Executive Pastry Chef Jessica McKinney have created delicacies that comfort the soul. Speaking directly to the heart of one's inner child, Canoe offers Georgia Pecan Sticky Buns, freshly baked with rich flavors. Targeting savory palates, there is the House Smoked Salmon, Crispy Potato Cake and Vermont Goat Cheese appetizer. Prices range from à la carte plates of \$2 to full entrees at \$45

Between 5:30 and 9 p.m. the buzz of happy conversation and clinking glasses fills the spacious location. Aligning with

the starlit energy, Canoe serenades its guests with live music. Lifestyle diets are accommodated with high concern for the

Lifestyle diets are accommodated with high concern for the experience of the guest; all five senses will be fully immersed in the atmosphere Canoe creates.

Dallas



Elements Clothing 4400 Lovers Ln. (214) 987-0837

shopelementsclothing.com

At the zenith of women's fashion is Elements Clothing. The shop holds its collections to the highest standard, creating a superior image for clients. Looking to elevate present reality, Elements stands on the principle of wearing quality.

The boutique also focuses on the simple things that bring luxurious energy, carrying candles, handbags, home décor, jewelry and shoes. Within the storefront, it's easy to recognize the deep level of consideration it took to curate the space.

Balancing between clean style and bohemian warmth with flowy silhouettes showcasing premium fabrics and embellishments, Elements also offers "edited collections" that are forged by a wide range of emerging designers, contributing to the unparalleled sophistication of the brand.

Targeting a level of clothing nirvana, Elements wants to take the experience of shopping to the next level, specializing in personalized customer service, looking to mirror the taste of the client. Elements apparel ranges in price from \$200 to \$2,000

Elements is fueled by empowering women and creating a space in which they always feel beautiful. President Connie Sigel has been mastering the boutique's vibe for over 20 years, with each year a reincarnation of stronger forces of women empowerment through styles of dress.



Delucca 1628 Oak Lawn Ave., Suite 100 (214) 774-9903

delucca.com

If hunger has taken over following a day on the trade-show floor, Delucca pizza and wine will tame the beast within, offering butler-style handcrafted pizzas. Known as "the neighborhood pizzeria," Delucca welcomes its guests to unwind and enjoy the finest of Italian and Brazilian cuisine, serving family-style portions with lots of laughs and good wine.

Delucca specializes in artisan pizzas, wine and caipirinha cocktails to create a bossa-nova atmosphere and provide an upscale dining experience that seemingly never has to end.

The space combines the rustic living of the South American cowboy with the abundance of Italian family dining. Pizza specialists take to the dining floor with carts carrying hand-crafted creations that include vegan and gluten-free options, inviting guests to choose their plates as the carts pass by. All-you-can-eat pizza goes for \$22.95 per person. There's also lobster bisque, house-made Kobe meatballs with San Marzano sauce, and fresh greens with lemon and honey vinaigrette.

The bar is like no other, providing a sip of Brazilian culture. Enjoy sampling an array of specialty drinks and wines during happy hour. There is a guaranteed one-of-a-kind experience housed in Delucca, symbolized in the dessert pizzas such as the Dulce de Leche With Toasted Coconut.

Las Vegas



The Good Wolf Lifestyle Co. 1401 S. Commerce St. (702) 272-2312 thegoodwolfly.com

The Good Wolf Lifestyle Co. focuses on the spirit of the wolf within by bringing "unique style and quality apparel" to help dress the best version of its clients.

Derived from Cherokee roots, the story of the Good Wolf teaches a lesson of self-preservation. The brand value is heavily influenced by a simple question: "What wolf will you feed?" This lifestyle company has decided to feed the "Good Wolf."

Believing in fate, each shopping experience at the Good Wolf Lifestyle Co. is a predetermined good time. Looking to dress every moment up with unique style, the shop selects its collection with pride of having an eye for one-of-a-kind pieces, seeing its goods as relics that will beckon the right owner and connect with guests in search of personal treasures and a positive reinforcement that they have come to the right place. These selected pieces range from \$5 to \$800.

Tapping into a frequency only contemporary fashion can hold, the Good Wolf Lifestyle Co. builds a bridge between free-form silhouettes and natural edginess. The shop provides products that speak directly to the needs of the client including customizable services such as personal shopping and incorporating authentic feedback from their clients, nourishing the tribe that harnesses the energy of the Good Wolf.



La Cave 3131 S. Las Vegas Blvd. (702) 770-7375

La Cave Wine and Food Hideaway at the Wynn Hotel was designed to be a place of serenity after the high tides of work signal the end of the day. Designer Michael Morton has encapsulated the warmth found in vineyards around the world. La Cave looks to rejuvenate balance in an intimate setting, allowing guests to be in the moment with wine and small bites.

The location was chosen with restoration in mind. Capturing a "natural edginess," La Cave serves American cuisine with global influences. Some of its notable pleasures include specially crafted flatbreads, hand-cut charcuterie and bacon-wrapped dates.

With three levels to choose from, guests are welcome to find the environment that matches their tastes. All of the rooms are crafted to transition from business to pleasure.

Chef Billy DeMarco prepares a variety of petite creations that complement the breadth of wine and specialty drinks found at La Cave. They include vegan White Bean & Artichoke "Crab" Cakes and vegetarian Truffle Mushroom Grits With Pecorino. An array of small bites and complementary cocktails runs from \$18 up to \$50. The list of elixirs is 27 pages long. From red and white wines to everything in between, there is something for everyone to sip at La Cave.

Los Angeles



Acne Studios 855 S. Broadway (213) 243-0960

acnestudios.com/us/en/home

Existing on the edge of L.A. fashion is Acne Studios. The brand carries a crisp tone, vibrating at a level of precision that only a heart surgeon would recognize. Acne Studios is the definition of timeless pieces that create a moment of their own.

As a Stockholm-based fashion house, neatness comes innately. Founder and Creative Director Jonny Johansson has captured a vision of contemporary culture taking an alternative path, with Acne Studios zooming into the details of the brand.

The store offers men's and women's ready-to-wear, footwear, accessories and denim. A seed of Stockholm has been planted within its Il Caffè, and the style showcases a hybrid of that submergence.

Johansson is known for "juxtaposing" designs, adding emphasis to the "fit" of the product. The frame of the garment holds a tremendous amount of significance to the perceived style of the design. Acne Studios prices range between \$45 and \$2,700.

Since 1996, Johansson carefully removed any excessive noise from the brand image, making quality part of the overall value. The key ingredient to style is innovation, and Acne Studios offers scarf personalization in order to draw clients into the design process.



Wokcano 800 W. 7th St. (213) 623-2288 wokcanorestaurant.com

Wokcano has honored Los Angeles with Japanese cuisine for over 11 years. The downtown location is the go-to spot for L.A. natives to congregate after a day of nonstop shopping. Wokcano encapsulates the sultry intimacy of a speakeasy fueled with edgy seduction. It's known for its explosion of flavors, amber-lit atmosphere and undeniable

On the corner of 7th and Flower streets, the Wokcano sign is brightly lit, signaling the work day is meeting its end. Weary Angelenos shuffle into the lounge, where they are greeted by a host and led to a table to order their usual sushi rolls and cocktail or head straight to the bar.

As a contemporary Asian restaurant,

Wokcano looks to push flavors to the extreme, providing a sense of newness to all of its guests. With a full kitchen and sushi bar, Wokcano has been able to accommodate multiple modes. The floor plan can hold private parties, dinner for two or a solo trip to the bar. Depending on the level of hunger, one can enjoy a small bite for \$6 or share a feast for \$60.

Food comes to the table piping hot, like the Pan Seared Butter Garlic Shrimp, prawns dressed in butter and garlic sauce and accompanied by red onions. In addition to the pan creations, Wokcano offers various wokstyle dishes, sushi rolls and sashimi that are refreshing and cut with precision. There are vegan and vegetarian options as well.

Miami



OndadeMar 701 S. Miami Ave. (786) 482-2996 ondademar.com

Capturing the sea breeze found along Colombian sands, OndadeMar provides a place for women to see the sun-kissed shade of luxury. OndadeMar brings in a tone of robust Latin flair to a premium standard of products.

Taking international leaps in design and quality, OndadeMar apparel can adapt to any type of lifestyle. The brand has been recognized as a footnote to the global market, specializing in being versatile and accustomed to fitting the unique needs of its guests.

A hybrid of fashion blended with a core of resort style, OndadeMar has successfully created its own lane. It looks to cultivate a next-level impact on the fashion world by showcasing a sophisticated lifestyle along the coast. The collection comprises ready-to-wear products for men, women and children with a complete wardrobe in mind, dressing clients from head to toe.

Price points start at \$78 and go up to \$265. Clients gravitate toward the world OndadeMar has created, where the simplicity of its collection creates a space that is easy but holds the same weight as any bold fashion statement.



Serena Rooftop
915 Collins Court
(305) 306-0776
serenamiami.com
After a long day scuttling through the city

→ Shop & Dine page 14

Las Vegas Apparel builds on success from its August premiere

It may be winter, but it's nothing but blue skies at Las Vegas Apparel, where increased customer demand and buyer confidence are setting the stage for brisk business.

ABLE

"It started with scarves," says ABLE, the ethical fashion brand that employs and empowers women to help end generational poverty. In Ethiopia, ABLE

staff trained women, who were trying to come out of the sex trade, to make scarves, and, after selling more than 4,000 in two months, they knew they had their mission. Having grown



into a lifestyle brand with leather bags, clothing, shoes and jewelry, their buyer base has burgeoned. And in the wake of the worst of the pandemic, "we found that customers wanted to use their buying power for good—now more than ever." Fall 2022 will showcase "amazing ABLE leather, made in Ethiopia," plus 14-carat-gold-fill jewelry "handmade by women who have overcome" in their home base of Nashville, Tenn. ABLE's collection is best represented by their "functional and chic" Mare Handle Clutch, which retails for under \$85. Other standouts include the layering 14-carat-gold-fill necklaces, which cope nicely with showers, pools and workouts without tarnishing. "They are perfect for every day and elevated nights, too.'

Adora

Adora, designer of low-cost casual and trendy fashion, couldn't have been happier with its Las Vegas experience in August. So, suffice to say, it is back for more. Two styles sum up the Fall 2022 collection: a "more global approach" represented by

the tribal pattern of cardigan CESW2172, which drops below the knee and features a tasseled hem, and a continued attention to shackets, the shirt jackets that have taken



the fashion world by storm. Fall 2022 is a lot about knitwear, particularly cardigans, which Adora fashions in varying lengths in its signature quality knit with distinctive elements such as collarless deep-V necks, color blocking, and contrasting trim. Adora is continuing to offer Immediates, with shackets the key look and plaids the mainstay for this fall. A piece to note, it says, is pullover CESW1922 with its wide, deep neckline and raw seam down the center—"its silhouette and lightweight knit make this garment ultra versatile."

Ces Femme

It has always been a goal of the designers at Ces Femme to produce comfortable yet fashionably trendy women's apparel

"with femininity at the heart of every one of our designs." With business decidedly picking up, they are "super excited" to hit Las Vegas Apparel, where they will be showing Immediates and Spring/Summer preorders as well as Fall transition styles for 2022. What to expect on the Ces



Femme rack? "Baby-doll dresses have always been a staple for us, especially for Spring," they say. "The feminine silhouette, along with the versatility and comfort, fits well with our brand." Ces Femme foresees "a huge trend" for the upcoming Spring/Summer '22 season in cotton gauze fabric in "vivid colors." Expected bestsellers are their "classic silhouettes in newly revamped prints in bright colors." Ces Femme has also added "a lot more variety to our line in our extended sizes" due to high demand. "We are excited to see the reaction for next season."

Mud Pie

Mud Pie makes its debut at February's Las Vegas Apparel, and the team couldn't be more thrilled. "We are very much excited to be a part of the fun!" they say. Navigating "a banner

year and best booking season yet," they plan to show their women's Fall 2022 collection in addition to Spring/ Summer 2022 Immediate Ship product. New for Fall 2022 are statement



sweaters, faux-leather shackets, and "the coziest outerwear pieces" right in time for cooler weather. "Our Highland Shacket represents our collection to a tee! This is fall's must-have piece—it's versatile, can be worn open as a jacket or buttoned up as a shirt. It adds a major cool factor to any look." With "a huge expansion into our chenille collection," Mud Pie expects its Jovanni Cardigan and chenille Leopard Blanket to be bestsellers, with a strong nod to the Avalon Waffle Sweater: "It is hugyourself soft and has an oversized fit that is perfect for everyone."

The next edition of Las Vegas Apparel will take place at the Expo at World Market Center Las Vegas



LasVegas-Apparel.com #shoplya

Shop & Dine Continued from page 13

streets of Miami, the Serena Rooftop restaurant and bar offers an elevated dining experience. Channeling the vibrant hues found in traditional patio restaurants of Oaxaca and Mexico City, Serena connects its guests with new shades of happiness.

Planted at the Moxy South Beach, Serena carries a sophisticated yet welcoming air. It looks to strengthen bonds between friends or colleagues by offering sharable dishes that can be experienced in the lounge or at a table setting.

Serena's food depicts a modern interpretation of Latin and Mexican cuisine. Harmonizing with the heat of Miami, Serena offers sunset cocktails that can be enjoyed with live music. The interior design of the rooftop echoes illustrations of a secret garden, hidden away and touching the skies of South Beach.

Pairing with the lavishly green plants are the bright coats of paint found throughout the floor plan, transporting guests to a paradise with bold flavors. The outdoor dining area includes striking mosaic art in different saturations of pink, orange, coral and blue. The innovation of the rooftop restaurant bleeds into the furnishings, with swinging barstools, ceramic-tile

tabletops, plush sofas and overstuffed banquettes. Strands of twinkle lights are wrapped around the canopy, adding glimmering speckles of magic throughout the evening.

Serena offers a Lobster Benedict, a butter-poached Maine lobster accompanied by creamed spinach and finished with Old Bay hollandaise sauce. Different dietary lifestyle choices are all catered to at Serena, which sets out to create an unforgettable experience for guests. Prices range from \$10 to \$30.

New York

Frame

64 Gansevoort (917) 512-7405

frame-store.com

The future is dependent on the actions consumers take now, and Frame has recognized the threats of irresponsible practices, deeply considering the efforts of sustainability within its brand.

As an American clothing line, Frame works in a progressive state of mind, evolving from denim constructed by hand to ready-to-wear essentials, looking to find organic materials



with which to build its designs. The brand is on a mission to dress its clients for the challenges that arise daily and create a statement through its clothing.

Frame carries men's and women's clothing, accessories, outerwear and sustainable collections.

Founders Jens Grede and Erik Tortesesson tell a distinctive narrative with the origin of Frame. Since 2012, Frame has been creating a vivid painting of its interpretation of fashion in the future. The breadth of the collection ranges from metropolitan athleisurewear to chic cocktail, looking to be a complete concept that is ready to present to the clientele. Renowned for

quality denim, cotton, leather and cashmere, products range in price from \$200 to \$1,000.

Depicted on the founders' website is a prophecy of their next move—biodegradable denim. Frame is thinking beyond its time to preserve a not-so-distant future. In addition to shaping the path of sustainability, Frame's owners hold themselves accountable to keeping the earth green for the next generation.



Cafeteria 119 7th Ave. (212) 414-1717 cafeteriagroup.com

A common goal when traveling to New York is to live out one's "Sex in the City" dreams. Appearing as one of the places Carrie Bradshaw would meet up with the girls, Cafeteria has been vetted as an informal national treasure and a must-visit destination. Found in the heart of Chelsea, Cafeteria pulsates its modern ambiance, which carries a fashion statement within every dish served.

With breakfast served until 4 p.m., Cafeteria continues to serve its customers with comforting fare, serving classic American dishes that get straight to the point. Prices start at \$5 and run up to \$38.

Holding down the city until midnight, New Yorkers come in to grab the Mac Attack, which takes macaroni to the next level by mixing cheddar and fontina cheeses with smoked gouda and bacon and finishing it off with truffle oil. A variety of dietary lifestyles can be accommodated at the Cafeteria.

The New York Times called it the "modern diner," with many celebrities, partygoers and livewires seeking out the comfort of Cafeteria after moving and grooving under the city lights. Cafeteria has embodied the "sigh of relief" within its design. The secret is to simply serve great American food with a contemporary flair.



Fleeting Aims to Change the Trucking Industry

By Tyler Shultz Assistant Editor

A new platform is aiming to push the trucking industry forward by pairing independent truck owners with licensed drivers to create a scalable fleet.

Fleeting is a commercial trucking and fleet-management-services company that was founded in 2019 by Pierre Laguerre. A former truck driver, Laguerre eventually purchased his own truck to start his business and then realized there weren't any resources for truckers that help them transition into business owners. He created Fleeting to bring a new business model to the trucking industry to make it more appealing and create more jobs.

Fleeting seeks to pair truck drivers with underutilized vehicles and create an "**Airbnb** for trucks" by providing available vehicles for drivers looking for work. Anyone who owns a truck can join the service and be paired with available drivers. Fleeting wants to create a tight-knit, cohesive network of individuals that wants to push the trucking industry forward.

"People see trucking as a viable investment opportunity

but don't necessarily know how to manage a trucking company. Fleeting allows anyone to own a truck and register it to our platform, where our platform will take care of everything from finding licensed drivers, freight, parking and insurance," Laguerre said. "It's like owning a luxury apartment to list on Airbnb for passive income."

According to the American Trucking Association, the country is currently facing a truck-driver shortage of 80,000 people, an all-time high. The driver shortage is a contributing factor in the current supply-chain issues being felt across the country. Laguerre said that more than 70 percent of goods transported across the country are through trucking. Many cite the long hours and stress as a major factor for quitting.

Fleeting intends to provide flexibility for truck drivers so that they aren't working such long hours away from home. Laguerre noted that a lot of truck drivers are leaving the trucking industry to drive for **Uber** or **Lyft** as these companies allow them to work long hours but still go home to their families. He said Fleeting would entice more people to obtain a commercial driver's license if the same amount of flexibility could be brought to the trucking industry.

The company also works to provide a positive social impact on the community by providing a training program for formerly incarcerated men and women to provide them with the tools and education needed to obtain a commercial driver's license. Laguerre said the company is also looking at how to bring more women into the trucking industry, not just as drivers but as fleet owners as well.

Recently, the company received a seed-round investment of \$500,000 from NBA player Kyrie Irving's new consulting firm, KAI 11 Consulting, and Lockstep Ventures, a new venture-fund firm founded by Michael Loeb, Bonin Bough and Marcus Glover. The investment from the two firms will help Fleeting continue to grow its social-impact goals by hiring and training people from marginalized communities.

Glover, general and managing partner for Lockstep Ventures, believes Fleeting can help bring a solution to the current supply-chain issues. Lockstep was founded on the basis of empowering founders who aim to provide a positive social impact and saw an opportunity with Fleeting to create a diverse workforce and diversify an industry.

"The apparel industry doesn't exist without really smart supply-chain solutions like Fleeting," Glover said. "The ability to ship and receive goods on time and satisfy customers, which the world is increasingly struggling with—we ask the industry to be on the lookout for players like Fleeting that are trying to empower customers."

Laguerre mentioned that all supply-chain and logistics leaders need to come together to help solve the current supply-chain issues and push the industry forward so the issues don't arise again.

"This is an \$800 billion industry, and 92 percent of the companies in this industry are companies that own six trucks or less. A lot of these smaller businesses can't invest in the technology that helps grow their companies, and a lot of supply-chain issues are really just an effect of bad business procedures that caused the industry to be behind on technology," Laguerre said.



By creating an "Airbnb for trucks," Pierre Laguerre is aiming to create a tight-knit, cohesive network of individuals that wants to push the trucking industry forward.



International Trade-Show Calendar

Nov. 23

All China Leather Exhibition Shanghai Shanghai Through Nov. 25

Sustainability Talks Istanbul

Through Nov. 25

Dye+Chem International Expo

Through Nov. 26

Global Yarn & Fabric Sourcing

Show Online Through Nov. 26

ShanghaiTex

Shanghai Through Nov. 26

Nov. 24

Dye+Chem Morocco International

Casablanca, Moro Through Nov. 27 blanca, Morocco

Morocco International Yarn & Fabric Sourcing Show

Through Nov. 27

Vietnam International Textile and Garment Exhibition

Ho Chi Minh City, Vietnam Through Nov. 27

Nov. 25

Techtextil India

Mumbai, India Through Nov. 27

Nov. 29

The Fashion Awards

New York Shoe Expo. FFANY

Market Week New York Through Nov. 3

Nov. 30

View Fabric Days Munich Through Dec. 1

View Premium Selection

Through Dec. 1

WWSRA Montana December

Show Montana Through Dec. 2

WWSRA Northern California December Show

Sacramento, Calif.

Through Dec. 2

WWSRA Rocky Mountain December Show

Through Dec. 2

Functional Fabric Fair—Powered by Performance Days

Through Dec. 2

ADMAREL

Atlanta Apparel is the largest apparel market on the East Coast, offering thousands of contemporary women's, men's, children's, and accessories lines all together in one location at one time. Through eight markets throughout the year eight markets throughout the year eight markets throughout the year, it features an expansive—and growing—product mix, including contemporary, young contemporary, social occasion, bridal, resortwear, fashion jewelry, fine jewelry, shoes, handbags, and more showcased in permanent showrooms and in permanent showrooms and porary exhibition booths. Atlanta Apparel presents three social oc-casion markets alongside general apparel collections: World of Prom & Social Occasion (prom, pageant, quinceañera, social occasion) each year and VOW | New World of Bridal twice each year. www.AtlantaDec. 2

Art Basel Miami Beach Miami Beach, Fla. Through Dec. 4

One of a Kind Holiday Show

Chicago Through Dec. 5

Gartex Texprocess India

New Delhi Through Dec. 5

GTS Greensboro Gift & Jewelry Show

Greenshoro N.C.

Through Dec. 5

ASFW (Texworld, ApparelSourcing, Texprocess) Addis Ababa, Ethiopia Through Dec. 6

Grand Strand Gift & Resort Merchandise Show

Myrtle Beach, S.C. Through Dec. 8

Dec. 6

Blossom Première Vision

Through Dec. 7

Functional Textiles Shanghai— Powered by Performance Days

Shanghai Through Dec. 7

Dec. 7

Japan Fashion Week Tokyo

Through Dec. 8

Premium Textile Japan

Tokyo Through Dec. 8

WWSRA Intermountain December

Show Salt Lake City Through Dec. 9

WWSRA Northwest December

Show Portland, Ore. Through Dec. 9

Dec. 9

Intex South Asia—India

New Delhi Through Dec. 11

Dec. 10 GTS Florida Jewelry & Resort

Expo

Kissimmee, Fla. Through Dec. 12

Helen Brett Holiday Market

Gonzales, La. Through Dec. 12

СМС

California Market Center (CMC) is the iconic hub of LA's fashion and creative communities, home to showrooms events and creative of showrooms, events, and creative of-fices. As the heart of the LA Fashion District, CMC is producer and host to a year-round portfolio of trade events, including LA Market Weeks, Label Array, LA Kids Market, LA Majors Market, LA Textile, and many more. Nearing the completion of an exciting \$170-million-dollar redevelopment by Brookfield Properties, CMC is relaunching as a mixed-use creative campus featuring Fashion Showrooms and Events in Building C, Creative Offices in Buildings A and B, Retail and Restaurants on our new open-air Plaza including the debut of Urbanspace LA. www.california-marketcenter.com, events@cmcdtla.com, (213) 630-3600 Dec. 15

Denimsandieans India

Bengaluru, India Through Dec. 16

Jan. 4

ASI Show Orlando Orlando, Fla. Through Jan. 6

WWSRA Rocky Mountain January

Show Aurora, Colo.

Through Jan. 6

Jan. 5

Surf Expo

Through Ian 7

Dallas Total Home & Gift Open

Dallas Through Jan. 11

Jan. 7

National Imprint Canada Show Toronto

Through Jan. 8

Garment Technology Expo New Delhi

New Delhi Through Jan. 10

Jan. 9

The Deerfield Show—Midwest

Apparel Trade Shows

Through Jan. 10 Travelers Show Philadelphia

Through Jan. 10

Trendz Palm Beach, Fla Through Jan. 11 **IFJAG**

Jan. 10

Huntington Beac Through Jan. 11

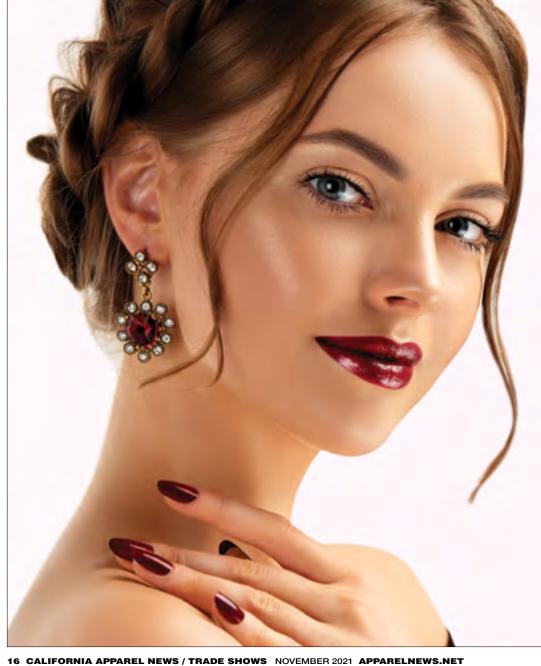
PPAI Expo

Las Vegas Through Jan. 13

Active Collective

Swim Collective Huntington Beach, Calif. Through Jan. 11

IFJAG trade shows feature fashion jewelry and accessories from around the world. It features over 120 manufacturers or direct importers with exclusive designs to a unique venue of private showrooms that offer buyers a professional environment. The upcoming Las Vegas show runs Feb. 12–15, 2022, at the Embassy Suites Hotel, and the Orlando show runs May 11–13, 2022, at the Embassy Suites by Hilton Orlando. You'll have plenty of time to stop by while you're in both areas. You can preregister at the website. IFJAG welcomes new exhibitors who would like to participate in the show. It offers buyfacturers or direct importers with participate in the show. It offers buyers complimentary lunch and local-transportation reimbursement. info ifjag.com, www.ifjag.com



IFJA(

INTERNATIONAL FASHION **JEWELRY & ACCESSORY GROUP**

Join Us In

LAS VEGAS

Previewing Fall/Winter Fashions

Over 100 Manufacturers And Direct Importers Exhibiting Fashion Jewelry And Accessories

February 12-15, 2022

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Benefits

- Complimentary Buffet Buyer Lunch
- Complimentary Local Transportaion To And From Exhibition

www.Ifjag.com

New Vendor Inquiry: Info@Ifjag.com

Jan. 11

Pitti Immagine Bimbo

Florence, Italy Through Jan. 13

Pitti Immagine Uomo

Florence, Italy Through Jan. 13

WWSRA Intermountain January

Show Salt Lake City Through Jan. 13

WWSRA Northern California January Show

Reno, Nev. Through Jan. 13

WWSRA Northwest January Show

Wenatchee, Wasl Through Jan. 13

Dallas Apparel & Accessories Market Dallas

Through Jan. 14

Dallas KidsWorld Market

Dallas Through Jan. 14

Heimtextil Frankfurt

Frankfurt, Germany Through Jan. 14

Atlanta Market

Atlanta Through Jan. 18

Jan. 12

Spinexpo Hong Kong

Hong Kong Through Jan. 13

Fashion Industry Gallery (FIG)

Spring 2/Summer

Dallas Through Jan. 14

Jan. 13 WESA Western/English Apparel &

Dallas Through Jan. 16



The Dallas Apparel & Accessories Market is held five times each year at the **Dallas Market Center**. Located in one of the country's 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 tradeshow environment. Featuring 500 permanent showrooms and over permanent snowrooms and over 1,000 temporary booths, including expanded contemporary lines and resources, the Dallas Market Center is where inspiration starts. Upcoming events in 2022 include the Apparel & Accessories Market (Jan. 11–14, March 22–25, June 14-17) KidsWorld Market (Jan 11–14, March 22–25, June 22–28) and Dallas Men's Show (Jan. 29–31) www.dallasmarketcenter.com

Jan. 14

Hawaii Market Expo

Through Jan. 16

Northwest Shoe Travelers Market

St. Paul, Minn. Through Jan. 16

Jan. 15

Expo Riva Schuh Riva del Garda, Italy Through Jan. 18

Gardabags Riva del Garda, Italy Through Jan. 18

Jan. 16

Retail's BIG Show, NRF's Annual Convention

Through Jan. 16

Northstar Fashion Exhibitors

Through Jan. 17 **Travelers Show Baltimore**

Through Jan. 17

Gift & Home Winter Market LA

Mart

Los Angeles Through Jan. 18

LA Kids Market

Los Angeles Through Jan. 19

LA Market Week—California

Los Angeles Through Jan. 19

Jan. 17 Couromoda

São Paulo, Brazi Through Jan. 19

L.A. Market Week—Cooper Design Space, The New Mart

Los Angeles Through Jan. 20

Frankfurt Fashion Week Frankfurt, Germany Through Jan. 21

Jan. 18 **Première Vision New York** New York Through Jan. 19

Spinexpo London

London Through Jan. 19

Neonyt Winter

Frankfurt, Germany Through Jan. 20

Premium+Seek+Fashiontech

Frankfurt, Germa Through Jan. 20

The Ground

Frankfurt, Germa Through Jan. 20

Val:ue Frankfurt, Germany

Through Jan. 20

WWSRA Southern California

January Show Costa Mesa, Calif. Through Jan. 20

Intermoda

Seattle Mart Winter Show

Seattle Through Jan. 22

Constructed in 1924 for clothing Constructed in 1924 for clothing manufacturer Milton G. Cooper, th Cooper Building has maintained a strong connection to the garment industry through its historic use and design. Acquired by Stanley and design. Acquired by stamey and Anita Hirsh in the 1970s, they transformed it into a Fashion District icon. Now known as the **Cooper Design Space**, it remains in the Hirsh family, committed to the fashion industry and offering a veriety of studio, office, and a variety of studio, office, and showroom spaces within a single, dynamic location at the corner of Los Angeles and Ninth streets. It is home for many of Los Angeles' most creative premium fashion brands and individuals. www

Paris Fashion Week Men

Paris Through Jan. 23

Jan. 19

Active Collective New York New York Through Jan. 20

New York Fabric Show

New York Through Jan. 20

Premium International Fashion

Trade Show

Frankfurt, Germany Through Jan. 21

Sports Licensing and Tailgate

Las Vegas Through Jan. 21

Jan. 20

LeShow Istanbul

Through Jan. 22

Jan. 21

Impressions Expo Long Beach

Long Beach, Calif Through Jan. 23

Innatex Frankfurt, Germany Through Jan. 23

Man-Woman Paris

Through Jan. 23

Tranoï Men's and Women's Precollection

Paris Through Jan. 23

Bijorhca Paris

Paris Through Jan. 24

Who's Next x Sportair, Impact, Traffic

Through Jan. 24

Jan. 22

Designer Forum NY

New York Through Jan. 24

Interfilière Paris

Paris Through Jan. 24

Salon International de la Lingerie Paris, Exposed

Through Jan. 24

Sil Paris

Paris Through Jan. 24

Jan. 23

Michigan Shoe Market Livonia, Mich. Through Jan. 24 Modefahriek Amsterdam Fashion

Amsterdam Through Jan. 24

Trend Seattle Bellevue, Wash. Through Jan. 24

New England Apparel Club

Manchester Signature Show Manchester, Mass. Through Jan. 25

Stylemax

Chicago Through Jan. 25

ISPO Munich

Through Jan. 26

(D/A)

AS VEGAS APPAREI

International Market Centers, pro-Las Vegas Apparel. Buyers and exhibitors can come together Feb. 12–14 in sunny Las Vegas at the Expo at World Market Center Las Vegas to do business in our industry's growing categories of industry's growing categories of young contemporary, accessories, and more, plus buyers can visit gift showrooms on campus for even more buying options. Get an exclusive look at apparel's new home on the West Coast where we'll be extending the hospitality way know. extending the hospitality you know and love all the way to Las Vegas. www.LasVegas-Apparel.com

Las Vegas Market

Las Vegas Through Jan. 26

Jan. 24 Paris Fashion Week Haute Couture

Paris Through Jan. 27

Jan. 25

Apparel Sourcing New York City New York

Through Jan. 27 ColombiaTex

Through Jan. 27

Munich Fabric Start, Bluezone Munich Through Jan. 27

Printsource New York

Online Through Jan. 27

Texworld New York City

New York Through Jan. 27

PGA Show

Through Jan. 28 Calendar page 18



Calendar

Continued from page 17

PGA Show Virtual Experience & Marketplace

Through Jan. 28

Jan. 26

Lineapelle New York New York Through Jan. 27

Outdoor Retailer Snow

Show

Denver Through Jan. 28

Trends Apparel

Through Jan. 28

Ian. 27

Billings Market Association

Billings, Mont. Through Jan. 29

Fashn Rooms

Düsseldorf, Germ Through Jan. 31



Surf Expo is the largest and longest-running watersports and beach/resort/lifestyle trade show in beach/resorvillestyle trade show in the world. The show draws buyers from specialty stores, major chains, resorts, cruise lines, and beach-rental companies across the U.S., the Caribbean, Central and South The show features more than 1,000 exhibitors showcasing hard goods, apparel, and accessories in addition to a full lineup of special events including fashion shows, annual awards corresponded and demos The awards ceremonies, and demos. The next show is Jan. 5–7, 2022, at the Orange County Convention Center in Orlando, Fla. www.surfexpo.com

Gallery Showroom Concepts

Düsseldorf, Germany Through Jan. 31

Ian. 28 **Andydote Fashion Fair**

Athens, Greece Through Jan. 30

Supreme Kids

Through Jan. 30

Supreme Women & Men Düsseldorf, Germany Through Jan. 31

Minneapolis Mart Gift, Home, Apparel. & Accessory Show

apolis, Minn. Through Feb. 1

Jan. 29

Dallas Men's Show

Dallas Through Jan. 31

Gallery Fashion & Shoes

Düsseldorf, Germany Through Jan. 31 Playtime Paris

Paris Through Jan. 31

Jan. 30 Kentucky Bluegrass Buyer's Market

Lexington, Ky. Through Jan. 31

Travelers Show Pittsburgh

Moon Township, Pa. Through Jan. 31

Fashion Market Northern California South San Francisco, Calif.

Through Feb. 1

Midwest Gift & Lifestyle Show

Through Feb. 2

Jan. 31 **ASI Show Fort Worth**

Toronto Gift + Home Market Toronto Through Feb. 3

Feb. 1 WWSRA Northwest Demo

Wenatchee, Was Through Feb. 2

WWSRA Rocky Mountain Demo

Georgetown, Col Through Feb. 2

India Leather & Accessories Fair

Chennai, India Through Feb. 3

STUDIOS

ILOE Studios is an expertly curated fashion experience catering directly to the better contemporary market. Discover and explore an engaging collection of the better women's contention of the better women's contemporary community of apparel, outerwear, accessories, and footwear. Enjoy an easy-to-navigate and balanced layout with purpose-driven attention to detail that enhances the shopping experience. Founded to detail that enhances the shopping experience. Founded by industry veterans in 2012, they craft their fashion events to maximize business opportunities and build a thriving community that serves their brands' and retail buyers' unique needs. ILOE Studios puts people first. That's what drives their success. They are dedicated to enhancing the community by listening to the voices of other optimistic industry leaders. Together they will build a thriving and inspirational neauers. Together they will build a thriving and inspirational marketplace. Upcoming next year are ILOE Studios shows in Las Vegas running Feb. 14–17 at the Caesars Forum Conference Center (adjacent to WWIN) and Chicago running March 27–29. www. ileastudies com.

iloestudios.com

Milano Unica

Through Feb. 3

Pitti Immagine Filati Florence, Italy Through Feb. 3

February Atlanta Apparel

Sourcing at MAGIC

Through Feb. 5

Online Through April 1

Feb. 2

Copenhagen International Fashion Fair (CIFF) shows-Raven, Runway, Kids, Shoes

Copenhagen, Denr Through Feb. 4

Revolver Copenhagen Int. Fashion Trade Show Copenhagen, Denmark Through Feb. 4

Intergift, Bisutex, Madridjoya

Madrid Through Feb. 6

Feb. 4

Edmonton Footwear & Accessory Buying Market

Through Feb. 6

Momad International Textile, Footwear and Accessories
Exhibition

Through Feb. 6

Feb. 6

Bodyfashion Spring Fair

Through Feb. 7

Londonedge

London Through Feb. 7

Michigan Women's Wear Market

Livonia, Mich. Through Feb. 7

Chicago Collective

Chicago Through Feb. 8

Supreme Body & Beach

Through Feb. 8

Moda London, Spring Fair Birmingham, U.K. Through Feb. 9

NY Now Winter Market

New York Through Feb. 9

Spring Fair Birmingham, U.F Through Feb. 10

Feb. 7

Apparel Sourcing Paris

Through Feb. 9 **Avantex Paris, Leatherworld**

Paris

Through Feb. 9

Texworld Evolution Paris

Through Feb. 9

New York Shoe Expo. FFANY Market Week

New York Through Feb. 11

MERCHANT

Merchant Financial Group, located near the garment center in down-town L.A., offers non-recourse factoring, asset-based loans, inventory tornig, asser-based loans, inventory financing, purchase-order financing, letters of credit, and revolving lines of credit against other tangible assets such as commercial real estate, trademarks, and royalty income. The local management team offers quick responses, hands-on personalized responses, national personal recommendation of the service, and the flexibility to meet all clients' needs. Established in 1985, Merchant Financial Group has become a leader in the industry, satisfying the meaning of the service of ing the needs of growing businesses Merchant services the entire United

States, with offices domestically in

Los Angeles, Fort Lauderdale, and New York. www.merchantfinancial.

Feb. 8

WWSRA California Onsite Demo

WWSRA Intermountain Demo

Huntsville, Utah Through Feb. 9

Première Vision Paris

Through Feb. 10

Tokyo International Gift Show

Tokyo Through Feb. 10

Trendz West

Through Feb. 10

International Footwear Leather

Show (IFLS+EICI)

Through Feb. 11

Feb. 9

Northern Michigan Show

Gaylord, Mich Through Feb. 10

Feb. 10 New York Fashion Week powered

by The Society New York Through Feb. 13

Feb. 11

Ambiente Frankfurt, Germa Through Feb. 15

Feb. 12

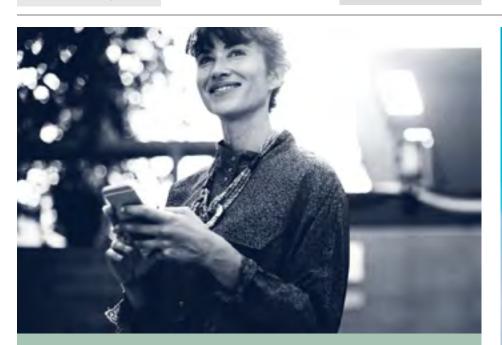
Contours Dortmund, Germany Through Feb. 14

Las Vegas Apparel Las Vegas Through Feb. 14

IFJAG Las Vegas Las Vegas Through Feb. 15

Supreme Women & Men

Through Feb. 15



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CALA **MEN'S SHOW**

February 20-22, 2022

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Open booth men's show at our new 33,000-square-foot pavilion!

> SECURE BOOTH SPACE. **REGISTER NOW!**

www.calamens.com

Association of Footwear+Apparel Expo Momentum Market

Through Feb. 15

F.A.C.T.S. Show Las Vegas

Las Vegas Through Feb. 15

Playtime New York

New York Through Feb. 15

Pure London, Pure Origin

London Through Feb. 15

Scoop International Fashion

London Through Feb. 15

Offprice Show Las Vegas, Evolve

Las Vegas Through Feb. 16

Sourcing at MAGIC

Las Vegas Through Feb. 16

Store Point Retail

Championsgate, Fla. Through Feb. 16



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

Feb. 14

MAGIC Las Vegas Las Vegas Through Feb. 16

Project Las Vegas

Las Vegas Through Feb. 16

ILOE Studios—Las Vegas

Las Vegas Through Feb. 17 WWIN

Las Vegas Through Feb. 17

Feb. 15

Agenda Las Vegas Las Vegas Through Feb. 16

VegasEdge Las Vegas Through Feb. 16

Through Feb. 17

Feb. 16

Northwest Materials Show

Through Feb. 17

Première Vision Sport Through Feb. 17

Feh 18

Homi Fashion & Jewels Milan

Milan Through Feb. 21

Feb. 19

Atlanta Shoe Market

Atlanta Through Feb. 21

Feb. 20

CALA Men's Trend Show Newport Beach, Calif. Through Feb. 22

Milano Micam

Through Feb. 22

Mipel Online Through Feb. 23

The One Milano-Mifur Mipap

Milan Through Feb. 23

Feb. 21

CJF—Child and Junior Fashion

Moscow Through Feb. 24

CPM Collection Première Moscow

Through Feb. 24 **Euro Shoes Première Collection**

Through Feb. 24

Feb. 22

Northeast Materials Show

Boston Through Feb. 23

Première Vision Sport

Through Feb. 23

Asia Apparel Expo Berlin

Through Feb. 24

Lineapelle Milan

Milan Through Feb. 24



Kornit Digital is the leading provider of digital textile-printing solutions. Kornit's innovative printing technology enables businesses to succeed in web-to-print, on-demand, and mass customization concepts. I offers a complete line of direct-to-garment printing solutions that range from commercial to mass-production level. Kornit has offices in Europe, Asia, and North America. www.

Luxe Pack Los Angeles

Through Feb. 24

Through Feb. 28

Feb. 23

Filo

Milan Through Feb. 24

OC Apparel Show Irvine, Calif. Through Feb. 24

LA Textile

Los Angeles Through Feb. 25

Dhaka International Denim Show

Dhaka, Bangladesh Through Feb. 26

Dhaka International Yarn &

Fabric Show Dhaka, Bangladesh Through Feb. 26

White Show—Man & Woman

Milan Through Feb. 27

Feb. 25

Designers and Agents NY

New York Through Feb. 27

Vancouver Footwear & Accessory

Buying Market

British Columbia Through Feb. 27

Feh 27

ABC Salon

Munich Through Feb. 28

Coterie New York

New York Through March 1

Curve New York

New York Through March 1

Through March 1

MAGIC New York

ASD Market Week, SourceDirect

Las Vegas Through March 2

Feb. 28 MosShoes

Moscow Through March 3

Paris Fashion Week Women

Through March 8

March 1

The Indy Show Plainfield, Ind. Through March 2

March 3 Ambiente India

New Delhi Through March 5

March 4 Mid-South Jewelry and

Accessories Fair

Through March 6

texprocess

AMERICAS

Early-bird registration is now open for **Texprocess Americas**, the largest sewn products and technology tradeshow in the Americas. Once again colocated with Techtextil North America, located with Techtextil North Artherica.

North America's only dedicated show for technical textiles and nonwovens, the event will bring together the entire supply chain for the textile industry. Discover new products, exciting technical textiles are the exciting technical textiles. nology, groundbreaking materials, and nough, grountoleaning materials, and advanced solutions from hundreds of exhibitors from around the world, and access exclusive educational opportunities led by industry experts. Make your plans now to join the industry for three days of education, networking, and business development. Come and see for yourself, May 17–19, 2022, in Atlanta. https://texprocessam.link/98b **Woman Paris**

Paris Through March 6

Première Classe

Through March 7

Tranoï Women Through March 7

March 5

ILM International Leather Goods Fair Offenbach, Germany Through March 7

March 6

Curve Los Angeles

Manhattan Beach, Calif Through March 7

Travelers Show Philadelphia

Through March 7

Gallery Shoes & Fashion, Shoes

Düsseldorf Düsseldorf, Germany Through March 8

LA Kids Market

Los Angeles Through March 9

L.A. Market Week—California

Market Center

Los Angeles Through March 9

March 7

F.A.C.T.S. Show Orlando

Orlando, Fla. Through March 8

Designers and Agents LA

Los Angeles Through March 9

Label Array Los Angeles Through March 9

Sports Achat Winter

Lyon, France Through March 9

Calendar page 20



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INTERNATIONAL TRADE-SHOW CALENDAR

Calendar

Continued from page 19

L.A. Market Week—Cooper Design Space, The New Mart Los Angeles Through March 10

March 9

Kyoto International Gift Show

Through March 10

Travelers Show Ocean City Ocean City, Md. Through March 10

CHIC Shanghai

Shanghai Through March 11

Intertextile Shanghai Apparel

Shanghai Through March 11



source women's apparel from over 1,500-plus top brands. WWIN offers attendees a truly unique experience through unparalleled hospitality, through unparalleled hospitality, networking, education, and hands- on appointment-setting programs. WWIN is known for making business happen, and the continued success of order writing between buyers and exhibitors at WWIN is a testament to the priscipal Vicit WWIN Each 14-17. its mission. Visit WWIN Feb. 14-17, 2022, at its new winter location, Caesars Forum Conference Center— an all-new venue located in the heart of the Las Vegas strip with seam-less access to hotels, restaurants, and other fashion week venues Experience expanded show-floor Experience expanded sincernic with ADORN, a new accessories focused show floor, and ILOE Studios at WWIN, the premier luxury outerwear and accessories that were the control of the contro and accessories trade event. Visit wwinshow.com to register or learn

Jumble Tokyo

Tokyo Through March 11

PH Value Shanghai

Shanghai Through March 11

Yarn Expo Shanghai Shanghai Through March 11

March 10

Graphics Pro Expo Irving (formerly The NBM Show)

Irving, Texas Through March 12

March 11

Trends Apparel

Minneapolis Mart Gift, Home, Apparel, & Accessory Show

Through March 15

March 13

National Bridal Market Chicago

Chicago Through March 15

New England Apparel Club Manchester Signature Show Manchester, Mass. Through March 15

REV Chicago Boutique Show

Des Plaines, III. Through March 15

Store Point Fashion

Through March 16

March 14

Russian Textile Week: Inlegmash, Legpromforum, Interfabric, Industry Conference

Moscow Through March 17

Project Tokyo Tokyo Through March 17

March 15

Obuv. Mir Kozhi International **Products**

Through March 18

Rakuten Fashion Week Tokyo

Tokyo Through March 19

March 19

Fashion Week EI Paseo Palm Desert, Calif. Through March 26

March 20

Northstar Fashion Exhibitors St. Paul, Minn. Through March 22

March 22

JiTAC European Textile

Tokyo

Through March 24

Dallas Apparel & Accessories Market

Dallas Through March 25

Dallas KidsWorld Market

Through March 25

wholesale marketplace to those needing to source products, make valuable connections, and write valuable connections, and write orders. Today, retailers need product more than ever. At OFFPRICE, buyers can touch, feel, and see the best offerings to fill their inventory. Whether it be excess goods, in-season closeouts, overproduced, or budget closeouts, overproduced, or budget goods, retailers find high margin products at the OFFPRICE show that maximize their open-to-buy dollars and increase their bottom line. Registration is open now! The next show takes place Feb. 13–16, 2022 at the Vacetion Expo. For more information. Venetian Expo. For more information.

techtextil

NORTH AMERICA

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texprocess

AMERICAS

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Incorporated with





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INTERNATIONAL TRADE-SHOW CALENDAR



the new mart

In the heart of Los Angeles' Fashion
District is the landmark New Mart
Building. The showrooms of **The**New Mart represent the most exclusive and coveted contemporary of
lines from an international area. The lines from all international array of designers and manufacturers. The New Mart is unique in both architecture and style. The intimate setting creates a user-friendly experience for visitors. Each of its glass-fronted, uniquely designed showrooms uniquely designed showrooms provides a buying adventure that cannot be experienced at any other showroom destination. The New Mart is open year-round to the wholesale trade only and hosts over 100 showrooms that carry over 500 collections. www.newmart.net

Dallas Total Home & Gift Open

Dallas Through March 25

March 23

Fashion Industry Gallery (FIG) Fall 1

Dallas Through March 25

March 24

Lexus Charleston Fashion Week

Spring Event Charleston, S.C. Through March 25

Impressions Expo Atlantic City

Atlantic City, N.J. Through March 26

March 26

Clothing Fabric Textile Asia Karachi, Pakistan Through March 28

March 27

Travelers Show Baltimore

Baltimore Through March 28

ILOE Studios—Chicago

Chicago Through March 29

Shoptalk Spring Meetup Las Vegas Through March 30

March 29

F.A.C.T.S. Show Miami

Through March 30

March 30

Made in France Première Vision

Through March 31

APLF Leather & Materials+

Through April 1

Fashion Access

Through April 1

March 31

Baselworld

Through April 4

April 1

Western Imprint Canada Show

Calgary, Alberta Through April 2

Sì Sposaitalia Collezioni

wiian Through April 4

April 3

Michigan Women's Wear Market Livonia, Mich. Through April 4

Travelers Show Pittsburgh

Moon Township, Pa. Through April 4

April 4

Seattle Mart Spring Buying Event

Seattle Through April 5

April 5 World Retail Congress

Through April 7



The "Original" **OC Apparel Show** is establishing itself to be the premier California coastal resort & lifestyle show on the West Coast. As we change the trade show mold, we are change the trade show mold, we are gaining a terrific following of great brands and some of the best retailers from Santa Barbara down to San Diego. We are drawing resorts, hotels, casinos, boutiques, men's stores, yacht clubs, country clubs, and even surf/hoard shope! With stores, yacht clubs, country clubs, and even surf/board shops! With women's apparel, shoes, swim, golf, accessories, hats, handbags, and jewelry, we have it all! We also have men's apparel, shoes, accessories, golf, swim, and even UV-protection clothing. We can't cater to the resorts without kids, right? We have kids' apparel, shoes, accessories, and UV-protection clothing as well. Did someone ask about hats? We have hats for sun protection, water-proof (floating) caps, customizable proof (floating) caps, customizable proof (floating) caps, customizable hats too and probably the biggest selection at a regional show that you will ever see! If you are a rep looking for a show that the retailers love, this is the show for you! Or, if you are a retailer, and you want to find the ideal merchandise for your coastal ideal merchandise for your coastal casual store, we are exactly what you are looking for. Come see why we are the premier apparel show and why everyone loves our show! www.OCApparelShow.com

April 6

Fashion Sourcing Expo Tokyo

Tokyo Through April 8

Fashion World Tokyo

Tokyo Through April 8

Textile Tokyo

Tokyo Through April 8

⇒ Calendar page 22





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Apparel News

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Apparel News

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INTERNATIONAL TRADE-SHOW CALENDAR

Calendar

Continued from page 21

April 8

Los Angeles Spring Cash & Carry

Show Los Angeles Through April 10

April 10

The Deerfield Show—Midwest Apparel Trade Shows

Through April 11

Fashion Market Northern

CaliforniaSouth San Francisco, Calif.
Through April 12

April 11

April Atlanta Apparel Atlanta Through April 15

April 12

VOW | New World of Bridal Atlanta Through April 14

April 14

Graphics Pro Expo Denver (formerly The NBM Show)

Through April 15

Luxe Pack Shanghai

Shanghai Through April 15

April 20

Hong Kong Fashion Week

Hong Kong Through April 23

Hong Kong International Home Textiles and Furnishings Fair

Hong Kong Through April 23

April 21

Gartex Texprocess India

Through April 23

Screen Print India

Mumbai, India Through April 23

April 24

Minneapolis Mart Gift, Home, Apparel, & Accessory Show

Through April 26

Trendz

Palm Beach, Fla Through April 26

April 25

Dallas Design Week

Dallas Through April 28

April 26

Heimtextil Colombia

Medellín, Colomb Through April 28

April 27

Hong Kong Gifts & Premium Fair

Hong Kong Through April 30

Hong Kong International

Licensing Show

Hong Kong Through April 30

Republic

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, it focuses on tailoring finance solutions to fit clients' needs. At Republic, they are proud of their can-do, flexible attitude and their emphasis on respontude and their emphasis on responsiveness. www.republicbc.com

April 28

SF Now San Francisco Through April 29

April 29

One of a Kind Spring Show and Sale Chicago

Chicago Through May 1

May 2

Intertex Portugal

Porto, Portugal Through May 4

May 3

Print4AII

Through May 6

May 5 **Expofranquicia International**

Franchising Fair Madrid Through May 7

Impressions Expo South East

Atlanta Through May 7

May 10

RetailX The Digital Future of Retail

Chicago Through May 12

May 11

IFJAG Orlando

Orlando, Fla. Through May 13

LeShow Moscow

Moscow Through May 13

May 13

International Footwear & Leather Products, Shoes & Leather Hanoi Ho Chi Minh City, Vietnam Through May 15

Chibi Mart

Milan Through May 16

May 16

MAGIC Nashville

Nashville, Tenn. Through May 17

May 17

Denim Première Vision Berlin

Through May 18

RFID Journal Live

Through May 19

impressions expo

CALA MEN'S SHOW

Ken Haruta and Gerry Murtaugh e formed a partnership to run CALA Men's Show. The open booth show hosted this past August in Newport Beach was the most successful event in 15 years. Attendance records were broken on both the wholesale and retail sides both the Wholesale and retail sides and are looking to repeat this at the next show to be held Sun., Feb. 20 through Tue., Feb. 22 at the Orange County Fairgrounds in a 33,000-square-foot pavilion just off the 73/55 highway going into Newmort Beach in close provinito. Newport Beach, in close proximity to the John Wayne and Long Beach airports. Please visit the show's new website www.calamens.com.

Impressions Expo (formerly Im-

Impressions Expo (formerly Imprinted Sportswear Shows) is the premier trade show dedicated to the imprinted and decorated apparel industry. With over 40 years in the industry, Impressions Expo focuses on everything from fashion blanks and promotional items to everything necessary to complete your finished designs in screen and digital printing, heat transfer, embroidery and more. The trade show also features over 40 seminars and hands-on workshops seminars and hands-on workshops serimars and narius-on workshops to keep you updated on all the latest trends and topics starting with graphic design all the way through to the final design application. Three physical shows and one online event are produced annually in the United States. 2022 show locations include: States. 2022 show locations include: Long Beach, Calif., Atlantic City, N.J., and Fort Worth, Texas. www

Techtextil North America

Through May 19

Texprocess Americas

Atlanta Through May 19

May 22

International Textile Alliance Showtime Market

High Point, N.C Through May 25

ITA Showtime Market

High Point, N.C. Through May 25

New England Apparel Club Manchester Signature Show

May 24

Las Vegas Licensing Expo

Las Vegas Through May 26

May 30

Shoes and Leather Guanzhou Guangzhou, China Through June 2

May 31 Edition Speciale Luxe Pack

Paris

Through June 1 **Emitex, Simatex and Confemaq**

Through June 2



Swim Collective and Active Collective return to in-person events in 2022 with an entirely reimagined experience and format, plus a beachfront, resort location pius a beachirorit, resort location at The Paséa Hotel & Spa in Huntington Beach, Calif. The shows will introduce refreshed branding, all new displays, and immersive activations for retailers to not only see but also feel and try for a more elevated product experience. The elevated product experience. The new format truly supports brand storytelling and the ability to share the heritage and lineage of the textiles behind the products they are experiencing. Catch Swim Collective and Active Collective Jan. 10–11, 2022, in California, and Active Collective New York, Jan. 19–20, 2022. activewearcollective.com, swimcollective.com



Fashionstock; background all photos www.unsplash.com (top to bottom, left to right) Atlanta-Ronny Sison; Milan—Fernando Meloni; London—Eva Dang; Dallas-Gabriel Tovar; Paris-Cyril Mazarin; Miami-Roland Cyri Mazarin; Miami—Roland Denes; Los Angeles—Joel Mott; Hong Kong—Kotaro Maruyama; New York—Julien Maculan; Chicago—Tobias Brunner; Tokyo—Fjezael Melgoza; Las Vegas— Nick-Fewings

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

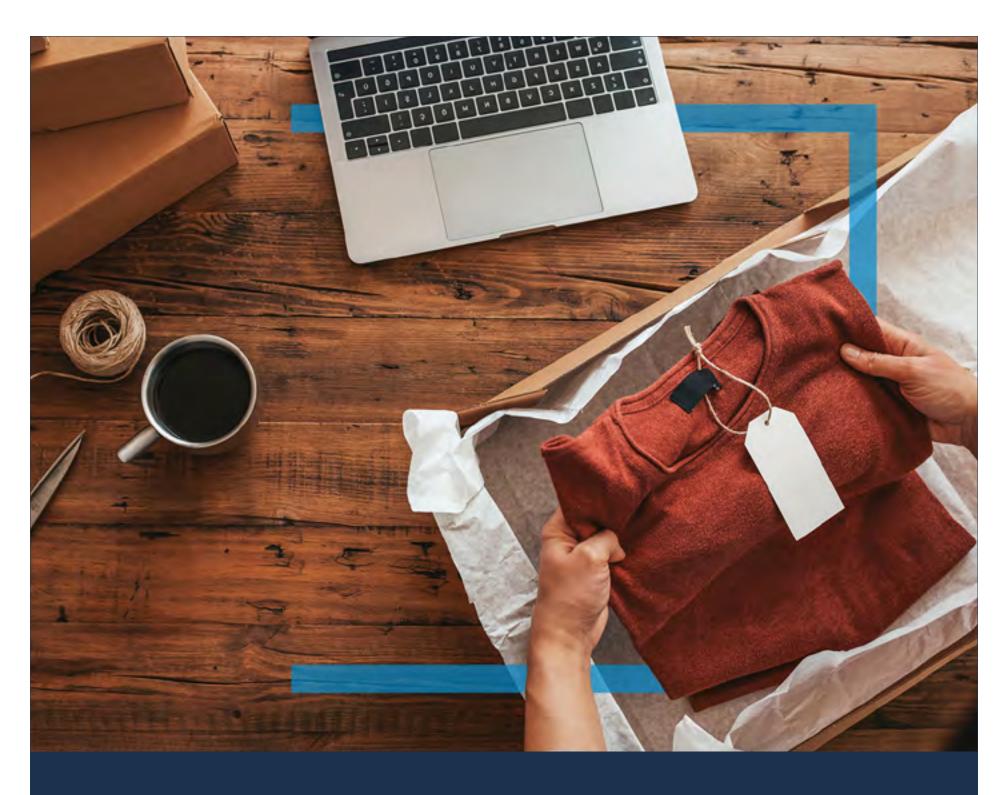
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We wish a very heartfelt thank you to all buyers for their attendance to October Market Week!



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