

A California Apparel News Special Section

2023

Trade Shows

November 2022



New York



Orlando



Las Vegas



Paris



Milan



Atlanta



Miami



Frankfurt



Shanghai



Los Angeles



Dallas



Tokyo



Prague



Chicago



Financial expertise is always in style.

We're now a subsidiary of First Citizens Bank, bringing even more expertise to help support your business goals. Our commercial services team has the financial savvy to turn your invoices into working capital, manage customer credit, make collection calls on your behalf and more.

cit.com/commercial-services





As trade-show organizers and producers who have weathered the pandemic as well as ongoing financial challenges, what is the new normal for how you do business?

By Christian Chensvold *Contributing Writer*

Perhaps the most interesting thing about the “new normal” is the term itself. It’s here to stay, which means it won’t be needing any quotation marks around it.

What it describes, however, is in constant flux. And so

California Apparel News rounded up leaders of the industry’s top trade shows and asked them to share their insights and innovations over the past two-and-a-half years and tell us what the new normal will look like going forward.

Jennifer Bacon
Vice President, Fashion and Apparel Shows
Texworld New York City
Apparel Sourcing New York City
texworldnewyorkcity.com
apparelsourcingnewyorkcity.com



The unprecedented challenges brought on by the pandemic have reminded us of the importance of adaptation and perseverance. Despite the obstacles, we are happy to be introducing Texworld Evolution New York City, which serves as a nexus for growth and the future of our sourcing event.

Reflecting the ever-changing climate of the industry, the event is focused on enhancing the sourcing experience for both buyers and exhibitors: Sustainability, low order minimums and technology stand at the forefront of our shows. The expanded event is set to bring three full days of global sourcing, networking, education, workshops, curated trends and more. Texworld’s industry-leading educational program in partnership with Lenzing provides unmatched insight and perspectives not to be found anywhere else.

In addition to our mainstay shows, Texworld New York City and Apparel Sourcing New York City, we have added two new co-located events to the show floor. Global Footwear Sourcing, presented by Texworld New York City, Material Exchange and the Footwear Distributors & Retailers of America, is returning after its summer debut and features a wide range of footwear components. Printsources, the leading textile and surface-design show, is our newest addition and serves as a hub for the world’s top creative talent and showcases hundreds of collections by international surface- and textile-design studios. These key partnerships have been made in order to expand our product offerings and enrich the overall sourcing experience.

Tricia Barglof
Executive Director
OFFPRICE Las Vegas
offpriceshow.com/lasvegas



As we look at our industry in a new light, we recognize that live events have an undeniable resiliency. Although businesses are traveling again, there has been a shift in the number of trade shows they prioritize. Staff shortages, supply-chain issues and demand for higher ROI have put pressure on those who attend trade shows. As a result, more than ever organizers have been tasked with

enhancing the user experience and facilitating relationships between buyers and sellers.

For OFFPRICE, the importance of customer service has always been and will continue to be our key to success. Within that framework, we are committed to making connections and helping businesses grow with the right opportunities at the right time.

We know that in-person marketplaces will continue to be the most productive use of time for wholesale buyers. As such, business on the show floor must be straightforward and convenient. Through thoughtful matchmaking we create a networking environment that does not close when the show ends. Our goal is to elevate the onsite experience and foster a well-connected community throughout the year. By infusing technology into our strategy, we provide ongoing opportunities to source products, make valuable connections and maximize ROI.

While fashion is often recognized for its technological advancements, the truth is that much of the industry is still rooted in “old school” ways of business. As a leading marketplace and networking platform, we believe it is in part our responsibility to accelerate the adoption of innovative technologies and showcase ways they can enhance the trade.

Before the pandemic, we were focused on using technology to augment OFFPRICE, but those initiatives have certainly been expedited. World-class customer service combined with year-round digital tools have allowed us to grow and attract new visitors each year.

Raphael Camp
President
Curve
curve-newyork.com
curve-losangeles.com



The intimate and sleepwear U.S. markets have increased by \$1.9 billion since 2018. As a result, retailers came to our Curve shows in New York, Los Angeles and Montreal in 2022 with larger open-to-buys. We expect a similar trend in 2023 as buyers look to add new designers to their merchandising mix after playing it safe the last two years.

We are returning to pre-pandemic levels of attendance at Curve with a focus on value-added experiences and opportunities to support new design talent at our shows. This year we launched the Lingerie Briefs Salon, a curated space by Ellen Lewis that offered new designers the chance to showcase their collections at a reduced participation cost. The Salon was extremely successful, and buyers appreciated the introduction to an international mix of designers they might otherwise not have seen. For our upcoming Curve NY February 2023 show we will be continuing to invest in new talent with the Lingerie Briefs Salon and a curated area of men’s lingerie.

New post-pandemic initiatives we are extending to buyers are specialized VIP concierge services, including preordering lunches, travel assistance and personal shopping. Customization, customer service and creating community are what we are focusing on at Curve for 2023.

CITY PHOTOS AT TOP—ALL PHOTOS WWW.UNSPLASH.COM: NEW YORK—SIEGFRIED POEPPERL, LAS VEGAS—GRANT CAI, ATLANTA—BRYAN TURNER, MIAMI—MARK S., SHANGHAI—RALF LEINWEBER, DALLAS—RKH, PARIS—FABIEN MAURIN, ORLANDO—MICK HAUPT, LONDON—HUGO SOUSA, TOKYO—SIMON LEE, PORTLAND—SLAVA KEYZMAN, LOS ANGELES—VENTI VIEWS



The LARGEST Apparel Show in the Country

Only in Dallas you'll find thoughtfully curated fashion brands across the largest lifestyle marketplace, complete with trending trade show floors and stunning permanent showrooms. Our expansion momentum is bringing you a bigger and better inspirational experience at every market. Join us and source our vast and juried selection of premier lines from contemporary apparel, footwear, fashion accessories, and even diamonds. Don't miss your chance to see what everyone's talking about.

Dallas is your destination for fashion.

Dallas Apparel & Accessories Market

JANUARY 10 - 13, 2023

MARCH 21 - 24, 2023

JUNE 27 - 30, 2023

dallasmarketcenter.com

@dallasmarket



**DALLAS
MARKET
CENTER**

Inspiration Starts Here.

Trade-Show Q&A *Continued from page 3*

Samantha Chang
Owner
Evolution Concept Show
evolutionconceptshow.com



At the Evolution Concept Show, the new normal is being agile and sensitive. As a designer and show organizer, I naturally understand what a brand may need from trade shows facing uncertainties due to the ongoing financial challenges and the pandemic. Unique to my clients and exhibitors is my ability to provide venues that provide access to truly well-crafted and beautifully designed products. I curate product from independent designers and create emotional connections to the products being shown.

I believe more than ever that both buyers and brands want a genuine experience attending trade shows. There will be fewer formalities and more time to share a personal experience. Evolution Concept Show provides both digital and physical experiences. The online platform was designed to provide easy and secure access for buyers to shop for brands remotely and efficiently.

Hillary France
CEO and Co-founder
Brand Assembly
brandassembly.com



The new normal for us means being comfortable with constantly evolving and learning, which is part of the ethos that keeps us leading with compassion—communicating openly and positively. The industry and the world are changing, and listening to our community is critical. Whether we're receiving feedback from the brands or from our team, we're applying it to the next experience, always ensuring that the energy and tone of our shows are inclusive and productive for everyone involved.

We're always thankful to have lasting and meaningful relationships that have made it through unprecedented times and that make us stronger together. Whether you're a brand or a buyer, we always want to know how you're doing and what you need to thrive on the show floor.

Betsy Franjola
Founder
Preface
prefaceshow.com



PREFACE is a relatively new trade show, with our tenth season approaching this January. During COVID, our smaller scale allowed us to pivot easily into a "show in a box" model that included physical components we sent out to our audience as well as virtual group activities. We took risks and began hosting in-person shows as early as July 2021, followed by February 2022 and July 2022. We feel confident that our Los Angeles show this January will be back at full capacity if not larger.

While we desire a wider audience to attend

the show, an intimate experience is still critical to the quality of our event. Providing a space where designers and developers can explore new ideas and innovations offers the unique ability to engage with suppliers in a more meaningful way. Sponsorship of our event has increased dramatically this season, and we are thrilled to have partners such as Mimaki, Noble Biomaterials and Good Earth Cotton supporting our efforts. PREFACE brings together the elements of technology and innovation critical to the future of fashion so that brands can create their own story.

Margot Garcia
General Manager
Cooper Design Space
cooperdesignspace.com



The pandemic era has certainly impacted how we do business in supporting and promoting Market Weeks at Cooper Design Space. We, like many businesses, have worked diligently to augment and enhance the ongoing safety practices in the common areas. Most of the safety work implemented over the last two years is here to stay. We continue to work on the importance of one-on-one connections with our showrooms, exhibitors and attendees of Los Angeles Market for business productivity. We realize the dollar needs to stretch more in today's economy, and keeping Los Angeles a destination for buyers is key to the new normal.

We have added to the amenities of the building available during trade-show events, such as implementing a package locker system, buyer's lounge with workplace areas and charging stations, as well as providing refreshments for our guests. We collaborate with hotels for special rates and promote the events through video and social media.

We interact with other trade-show hosts in our fashion community to both cosponsor the recent 9th and Main streets block party as well as support additional measures that communicate the amazing fashion business and West Coast style that make the Los Angeles Market Weeks so special.

Ken Haruta
Gerry Murtagh
Partners
CALA Men's Show
calamens.com



The business model has not changed drastically since the pandemic, but the pandemic has made us double down on our priorities. Our goal has always been to create a premier regional show. The pandemic times put our industry in a sense of disarray, isolation and confusion and forced everyone to use Zoom calls to present their collections.

In order to compensate for this and keep up with our community-centered priorities, we have been spending a great deal of time reconnecting with our brands, reps and buyers to see how our show can best suit their current needs. We take pride in listening to retailers and reps to understand how to build an environment that creates an opportunity to build sales and lasting relationships.

We have been hosting cocktail parties at our shows with live music, lunch and drinks in order to help everyone meet new people and reconnect with old ones. Despite doing

➔ Trade-Show Q&A page 6



IFJAG™

INTERNATIONAL FASHION
JEWELRY & ACCESSORY GROUP

*Over 100 Manufacturers And
Direct Importers Exhibiting
Fashion Jewelry And Accessories*

Join Us In

LAS VEGAS

FEBRUARY 11-14, 2023
EMBASSY SUITES HOTEL
4315 UNIVERSITY CENTER DR
LAS VEGAS, NV

ORLANDO

MAY 10-12, 2023
EMBASSY SUITES HOTEL
8978 INTERNATIONAL DR
ORLANDO, FL

BENEFITS:

- COMPLIMENTARY BUFFET LUNCH
- COMPLIMENTARY LOCAL TRANSPORTATION
TO EXHIBITION

New Vendor Inquiry: Info@ifjag.com

www.Ifjag.com

Trade-Show Q&A *Continued from page 4*

all of this, we have gone to great lengths to keep our prices down so that vendors and reps are profitable. With the cost of travel being so high, regional trade shows are becoming more important because our show allows reps to work with many retailers in a short time. Other trade shows have raised their prices, but we've chosen to keep our show fees as low as possible while still maintaining a great ambience and experience.

Last season we had our most successful show, and we are excited for our next show coming up in February.

Lena Haushofer
Exhibition Director
ISPO Munich & Outdoor by ISPO
ispo.com



We can't tackle today's challenges with yesterday's solutions. The new normal in our business is to act as agile as the situation requires. It's been over two years since the last ISPO Munich. In this time, more has happened in

the sports business than in the past ten years. Entirely new challenges have emerged, such as disrupted supply chains, changing order cycles and increased digitalization. Sports needs new perspectives. That's why our motto this year is "New Perspectives on Sports."

In response to earlier order cycles, we have also brought forward the date of ISPO to the end of November. As the leading international event, we want not only to present a showcase of new products from the sporting-

goods industry at ISPO Munich, but our job as the central platform for sports business is to address and discuss all relevant topics of our industry such as sustainability, digitalization, disrupted supply chains, changing order cycles and the importance of sports in society.

What does this mean for our business? On one hand we have created this year a "Future Lab" at ISPO Munich, a new concept hall that brings together proprietary business solutions and curated programs such as ISPO Brandnew, ISPO Award, ISPO Academy and the ISPO Collaborators Club and places them in a forward-looking relationship with each other.

On the other hand, our approach of limiting the maximum booth size to 200 square meters has led to exhibitors focusing more on the really important topics. Many are also grateful that they can now use their budget for content instead of the biggest booth. In 2022, it's no longer about showing the complete collection as an exhibitor but of presenting the top products from the range for a good overview as well as explaining the brand positioning and vision.

Kelly Helfman
President
Informa Markets Fashion
informa.com



The past few years have given us opportunities to step back and evaluate how we conduct our business and how we can improve our business. As a customer-led organization, we are constantly monitoring market changes and

staying flexible so that we have the ability to pivot with the ever-changing needs of the industry. We want to ensure that everything we do drives value for the customer. Recently we have seen shifts in the digital space as well as an increase in the importance of social responsibility. As the digital world has grown, we have created additional avenues of visibility through marketing services and digital placements. Moving forward, we will continue to make our core-event opportunities accessible through technology.

Challenging times can generate new priorities, and today we see a significant emphasis on social impact. For our team, sustainability and inclusivity have become a part of our core and can be found throughout all our brands. As a leader in the fashion and events space, we have made a commitment to becoming more sustainable from the top of the company down to the event level. We also want to guide our customers on their path to becoming more sustainable by providing access to resources that support that journey.

Another top priority is our dedication to becoming more inclusive overall. We want

our shows to be reflective of the many facets of the fashion industry. We can do this by building a community where everyone feels welcome and there is something for everyone.

There is no "new normal" at Informa Markets Fashion. We are always evolving, growing and changing to not just be normal but to be dynamic.

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



Our first show was in May of 2021. We saw a need to get the buyers back to feeling the product again. We believe that when you buy from a computer screen you lose the passion in the buy. You are apt to buy what you know from

the vendors that you trust, and even then orders are cautiously placed and there is very little risk taken.

Color values came into the stores differently than expected, and trim and fit was off a little, but buyers needed goods on their floors. The OC Apparel Show team knew that passion is what drives our business, and we made a very calculated decision to have the first in-person show during the lockdowns on the West Coast.

Our buyers loved it. They missed seeing the reps, touching the merchandise and getting out of their stores. As far as we see it, the new normal is very similar to the old normal. Don't overcomplicate the business;

➔ Trade-Show Q&A page 8

Technology.
Efficiency.
Progress.

Equipment and technology for the development, sourcing, and production of sewn products

BOOK YOUR BOOTH NOW



texprocess
AMERICAS

MAY 10 – 12, 2023
ATLANTA, GEORGIA



messe frankfurt

THE NEW MART: WHERE FASHION BEGINS
100+ SHOWROOMS | 500+ FASHION BRANDS

NIKKI JONES

stitch & needle

GREY
VEN

ediktreal

2023 L.A. MARKET DATES



JAN 15*-18
MAR 12*-15
JUN 11*-14
JUL 30*-AUG 2
OCT 8*-11

MAR 13-15
OCT 9-11

Exciting new Buyer benefits for shopping The New Mart!

- The first 100 to register each day are offered parking vouchers
- Begin your day with a free cappuccino or latte on us
- Start early with a growing list of "Open Sunday" showrooms
- Visit new & existing tenants with 500+ fashion brands
- Use the buyers lounge as basecamp with free lunch & Wi-Fi

* Not all showrooms will be open on Sunday before Market Week

NEWMART.NET

Trade-Show Q&A

Continued from page 6

use caution and keep your customers comfortable and safe.

We will continue to strive to make our show the best in the industry by talking to and listening to our partners. We believe that our three-way partnership with our buyers and our reps helps keep us grounded. We treat our reps and our buyers equally and love and respect all of them. We are focused on making the OC Apparel Show a unique and thriving regional show, and we believe that if you let your show become stale and stagnant it will become obsolete. I don't want to give away our secret sauce, but we will continue to improve show after show. This is our promise to our partners.

Veronica Jouaneh
Vice President Partnerships
Agenda Show
agendashow.com



For Agenda, the new normal means constantly being adaptive. As the way that businesses and consumers make their buying choices we have continued to adapt the way we run our show.

Experience, community and interaction are more important than ever before, and so Agenda has continued to bring new elements to allow for connection and collaboration to occur on the show floor.

While the internet has become a preferred way of shopping for many, we feel there will

always be a place for the in-person experience that allows for a tactile immersion that photo and video cannot offer. Agenda was built on a foundation of creativity, and we continue to honor that by adapting to the needs, goals and vision of our creative brands. We see ourselves as the facilitators of the process of bringing the concept to closet while pushing the envelope of what is possible and driving for collective success.

Tom Keefer
General Manager
The New Mart
newmart.net



At The New Mart we used the downtime during the pandemic to dramatically update our third-floor, 20,000-square-foot event space, where we stage trade shows including Designers and Agents during March and October

L.A. Markets. Since completion, we've been recognized as the Fashion Hub within the DTLA Fashion District by the City of Los Angeles and have partnered with Art Hearts Fashion to stage fashion shows during L.A. Fashion Weeks.

Additionally, we created a new event during the June L.A. Market with Art Hearts Fashion called L.A. Swim Week, which was four days of exhibitions during the day followed by four nights of stunning, fully produced fashion shows featuring surf, skate and swim brands, which we plan on annualizing each June.

We believe that the new normal for apparel brands is going to increasingly

revolve around creating visually compelling content, so we've assembled all the resources under one New Mart roof from a fully equipped Fashion Theatre with an incredible Bose sound system, 32-foot Standard Vision LED Video wall, and a complete photography and podcast studio to support our tenants and the apparel industry during these fast-changing times.

Thierry Langlais
Vice President Operations
Première Vision
Premierevision.com



The pandemic has modified our ways of living and working. The first wave has impacted people and businesses, where we witnessed a lot of closing businesses and unemployment surged to a high level. Then it created an

impact on supply chains and interrupted production.

At Première Vision we noticed a lot of new behavior with our exhibitors. Decrease in expenses, postponing or canceling shows has been the new attitude; also the pandemic has challenged traditional relationships with employees and employers with flexible work arrangements.

Today at Première Vision we try to anticipate our exhibitors' and visitors' needs. Digitalizing is a must, and we have been working on it for the past five years via our well-established Marketplace, which is the cement between trade shows that maintains contact through our newsletter to keep our followers informed and provide tools and

trends that help brands source better.

We attach a lot of importance to our social-responsibility and sustainability programs and will carry them on down the road. We have observed there is a growing desire to source better in the material and the quality of the products. Creativity, design and quality are essential to brands as well as sustainability, traceability and circular creation.

We hope that we will greet you this year for our 50th anniversary. Our main priority is to get back to business and bring back living energy via our shows to the industry.

Paul Lee
CEO of NHN Global dba FashionGo
FashionGo
fashiongo.net



As an online marketplace and digital-first trade-show organizer, FashionGo will continue to digitize traditional B2B practices to adapt to changing business trends and progress our industry with new and improved solutions focused on driving business growth.

Our new normal has been to constantly explore ways to reduce business costs that will help improve capital flows for both retailers and brands amidst the external challenges our industry faces today. The biannual online trade show FashionGo Week does this by providing a valuable platform with thousands of brands and millions of products to be easily discovered at the fingertips of retailers without the travel costs involved.

➔ Trade-Show Q&A page 10

MAKE BOLD MOVES

Start 2023 strong and grow your business by sourcing new and top brands at fashion's premier wholesale markets. See the next season's trends up close while you network and celebrate the new year with fabulous parties, fun giveaways, valuable education, and more. Source from the best selection of lines, price points, and categories, and get ready for a successful new year.

Atlanta Apparel
January 31 – February 4, 2023
March 28 – April 1, 2023

Las Vegas Apparel
February 12 – 15, 2023
August 6 – 9, 2023

Details at Atlanta-Apparel.com and LasVegas-Apparel.com

Let's Be Friends
#atlapparel | @apparelmarkets



Dates are subject to change.
© 2022 International Market Centers, LLC





WATERSPORTS
AT SURF EXPO

Surf
Bluewater
Paddle
Skate



SURF EXPO

JANUARY 4-6, 2023

ORANGE COUNTY CONVENTION CENTER
WEST CONCOURSE ORLANDO, FL



COASTAL LIFE
AT SURF EXPO

Swim
Boutique
Resort
Coastal Gift
Souvenir
Footwear



The Premier Watersports & Beach Lifestyle Marketplace
REGISTER AT SURFEXPO.COM

A Trade-Only Event. Qualified Retailers Attend for Free.

Trade-Show Q&A

Continued from page 8

The benefits of online trade shows and marketplaces will be increasingly more prevalent as businesses are turning to more-cost-effective and -efficient solutions.

We stay committed to providing powerful tools for brands and retailers to connect beyond market week. Technology tools, such as the image-based search capabilities of Style Match+ for better product and brand discovery, coupled with real-time data of the shows' bestsellers through Best of Best, plus a secure and safe payment environment via Stripe empower attendees to make informed purchasing decisions for optimal sell-through with peace of mind.

Meryl Mandelbaum
Managing Director
Designers and Agents
designersandagents.com



Designers and Agents recently completed its third post-COVID season and saw numbers near pre-COVID capacity.

September and October 2021 marked the return to a live format for D&A and brought with it a

tremendous sense of enthusiasm from both exhibitors and retailers. There was a renewed sense of community and an energized retail audience.

Beginning with the first post-COVID edition, D&A initiated both logistical and production pivots in order to address health and safety concerns, including new protocols for preregistration and hospitality, as well as implementing required guidelines for exhibitors and attendees. For the February and March 2022 shows, production continued to adhere and respond to the changing health protocols while keeping the community's wellbeing at the forefront.

This past season, with the return of Japanese brands and attendees and many finding increased comfort with travel, the show dynamic felt as though it had returned to normal. Several production and logistical implementations made in response to COVID have remained as D&A continues to be mindful of the changing circumstances.

Designers and Agents is fortunate to focus on independent designers and brands who have found the way through the pandemic to stay engaged and relevant in the marketplace. Similarly, the D&A retail audience had the ability to remain relevant and accessible to their own customer base. The D&A team is continuously reviewing ways to enhance the experience for both its exhibitors and retailers while maintaining its number-one focus on bringing the best of independent fashion to the marketplace.

Bob Maricich
CEO
International Market Centers
imcenters.com



IMC is at the forefront of positive change coming out of the challenging business environment caused by the pandemic. As part of this, we chose to look inward to improve upon the efficiency across our business

processes, all of which give our customers a stronger return on their investment. Maximizing efficiency for market attendees is one of our many goals. During the height of the pandemic, we were able to conduct markets but had to prioritize the essential functions of buying and selling. So many of the hallmark Atlanta Apparel experiences—live fashion shows, education and more—were suspended. As markets returned to normal, our teams brainstormed ways to make these activities more additive to the buying experience.

As an example, IMC created bigger and better versions of our Spring/Summer and Fall/Winter fashion shows, hosting our signature events outdoors on John Portman Boulevard. Market goers lined the streets to see fashion trends curated from exhibiting brands presented against the backdrop of the city of Atlanta.

To improve sourcing efficiency for both buyers and sellers, IMC leaned into partnerships with industry-association and market organizers to expand resources in both Atlanta and Las Vegas. In October, we co-located Atlanta Apparel with the Fabric Show to create an opportunity to shop finished products and supply-chain resources all under one roof. In Las Vegas, a new partnership with Melange De Blanc expanded product options for buyers at the launch of our first-ever West Coast bridal market. Additionally, we have expanded Las Vegas Fashion Week offerings with the successful launch of our Las Vegas Apparel market.

IMC will continue to evolve our offerings so that Atlanta Apparel and Las Vegas Apparel are efficient, effective and compelling for customers.

Steve McCullough
Event Director
Functional Fabric Fair
functionalfabricfair.com



The new normal since the pandemic has been our commitment to quality. We have executed four events in the U.S. since we have come back to in-person events. Although we could have sold more space, we have never

deviated from the criteria we have always held our exhibitors to, specifically as it pertains to sustainability.

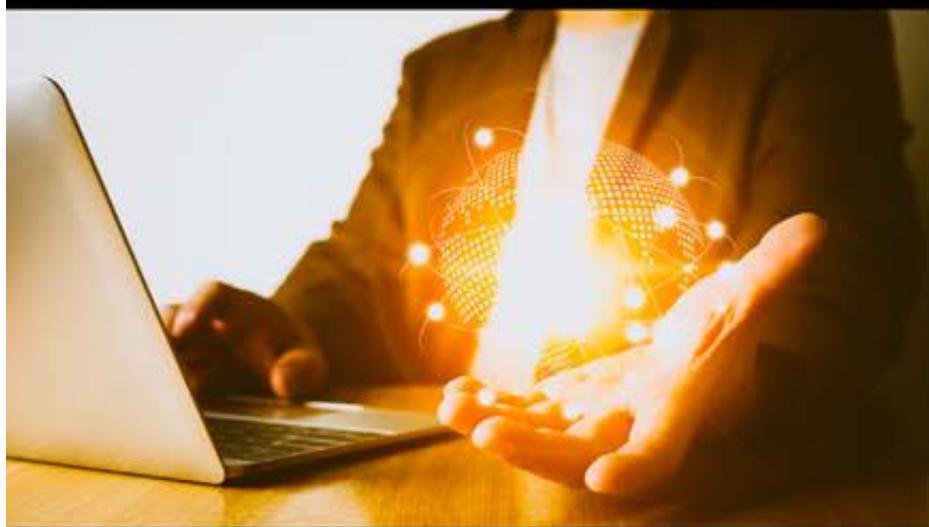
Overseas travel restrictions have made our U.S. events even more attractive to our attendees and have led to the highest attendance numbers we have ever seen. As we plan for our post-pandemic events in 2023, it is not only the quality of exhibitors we intend to provide but also the quality of the content, speakers and experience we need to hold to the same high standards. Digital and remote products in the trade-show and event arena have improved so much in the last two years it is important that we raise the bar for our in-person shows.



One System
 Product & Inventory
 Production & Manufacturing
 Sales & Ordering
 Logistics & Fulfillment
 Finance & Accounting
 EDI & E-Commerce Integration

One Single Source of Truth

See, analyze, report and optimize your business in one fully integrated and automated enterprise solution.



800.426.7880



www.apparelbusiness.com/apn



Registration is OPEN
For our Winter 2023 Markets

COLLECTIVE SHOWS

Active Collective CA

January 17 + 18, 2023
Paséa Hotel and Spa
Huntington Beach, CA

Swim Collective

January 19 + 20, 2023
Paséa Hotel and Spa
Huntington Beach, CA

Active Collective NY

January 25 + 26, 2023
Metropolitan Pavilion
New York, NY

collectiveshows.com/register-now

Trade-Show Q&A

Continued from page 10

Melissa K. Montes
Vice President
WWIN
wwinshow.com



As the industry continues to assimilate to a new normal, the WWIN Show is committed to customer-centricity in every experience we deliver. Over the last two years, it was made clear that buyers wanted an in-person destination to source high-quality products and trends from leading brands and private labels in apparel and accessories that offer styles for *all* women. They want an experience that is friendly and inspiring while highly conducive to writing orders and getting business done. We realize that through these ever-changing times, our relationship with our customers is an essential part of doing business, and we know the only way for our brand to see success is to share it with our customers.

WWIN focuses on creating efficiencies for buyers during Las Vegas Market Week with a discounted hotel block right on the Strip and an expansive hosted buyer program to deliver the right buyers directly to our exhibiting brands. We know our exhibitors and attendees have packed schedules so we are committed to offering complimentary breakfast, lunch and afternoon refreshments to keep everyone recharged.

We continue to expand our offerings to meet customers' needs with a carefully mer-

chandised show floor, including ENCLAVE, a new area for chic brands that blends sophistication and serenity, and ADORN, our growing collection of accessories.

Our team finds strength in our ability to be nimble, adapting quickly to change based on the real-time needs of our customers or new challenges within the industry. We focus on absorbing customer insight to create an event experience that is meaningful to them and not just to our bottom line. True to its strong reputation, WWIN will continue to be the place for our community to connect, foster new relationships, experience the market, garner new ideas and, most importantly, conduct business in a personal way.

Cindy Morris
President and CEO
Dallas Market Center
dallasmarketcenter.com



We are very fortunate to have grown tremendously in recent years into the largest marketplace in the U.S. for apparel and accessories. In fact, we have expanded our marketplace significantly in the last year to accommodate brands that want to exhibit in Dallas. We are also welcoming a record number of new buyers choosing to do business in Dallas.

Buyers tell us that their time is more important than ever and that they are motivated to visit a single marketplace that's easy to work and has all of the categories of products they need. That's why we have expanded key categories like young contemporary and footwear. We highlight leading-edge

apparel and curated accessories but also promote gift, indie beauty brands and artisan items that help set us apart.

Exhibitors have noticed this shift, too. They are taking advantage of the mix of retailers from across the country and Latin America who come to Dallas—the independents, the majors, the gift stores, the Western stores and others.

There's no stronger endorsement of our formula than the partnership we have with a business growth organization called The Boutique Hub, which supports startup boutiques to help them scale their businesses. In March 2023 they will once again hold their Boutique Summit at Dallas Market Center, welcoming more than 500 stores to get motivated, inspired and stocked up. Our retail team works hand in hand with Boutique Hub but also with thousands of retailers across the country to ensure they have a tremendous experience in Dallas.

There's one final element of the new normal to mention and that's our relationship with the customer. We're still proudly family owned, and we do business person to person and handshake by handshake.

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



As producers of Outdoor Retailer, we're continually listening to the customers we serve. We approach each event with their perspectives, needs and questions in mind, which are a lot different in today's

marketplace than three years ago.

How has the pandemic changed our industry? What changes were made to business operations to survive? Are those changes relevant to today's business environment, and should we continue to embrace them for the long term?

The pandemic has changed all of us, while also forcing more-creative thinking and the adoption of new approaches to tackling today's economic headwinds. The outdoor industry has been navigating ever-evolving supply-chain challenges—from delays to rising costs, inventory imbalances, changing consumer habits, inflation and the list goes on. Many company leaders have pivoted how they conduct business, often adjusting both budgets and strategy day to day.

For us, it's put the premise of attending a trade show to a true test. In some cases, we've seen customers step away from participation as their business changes, while others have maintained their presence at Outdoor Retailer for the stability, efficiency and connectivity it provides and leveraging their attendance in new ways that ultimately ended up growing

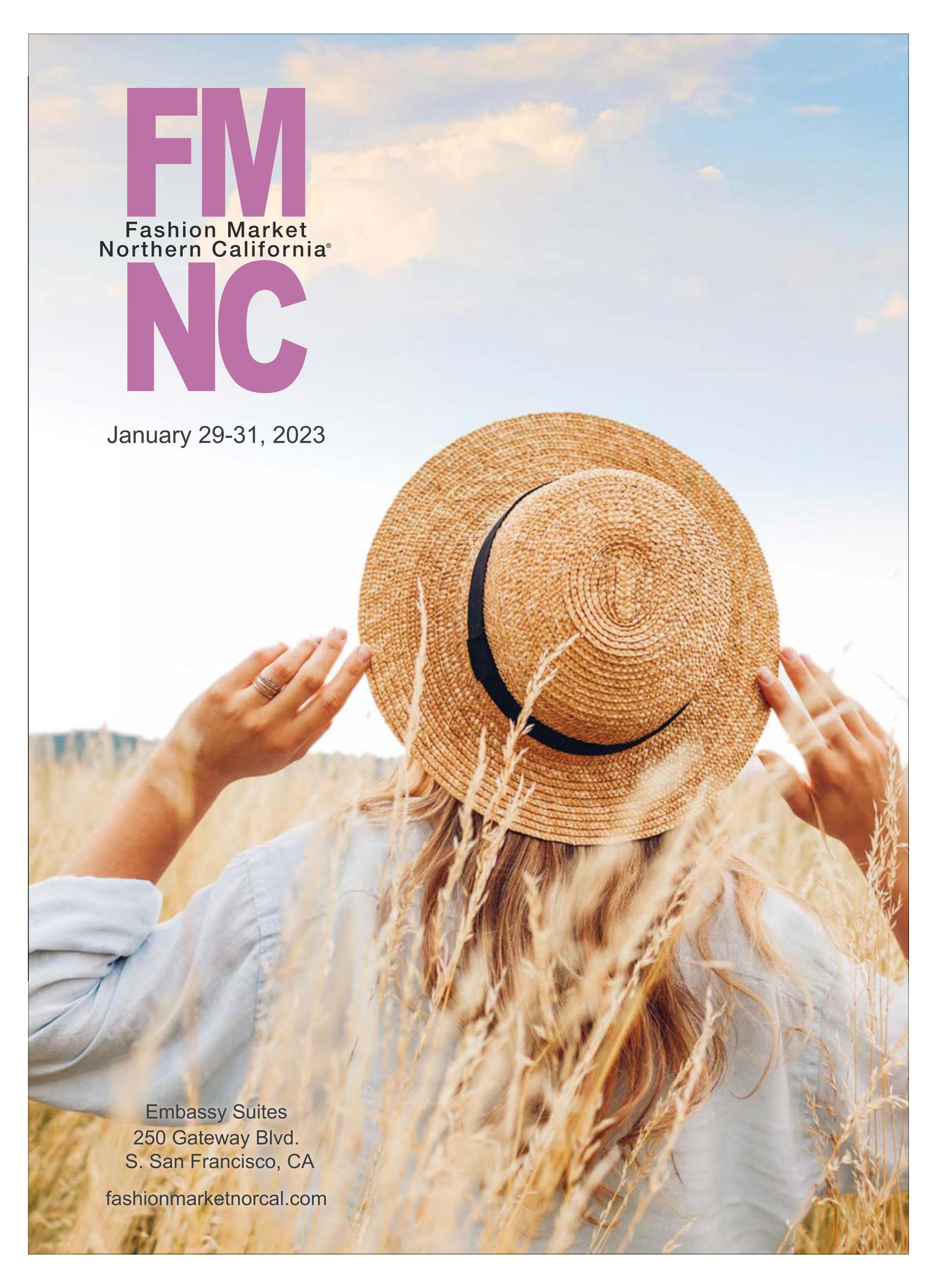
Trade-Show Q&A page 14

Market Week

Countless styles and untold creativity at Cooper Design Space

Visit cooperdesignspace.com to register for the best Fashion Business with West Coast Style in Los Angeles.

January 16 – 19, 2023
Cooper Design Space
860 S Los Angeles St.
Los Angeles, CA 90014
[@thecooperdesignspace | www.cooperdesignspace.com](https://www.cooperdesignspace.com)



FM Fashion Market Northern California® NC

January 29-31, 2023

Embassy Suites
250 Gateway Blvd.
S. San Francisco, CA

fashionmarketnorcal.com

Trade-Show Q&A

Continued from page 12

their business. It's important for us to be flexible alongside the businesses we serve, to be nimble and provide resources and knowledge to help them adapt and be successful.

As we prepare to move back to Salt Lake City next year, we're adopting the same creativity as our customers. We're offering new ways for our industry to connect with each other and also with their customers, including the introduction of consumer-focused opportunities around both our Winter and Summer events. Outdoor Retailer remains the only true gathering for the outdoor community, and we're committed to working collaboratively with our partners and customers to meet evolving needs.

Jason Prescott
CEO
Apparel Textile Sourcing Shows
appareltextilesourcing.com



Internally and externally, the Apparel Textile Sourcing trade shows have experienced remodeling geopolitically, economically, digitally and psychologically. These factors have all led to a reduced operational staff and overhead while also placing a higher demand on dynamic, well-rounded managers.

Budgets are now analyzed microscopically, and contracts are negotiated with enhanced flexibility. ATS is closely tied to international travel, and visa processing

into North America has been met with an all-time-high rate of denials and increasingly long delays, resulting in an inability to make even conservative projections to exhibition participation. The pandemic and international political strains have led to sky-high inflation, which has in turn caused the cost of vendor services to shoot up by more than 50 percent compared to pre-pandemic rates.

We've learned that digital is no replacement for in-person, that less is more and quality is more important than quantity. For the first time since 2019, the Apparel Textile Sourcing Canada trade show returned to physical in November. Attendance was down 30 percent, but the quality of the attendees was more significant. Attending buyers from major Canadian retail chains Roots, Walmart Canada and Simons were able to focus on a narrower base of high-quality producers.

All sourcing trade shows have been impacted by China's strict COVID-19 travel policies for their citizens. ATSC was the first show to bring numerous Chinese business owners direct from China to exhibit in-person. Many other Chinese manufacturers sent their merchandise and had their booths staffed with local representatives. In all, ATSC 2022 hosted 13 countries and 140 exhibitors.

The bells and whistles were set to the side in 2022, but the face-to-face meetings happened, business was being written and there was a buzz around the show floor. We are excited about the future, and the future is now.

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



The Collective Shows continues to evolve as we search to discover what our new normal means. As our customers experienced through the pandemic, there is no better way to learn about the products they are buying than to see, feel and try it for themselves.

While we navigate the new world and put forth efforts to keep engagement at the forefront of our events, we have also begun to evaluate what the industry and our customers value the most. Sustainability and a focus on environmental, social and governance (ESG) within all areas of business are among key decision-making factors when organizations consider who they want to align with and support.

In addition to putting in additional efforts toward sustainability and ESG, we are working to develop a digital community to offer our current customers a way to share, engage and connect year-round.

Moriah Robinson
Events Director
California Market Center
californiamarketcenter.com



Our new normal this year was inspired by our creative theme for 2022, which was "Evolve and Flourish." As our Events & Marketing team was navigating constant change in the world of fashion trade shows and events, we

were also emerging from an incredible \$190 million transformation of the CMC by Brookfield Properties.

As show producers, our strategy has been rooted in collaboration over competition and aligning with partners that share these values. For example, with our LA Textile show, we have established a mutually beneficial relationship with Texworld NYC, giving our exhibitors a wonderful opportunity to showcase their products on both coasts.

For LA Fashion Market, we've teamed up with surrounding wholesale-showroom buildings to collaborate on initiatives to make Los Angeles a better shopping destination for retailers and buyers across the country. These partnerships reflect a spirit of creative collaboration and community that is important to the CMC.

As it relates to trends we've seen in the marketplace, we have taken notice of an increase in attendance for regional shows, which prompted us to increase our on-site buyer activations and initiatives. This past market we offered education, spa treatments and a sunset celebration for attendees. Our goal is to add value to a buyer's trip beyond providing quality brands, as well as to reintro-

Working Capital to Grow Your Business

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

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

REPUBLIC
 BUSINESS CREDIT

866.722.4987 • republicbc.com
 contact@republicbc.com



duce them to an elevated CMC experience.

Additionally, we have continued to place a large focus on sustainability. We endeavor to not purchase anything we can't reuse, and we remain thoughtful about our signage efforts by trying to minimize the items that we print that contain specific dates. Instead, we opt for signage that can be used throughout the calendar year. This is cost saving as well as sustainable, a value consistent with the CMC's present ethos.

Judy Stein
Executive Director
Miami SwimShow
swimshow.com



The pandemic has proved the resilience of the swim industry. Swim, resort and accessory brands are truly creative and boomed incredibly during the first year of the pandemic. While everyone was staying home, swim was a category that was still very much in demand.

SwimShow used the time to connect and reevaluate the retail strategy of buyers and brands who have been with us for over 20 years, as well as highlight up-and-coming brands making big strides in sustainability to help them expand their reach. We channeled sustainability like never before, going fully digital from our marketing materials and a SwimShow app for all attendees, plus connecting brands with buyers—even the carpet on our show floor from previous seasons was something we realized couldn't be reused and was completely wasteful. So we redesigned the show from a clean slate.

The new normal for our business is working with creative brands that seek global reach and embracing the community and efforts of our team to bring the industry under one roof. Our show has become a favorite for brands looking to activate in creative, experiential ways. Unique booths created by our veteran brands like Public Beach, Everyday Sunday and Tommy Bahama all proved that our trade-show model continues to excel by letting brands do what they do best—creating fully customized booths that bring their brand experience to life.

In 2022, we also trailblazed inclusive spaces by highlighting brands making big strides in sustainability with the inaugural edition of SwimLab, done with our trend-forecasting partner, WGSN. From panel discussions to new show categories, buyers and press were able to see our transformation during the last couple of years from our creative rebranding to our commitment to forward-thinking patterns that align with what buyers want to see.

Mary T. Taft
Executive Director
Fashion Market Northern California
fashionmarketnorcal.com



Fashion Market Northern California has been lucky to have transitioned well into the new post-pandemic trade-show world. We had our first show at the Embassy Suites in San Francisco in January 2021 and are

just finishing our second full year for 10 shows total. The newly remodeled hotel has been a wonderful venue for our exhibitors as well as buyers, with so many more amenities than we had to offer at our previous location. As an organization, the pandemic forced us to look at new ways of doing business.

We have overcome every challenge quickly so as not to lose momentum with exhibitors or our buyers. We have added complimentary valet parking on Sunday and Monday to make it much easier and convenient for our buyers. We offer free buffet lunch to both buyers and exhibitors, which brings both parties together in a more relaxed and comfortable atmosphere. Because of the great rate we offer at the hotel, many of our buyers choose to stay the night, so in 2023 we will take it a step further by offering Sunday-night entertainment for another opportunity to come together and catch up.

What we appreciate the most is the loyalty and commitment that our buyers continue to show us throughout the year.

Roy Turner
Show Director
Surf Expo
surfexpo.com



For Surf Expo, we realize that the key to a successful event is maximizing the connection between our buyers and sellers. This has always been our mission and will continue to be into the future. We are constantly looking at

how we can help facilitate those connections before, during and after the event so we continue to strengthen and hone the tools and services we provide our customers.

Not only have we invested in providing matchmaking tools, lead retrieval and continued expansion of our Elastic Suit B2B platform but our buyer relations team also works to maintain specific buyer-to-brand ratios at the category level, which delivers the highest satisfaction as well as allowing us to address the needs of our customers.

The combination of strategic brand and buyer growth, along with providing a strong set of tools to allow our exhibitors and retailers to communicate and connect, has allowed us to control costs while maintaining satisfaction and raising ROI efficiently and effectively.

Jeff Zuckerman
CEO
ILOE Studios
iloestudios.com



There is no question that the past few years have brought a tremendous amount of friction and pressure down on the industry, and the new normal has been incredibly hard to pin down in order to proceed forward with it.

However, with all the watershed changes we have experienced, some of the self-evident truths of business remain the same and in many ways have become more important now than ever. At ILOE Studios, we have refocused on the personal connections that actually make our industry work. It is not about filling the show floor at all costs but is about creating and nurturing business relationships by connecting relevant brands to the right buyers in order to drive business in these uncertain times.

Additionally, we have made sure our team is more omnipresent and connected to our customers—brands, buyers, industry professionals and the like—more than ever before. We are proactive and seek feedback that ensures we will always be meeting the current needs at the time they are needed. We've also put emphasis on creating processes that provide resources to help wholesalers and retail stores navigate into the future successfully. ●

Las Vegas Apparel Highlights Spring/Summer 2023 Trends

Trends are all around at Las Vegas Apparel. From dresses that dazzle to cutouts that turn heads, bright colors that spark joy and so much more, LVA has it all. Ever since the pandemic, people have wanted to stand out with their outfits, and these trends do just that. Comfort is also seen among these trends, so while people want to be bold when getting dressed, they're making comfort more of a priority than ever before. Above all, innovation, quality, detail, and versatility remain at the forefront of the upcoming Spring/Summer 2023 trends.

that flatter the waistline or an open back that is both elegant and hassle free when it comes to undergarments. Other options for this style to take a bit more of a risk are cutouts on the stomach, above the chest, near the hips, and the list goes on.



Timing & Lumiere

Shimmery/Sparkly

A big trend for the upcoming season is sparkly clothing. Pieces that shimmer and catch the light or a camera with shimmering sparkles are prominent for 2023. Think crystallized, silver, metallic, and all things that glitter and shine. Whether for a party or to make an everyday outfit stand out, sparkles will be around to make you look and feel glamorous every day. Shiny tops, rhinestone-fringe-hemmed skirts, studded shoes, and crystals galore will take center stage. Pair a sequin top with some distressed jeans and sneakers, and then take it into the evening with a leather jacket or blazer, a shiny slip skirt, and some gemstone heels to pull the look together.



GLAM

Mini Handbags

Tiny handbags might only be able to hold a few items, but they are sure to make a statement. These bags are meant to inspire us to carry less around and have fun while doing it. You can wear one for a quick coffee run in the morning or to a nice dinner after work. Mini handbags can truly go wherever you go. And the options for them are endless as far as colors, prints, and more for this small but mighty trend. These bags are a big hit with unconventional materials like pearls, feathers, and even rhinestones.



Spartina 449

Brights

Happy hues are already popular and are still on the rise for next year. Shades that channel optimism and playfulness, along with colorful and creative materials, make this trend one to love. Everyone is looking for positive vibes to carry into the new year, and this is the perfect way to do just that. Bright greens, bold pinks, stark yellows, and every other bright color on the rainbow you can think of will be a predominant trend. And don't discount neon as a neutral to elevate your clothing with a stylish bodysuit or a fluorescent mini bag to tie the whole look together.



Umgee USA

Beach to Bar

Take the stress out of getting ready after the beach by wearing an outfit that can go from the beach to the bar. This type of effortless clothing is definitely seen among lines next year. Apparel that can seamlessly transition from a day in the sun to a fun-filled night is essential to look out for in 2023. Flowy, comfortable, and lightweight fabrics are great for this trend. Think looser-fitting dresses, linen shorts, crochet tops, midi dresses, and sarongs. For accessories, a cute woven or nylon bag for your beach items and any must-have things for a night out are the perfect complement to any beach-to-bar attire. As far as shoes, platform sandals are in along with colorful slides and other easy slip-on shoes that are both comfortable and breathable.



Timing & Lumiere

Cutouts

Cutouts are a huge style being seen among brands. An exposed side, collarbone, shoulder, arm, or keyhole cutout remains on trend for next year. You can go from day to night in this well-loved, effortlessly cool, unique, and fashionable look. If you think this trend is risky, look out for a keyhole dress with cinched cutouts on the side





TEXWORLD EVOLUTION
NEW YORK CITY

2023

01.31 - 02.02

Javits Center | New York City

ONE BADGE. FOUR SHOWS.

The largest sourcing event on the East Coast returns this winter with 3 full days of global sourcing, networking, education, workshops, curated trends and much more.

TEXWORLD
NEW YORK CITY

apparel sourcing
NEW YORK CITY

PRINTSOURCE

GFS
GLOBAL FORTY YEAR SOURCE

Register online today at:
TexworldEvolutionNYC.com

messe frankfurt



KRIEGER WORLDWIDE

Robert Krieger

The Future of Shipping: What's on the Horizon

By Christian Chensvold *Contributing Writer*

You can have the quickest, most breakneck pace for churning out fast fashion, but if the supply chain is broken cutting-edge looks can become practically vintage by the time they reach stores.

Robert Krieger is a logistics veteran who captains his family business, **Krieger Worldwide**, founded in 1965. But what surprised even him since the start of the pandemic was not only the fragility of the global supply chain but also its ability to break down in many ways and at different times—kind of like a domino effect except the dominoes don't fall in order.

California Apparel News caught up with Krieger to find out the bright spots and possible disruptions as 2022 draws to a close.

CAN: A recent news item showed that logistics is emerging as a growing field of study, even at small liberal-arts schools. What do you make of that?

RK: Many years ago I taught at UCLA and Cal State Long Beach, which was one of the pioneers in global logistics programs. I'm very pleased to hear it as we're kind of behind the rest of the world in that area.

CAN: Why do you suppose that is?

RK: We're a big country, and until recently a lot of our trade was with Canada and Mexico, whereas in Europe, for example, everything was cross-border until that was eliminated with the European Union. So they were very attuned to teaching global logistics and all the terminology and are far advanced at least at the education level. In China, logistics grew so fast in the last 20 years that now it's very advanced and in many ways more than we are.

CAN: Are there countries that are better to work with than others?

RK: In the past 10 years China, Taiwan, Hong Kong and Korea have been great to work with. They know what Americans are looking for as far as information and customer service. Other places, such as South Africa and parts of India, the communication is not as good. We've worked hard to get good partners in all these places where we do business.

CAN: Summarize the pandemic era from your point of view. What have we learned from it?

RK: The first thing is that we took the supply chain for granted. Like air travel, it was generally on time. The pandemic exposed that it can only stretch so far, and when it broke it broke in many different ways. It started with delayed sailings, and then all of a sudden in the blink of an eye the opposite took place—too much cargo in many places with not enough ships, containers, port workers and truckers. Gridlock

started setting in at the terminals.

CAN: In hindsight, were reasonable precautions taken in the wake of uncertainty, or did irrationality rule?

RK: There was a lot of both.

CAN: Where are we right now with the port situation?

RK: Los Angeles and Long Beach seem to be working pretty well right now because there's not that much cargo coming in. On the other hand, the Port of Oakland has had a lot of problems over the last year and a half, including a walkout just recently, which caused a shutdown of some major terminals. For the most part, it's not been a good place to import your container to.

CAN: What are your predictions for the supply chain as we close out the year and head into 2023?

RK: It's very tough to predict the future, but there has been a lessening in shipments from most origins. Historically this is peak season, but it hasn't been. Domestically, the International Longshoremen's and Warehouse Union remains open with the PMA, and that's going to enter into things in the next couple of weeks. So there could be congestion, or a lack thereof. The other part of the picture is other union contracts coming up that could have a greatly beneficial or greatly adverse effect here in L.A. and Long Beach.

There are two potential major disruptions we can see: The ILWU, which has exclusive contracts to unload every single container in every single West Coast port. The other is a potential rail strike. I urge everybody to look internally in their company at what's going on and talk to their service providers about any options for keeping their supply chain running.

CAN: When clients ask about environmental impact, what do you tell them?

RK: Carriers burn diesel, but some have green initiatives and are looking at alternative fuels. It takes three to five years, however, for ships to be built and go into service, and whether they'll even be viable or not I'm not certain.

CAN: Summing up the past two-and-a-half years, how has your business changed as far as addressing customer needs?

RK: Well, this is a good question. We've grown a lot in the last couple of years by being nimble and innovative and at the same time helping our clients be resilient. We were approached by a couple Fortune 500 companies to handle parts of their supply chain with basically no notice, and we actually did a lot for them. Customized solutions is the mantra of our organization. ●

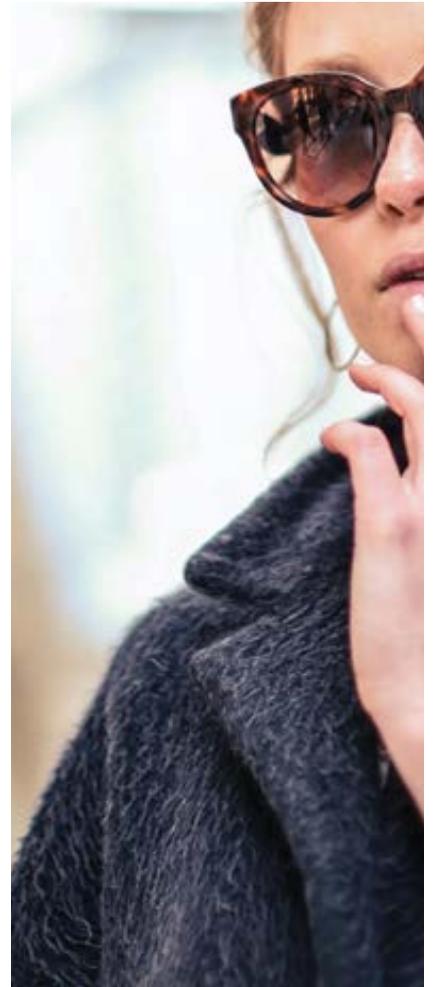
WWIN

*from head to toe
for every body*

TRUE TO ITS STRONG REPUTATION, WWIN OFFERS A UNIQUE EXPERIENCE THROUGH UNPARALLELED HOSPITALITY, NETWORKING, WORKSHOP-STYLE EDUCATION, AND CONCIERGE SERVICES. SOURCE WOMEN'S APPAREL AND ACCESSORIES FOR ALL WOMEN IN A FRIENDLY ENVIRONMENT THAT IS CONDUCIVE TO ORDER WRITING.

enclave

INTRODUCING ENCLAVE BY WWIN, A CURATED OFFERING COMPRISED OF THE MOST DESIRABLE WOMENSWEAR BRANDS IN THE INDUSTRY. WHERE SOPHISTICATION MEETS SERENITY, ENCLAVE PROVIDES THE INDUSTRY WITH A CHIC AND INVITING ENVIRONMENT TO CONDUCT BUSINESS, DISCOVER NEW TRENDS, FOSTER EXISTING RELATIONSHIPS, FORGE NEW CONNECTIONS AND ENJOY EXCLUSIVE SHOPPING EXPERIENCES.



FEBRUARY
AT CAESARS FORUM
WWIN



FEBRUARY 13-16, 2023

CAESARS FORUM
CONFERENCE CENTER
LAS VEGAS, NEVADA

WWINSHOW.COM

ADORN
beyond the thread

A FABULOUS HUNTING GROUND FOR WOMEN'S ACCESSORIES, ADORN BRINGS TOGETHER BEST-SELLING AND UNIQUE DESIGNS FROM LEADING BRANDS, EMERGING ARTISTS AND VENDORS FROM AROUND THE WORLD. ACCESSORIES CONTINUE TO BE THE #1 PRODUCT CATEGORY BUYERS LOOK FOR AT WWIN'S BI-ANNUAL TRADESHOWS.

International Trade-Show Calendar

Nov. 19

ComplexCon
Long Beach, Calif.
Through Nov. 20

Nov. 20

San Francisco Fabric Show
San Francisco
Through Nov. 21

ITMA Asia + CITME
Shanghai
Through Nov. 24

Nov. 23

Denim Première Vision Milan
Milan
Through Nov. 24

Nov. 24

Bahari Moda Expo
Barranquilla, Colombia
Through Nov. 27

JMA Hong Kong International Jewelry Show
Hong Kong
Through Nov. 27

Nov. 25

FashionClash Festival
Rotterdam, Netherlands
Through Nov. 27

Nov. 28

ISPO Munich
Munich
Through Nov. 30

New York Shoe Expo, FFANY Market Week
New York
Through Dec. 2

Nov. 29

View Fabric Days
Munich
Through Nov. 30

View Premium Selection
Munich
Through Nov. 30

WWSRA Montana December Show
Bozeman, Mont.
Through Dec. 1

WWSRA Rocky Mountain December Show
Denver
Through Dec. 1

Nov. 30

Japan International Apparel Machinery & Textile Industry Trade Show
Osaka, Japan
Through Dec. 3

Dec. 1

Art Basel Miami Beach
Miami Beach, Fla.
Through Dec. 3

One of a Kind Holiday Show
Chicago
Through Dec. 4

Dec. 2

Swahili Fashion Week & Awards
Dar es Salaam, Tanzania
Through Dec. 4



True to its strong reputation, **WWIN** offers attendees a friendly environment for networking, workshop-style education, and conveniences like complimentary breakfast, lunch and refreshments. **WWIN** is known for making business happen and the continued success of order writing between buyers and brands is a testament to its mission. Join **WWIN** Feb. 13-16, 2023 at Caesars Forum Conference Center to discover what its all-inclusive brands have to offer including the newly launched **ENCLAVE**, a curated offering comprised of the most desirable womenswear brands in the industry and **ADORN**, a fabulous hunting ground for women's accessories. Visit wwinshow.com/register to attend!

Dec. 4

Grand Strand Gift & Resort Merchandise Show
Myrtle Beach, S.C.
Through Dec. 7

Dec. 5

The Fashion Awards
London

Dec. 6

WWSRA Intermountain December Show
Salt Lake City
Through Dec. 8

WWSRA Northern California December Show
Sacramento, Calif.
Through Dec. 8

WWSRA Northwest December Show
Portland, Ore.
Through Dec. 8

Dec. 7

AAFA Virtual Event: Asia Executive Forum
Online

INDX Sports & Leisure
Birmingham, U.K.
Through Dec. 8

Morocco Fashion Style
El Jadida, Morocco
Through Dec. 10

Dec. 8

Intex South Asia
New Delhi
Through Dec. 10

Dec. 9

Helen Brett Holiday Market
Gonzales, La.
Through Dec. 11

ISPO Beijing
Beijing
Through Dec. 11

Dec. 13

Product Innovation (PI) Apparel Vietnam
Ho Chi Minh City, Vietnam
Through Dec. 14

Texpremium
London
Through Dec. 14

Dec. 14

Blossom Première Vision
Paris
Through Dec. 15

Dec. 16

Mid-South Jewelry and Accessories Fair
Memphis, Tenn.
Through Dec. 18

Dec. 19

Tex Style Expo
Algiers, Algeria
Through Dec. 22

Dec. 20

All China Leather Exhibition Shanghai
Shanghai
Through Dec. 22

Jan. 3

WWSRA Northern California January Show
Reno, Nev.
Through Jan. 5

WWSRA Northwest January Show
Ridgefield, Wash.
Through Jan. 5

WWSRA Rocky Mountain January Show
Aurora, Colo.
Through Jan. 5

Jan. 4

ASI Show Orlando
Orlando, Fla.
Through Jan. 6

Surf Expo
Orlando, Fla.
Through Jan. 6

Dallas Total Home & Gift Market
Dallas
Through Jan. 10

Jan. 6

National Imprint Canada Show Toronto
Toronto
Through Jan. 7

Jan. 8

The Deerfield Show—Midwest Apparel Trade Shows
Deerfield, Ill.
Through Jan. 9

Trendz
Palm Beach, Fla.
Through Jan. 10

Jan. 9

WWSRA Intermountain January Show
Salt Lake City
Through Jan. 11

PPAI Expo
Las Vegas
Through Jan. 12

Jan. 10

London Textile Fair
London
Through Jan. 11

Fashion Industry Gallery (FIG) Spring 2—Summer
Dallas
Through Jan. 12

Outdoor Retailer Snow Show
Salt Lake City
Through Jan. 12

WWSRA Southern California January Show
Costa Mesa, Calif.
Through Jan. 12

Dallas Apparel & Accessories Market
Dallas
Through Jan. 13

Dallas Kidsworld Market
Dallas
Through Jan. 13

Heimtextil Frankfurt
Frankfurt, Germany
Through Jan. 13

Pitti Immagine Uomo
Florence, Italy
Through Jan. 13



IFJAG trade shows feature fashion jewelry and accessories from around the world from 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. 11-14, 2023 at the Embassy Suites Hotel, and the Orlando show runs May 10-12, 2023 at the Embassy Suites Orlando. Visitors will have plenty of time to stop by while in both areas and can preregister at the website. **IFJAG** welcomes new exhibitors who would like to participate in the show. **IFJAG** offers buyers complimentary lunch and local-transportation reimbursement. info@ifjag.com, www.ifjag.com



The Dallas Apparel & Accessories Market is held five times each year at the **Dallas Market Center**. Located in one of the country's fastest-growing regions, the Dallas Market Center brings together thousands of manufacturers and key retailers in an elevated trade-show environment. Featuring 500 permanent showrooms and over 1,000 temporary booths, including expanded contemporary lines and resources, the Dallas Market Center is where inspiration starts. Upcoming events include the Apparel & Accessories Market (Jan. 10-13, 2023, March 21-24, June 27-30), KidsWorld Market (Jan. 10-13, March 21-24, June 21-27), and Dallas Men's Show (Jan. 28-30) www.dallasmarketcenter.com

Atlanta Market

Atlanta
Through Jan. 16

Jan. 11

Kingpins New York
New York
Through Jan. 12

Jan. 12

Northwest Shoe Travelers Market
St. Paul, Minn.
Through Jan. 14

American Equestrian Trade Association (AETA) International Trade Show
Dallas
Through Jan. 15

WESA International Western/English Apparel & Equipment Market
Dallas
Through Jan. 15

Jan. 14

Expo Riva Schuh
Riva del Garda, Italy
Through Jan. 17

Gardabags
Riva del Garda, Italy
Through Jan. 17

Retail's Big Show, NRF's Annual Convention
New York
Through Jan. 17

Milan Fashion Week Men's
Milan
Through Jan. 18

Jan. 15

Sunday School
Utrecht, Netherlands
Through Jan. 16

Travelers Super Show
Wilmington, Del.
Through Jan. 16

L.A. Market Week—The New Mart
Los Angeles
Through Jan. 18

L.A. Market Week
Los Angeles
Through Jan. 19

Jan. 16

Brand Assembly
Los Angeles
Through Jan. 18

Couromoda, Pret a Porter
São Paulo, Brazil
Through Jan. 18

LA Kids' Market
Los Angeles
Through Jan. 19

LA Market Week—Cooper Design Space
Los Angeles
Through Jan. 19

Gift & Home Winter Market
Los Angeles
Through Jan. 20

Berlin Fashion Week
Berlin
Through Jan. 21

Jan. 17

Active Collective
Huntington Beach, Calif.
Through Jan. 18

Première Vision New York

New York
Through Jan. 18

FashionTech
Berlin
Through Jan. 19

Neo.Fashion.
Berlin
Through Jan. 19

ÖSFA
Salzburg, Austria
Through Jan. 19

Premium International Fashion Trade Show
Berlin
Through Jan. 19

Seek
Berlin
Through Jan. 19

Intermoda
Guadalajara, Mexico
Through Jan. 20

Paris Fashion Week Men
Paris
Through Jan. 22

Jan. 18

New York Fabric Show
New York
Through Jan. 19

Pitti Immagine Bimbo
Florence, Italy
Through Jan. 20

Sports Licensing and Tailgate Show
Las Vegas
Through Jan. 20

Jan. 19

Just Around the Corner
Manchester, England
Through Jan. 20

Swim Collective
Huntington Beach, Calif.
Through Jan. 20

Tranoi Men
Paris
Through Jan. 21

Jan. 20

Impressions Expo Long Beach
Long Beach, Calif.
Through Jan. 22

TexIndia Textile Sourcing Fair
Ludhiana, India
Through Jan. 22

Yarnex India International Yarn Exhibition
Ludhiana, India
Through Jan. 22

Bijorhca Paris
Paris
Through Jan. 23

Who's Next x Sportair, Impact, Traffic
Paris
Through Jan. 23

Minneapolis Mart Gift, Home, Apparel, & Accessory Show
Minneapolis
Through Jan. 24

Jan. 21

Designer Forum NY
New York
Through Jan. 23

Innatex
Frankfurt, Germany
Through Jan. 23

Interfilière Paris
Paris
Through Jan. 23



Constructed in 1924 for clothing manufacturer Milton G. Cooper, the Cooper Building has maintained a strong connection to the garment industry through its historic use and design. Acquired by Stanley 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 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. Cooper Design Space invites you to attend its upcoming 2023 Markets dates as follows: Jan. 16-19, 2023, March 13-16, June 12-15. www.cooperdesignspace.com



International Market Centers, producer of Atlanta Apparel, presents **Las Vegas Apparel**. Buyers and exhibitors can come together Feb. 12-15, 2023 in sunny Las Vegas at the Expo at World Market Center Las Vegas to do business in our 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 show organizers are extending the hospitality you know and love all the way to Las Vegas. www.LasVegas-Apparel.com

Salon International de la Lingerie Paris, Exposed

Paris
Through Jan. 23

Sil Paris
Paris
Through Jan. 23

Jan. 22

Michigan Shoe Market
Troy, Mich.
Through Jan. 23

Modefabriek Amsterdam Fashion Trade Event
Amsterdam
Through Jan. 23

Northstar Fashion Exhibitors
St. Paul, Minn.
Through Jan. 23

Society for International Menswear
New York
Through Jan. 23

New England Apparel Club Manchester Signature Show
Manchester, Mass.
Through Jan. 24

Midwest Gift & Lifestyle Show
Des Plaines, Ill.
Through Jan. 25

Store Point Retail
Dallas
Through Jan. 25

Jan. 23

Paris Fashion Week Haute Couture
Paris
Through Jan. 26

Seattle Market Week
Seattle
Through Jan. 27

Jan. 24

Lineapelle London
London
Through Jan. 24

Bluezone, Keyhouse
Munich
Through Jan. 25

Project New York
New York
Through Jan. 25

WWSRA Rocky Mountain Demo
Georgetown, Colo.
Through Jan. 25

ColombiaTex
Medellín, Colombia
Through Jan. 26

Munich Fabric Start
Munich
Through Jan. 26

PGA Show
Orlando, Fla.
Through Jan. 27

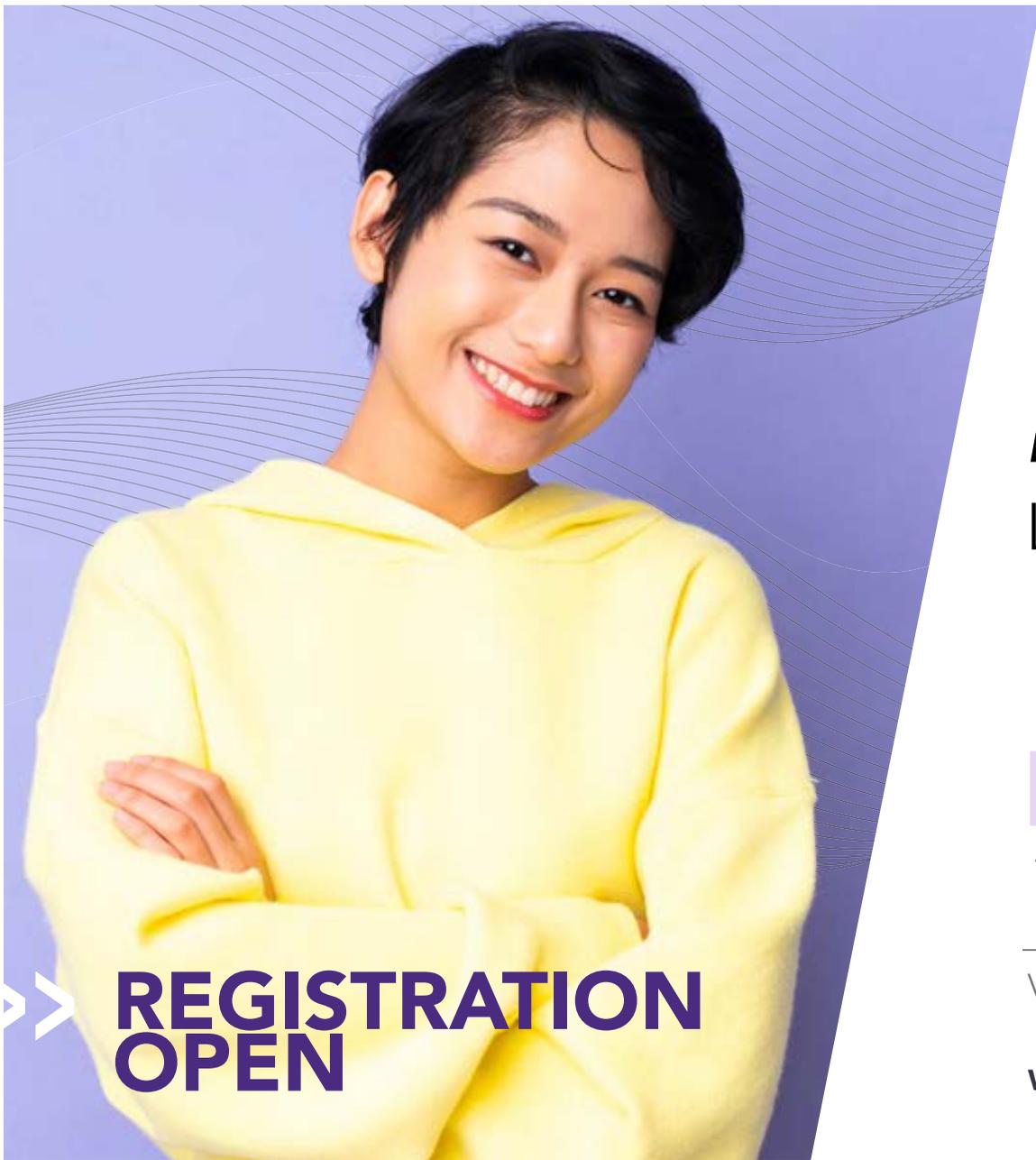
Jan. 25

Active Collective New York
New York
Through Jan. 26

ASI Show Fort Worth
Fort Worth, Texas
Through Jan. 27

Pitti Immagine Filati
Florence, Italy
Through Jan. 27

Promotional Trade Exhibition
Milan
Through Jan. 27



>> **REGISTRATION
OPEN**

OFF PRICE

L A S V E G A S

FEBRUARY
11-14, 2023

V E N E T I A N E X P O

WWW.OFFPRICESHOW.COM



Cash & Carry

Stock up on inventory
that will be on your
shelves tomorrow.

Incredible wholesale
prices.

Be sure to invite
your friends.



Calendar

Continued from page 18

Jan. 26

Homi Fashion & Jewels Milan
Milan
Through Jan. 29

Jan. 27

Supreme Kids
Munich
Through Jan. 29

Jan. 28

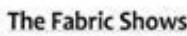
Arab Fashion Week Men's
Dubai, U.A.E.
Through Jan. 30

Dallas Men's Show
Dallas
Through Jan. 30

Fashn Rooms
Düsseldorf, Germany
Through Jan. 30



ILOE Studios is coming home to Chicago April 2-4, 2023! A trade show unlike any other, ILOE Studios leads with its people-first customer service driven mission and its passion to unite elite brands, buyers and industry insiders to bring a 365 day sense of community. Showcasing an even larger expansion into the greater womenswear market than ever before—ILOE will be home to luxury outerwear, ready to wear apparel, trend-forward accessories, footwear and more! ILOE Studios will be showcasing at the Donald E Stephens Convention Center in Rosemont, Ill. For more information, visit www.iloestudios.com.



The Fabric Shows feature American and European Textile & Trim Collections with Global Production including Made in USA. Exhibiting companies have low minimums, produce to order and many have In-Stock programs. Attendees include designers/manufacturers of sewn products (apparel, home, other), private label producers, event /party planners, retail fabric stores. The shows takes place in New York twice a year (January and July) and in several other cities once a year. Scheduled upcoming shows are San Francisco Fabric Show running Nov. 20-21 at the San Francisco Hilton Financial District and New York Fabric Show running Jan. 18-19, 2023 at the New Yorker Hotel. TheFabricShows.com

Neonyt Winter
Düsseldorf, Germany
Through Jan. 30

Playtime Paris
Paris
Through Jan. 30

Jan. 29

Curve Los Angeles
Los Angeles
Through Jan. 30

Evolution Los Angeles
Los Angeles
Through Jan. 30

INDX Kids
Birmingham, U.K.
Through Jan. 30

Kentucky Bluegrass Buyer's Market
Lexington, Ky.
Through Jan. 30

Travelers Show Pittsburgh Satellite
Moon Township, Pa.
Through Jan. 30

Fashion Market Northern California
South San Francisco, Calif.
Through Jan. 31

Scoop International Fashion Shows

London
Through Jan. 31

Trends Apparel Show
Edmonton, Alberta
Through Jan. 31

Toronto Gift + Home Market Virtual
Toronto
Through Feb. 1

Las Vegas Market
Las Vegas
Through Feb. 2

Jan. 30

Sports Achat Winter
Lyon, France
Through Feb. 1

Jan. 31

CALA San Francisco
San Francisco
Through Feb. 1

WWSRA Intermountain Demo
Brighton, Utah
Through Feb. 1

WWSRA Northwest Demo
Wenatchee, Wash.
Through Feb. 1



Wells Fargo Commercial Services offers factoring, asset-based financing, inventory financing, and letters of credit for companies in the U.S. and abroad. The financial company has dedicated expertise working with manufacturers, importers, exporters, wholesalers, and distributors in many consumer product industries, including apparel, textiles, and action sports. Wells Fargo & Co., a nationwide, diversified, financial services company, has \$1.7 trillion in assets, 8,700 locations, 12,500 ATMs, online (wellsfargo.com), with offices in more than 36 countries. Visit www.wellsfargo.com/com/financing/global



Texprocess Americas, the largest sewn products and technology trade show in the Americas, is once again co-located with Techtextil North America, 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 technology, groundbreaking 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 10-12, 2023, in Atlanta. <https://texprocessam.link/98b>

Apparel Sourcing New York City
New York
Through Feb. 2

CTCO Promotional Garments and Gifts
Lyon, France
Through Feb. 2

Milano Unica
Milan
Through Feb. 2

Texworld New York City
New York
Through Feb. 2

Copenhagen Fashion Week
Copenhagen, Denmark
Through Feb. 3

January Atlanta Apparel
Atlanta
Through Feb. 4

Feb. 1

INDX Woman Show
Birmingham, U.K.
Through Feb. 2

Lineapelle New York
New York
Through Feb. 2

Copenhagen International Fashion Fair (CIFF) Kids
Copenhagen, Denmark
Through Feb. 3

Copenhagen International Fashion Fair (CIFF) shows—Raven, Runway, Kids, Shoes
Copenhagen, Denmark
Through Feb. 3

Revolver Copenhagen Int. Fashion Trade Show
Copenhagen, Denmark
Through Feb. 3

Intergift, Bisutex, Madridjoia
Madrid
Through Feb. 5

Feb. 3

Billings Market Association
Billings, Mont.
Through Feb. 5

Edmonton Footwear & Accessory Buying Market
Edmonton, Alberta
Through Feb. 5

Momad International Textile, Footwear and Accessories Exhibition
Madrid
Through Feb. 5

Ambiente
Frankfurt, Germany
Through Feb. 7

Feb. 4

Couture Fashion Week New York
New York
Through Feb. 5

Evolution New York
New York
Through Feb. 6

ILM International Leather Goods Fair
Offenbach, Germany
Through Feb. 6

Feb. 5

Michigan Women's Wear Market
Livonia, Mich.
Through Feb. 6

Bodyfashion Spring Fair
Mijdrecht, Netherlands
Through Feb. 7

Chicago Collective
Chicago
Through Feb. 7

Curve New York
New York
Through Feb. 7

INDX Man Show
Birmingham, U.K.
Through Feb. 7

Supreme Body & Beach

Munich
Through Feb. 7

Moda London, Spring Fair
Birmingham, U.K.
Through Feb. 8

NY Now
New York
Through Feb. 8

NY Now Winter Market
New York
Through Feb. 8

Feb. 6

Apparel Sourcing Paris
Paris
Through Feb. 8

Avantex Paris, Leatherworld Paris
Paris
Through Feb. 8

Texworld Evolution Paris
Paris
Through Feb. 8

International Footwear Leather Show (IFLS+EICI)
Bogotá, Colombia
Through Feb. 9

New York Shoe Expo, FFANY Market Week
New York
Through Feb. 10

Feb. 7

Product Innovation (PI) Apparel Colombia
Medellin, Colombia
Through Feb. 8

WWSRA California On-Snow Demo
Mammoth Lakes, Calif.
Through Feb. 8

Première Vision Paris
Paris
Through Feb. 9

Trendz West
Palmetto, Fla.
Through Feb. 9

Feb. 8

Just Around the Corner
London
Through Feb. 9

Northern Michigan Show
Gaylord, Mich.
Through Feb. 9

Spinexpo Hong Kong
Hong Kong
Through Feb. 9

Dhaka International Denim Show
Dhaka, Bangladesh
Through Feb. 11

Dhaka International Yarn & Fabric Show
Dhaka, Bangladesh
Through Feb. 14

Feb. 9

New York Fashion Week powered by The Society
New York
Through Feb. 15

Feb. 11

IFJAG Las Vegas
Las Vegas
Through Feb. 14

OFFPRICE Las Vegas
Las Vegas
Through Feb. 14

Supreme Women & Men Munich
Munich
Through Feb. 14

Feb. 14

Agenda Show Las Vegas
Las Vegas
Through Feb. 15

Spinexpo Paris
Paris
Through Feb. 15

Feb. 15

Modtissimo Porto
Porto, Portugal
Through Feb. 16

Tokyo International Gift Show
Tokyo
Through Feb. 17

Mercedes-Benz Fashion Week Madrid
Madrid
Through Feb. 19

Feb. 16

Luxe Pack Los Angeles
Los Angeles
Through Feb. 17

Feb. 18

Atlanta Shoe Market
Atlanta
Through Feb. 20

Feb. 19

CALA Men's Show
Costa Mesa, Calif.
Through Feb. 20

Mipel
Milan
Through Feb. 20

Curate International Collections New York
Through Feb. 21

Designers and Agents NY
New York
Through Feb. 21

abs
A leader in software solutions dedicated to the sewn products industry, **Apparel Business Systems** has over 30 years of experience addressing unique needs of companies providing footwear, apparel, accessories, and home goods. With trusted partnerships worldwide, ABS offers a comprehensive, web-based ERP solution designed for multi-channel operations including wholesale, distribution, manufacturing, and B2B/B2C E-Commerce. The company's Cloud, SaaS and on-premise software delivery options fit the needs of companies of all sizes. From small start-ups to global enterprises, ABS's scalability ensures it is the last ERP system you will need. Apparel Business Systems' software and services help clients navigate technology, address business requirements and problems, and ensure they remain competitive and profitable. www.apparelbusiness.com



Evolution Concept Show was launched in August 2020 as a digital trade show platform created in response to the lockdown allowing brands to have a presence where buyers can shop and discover new brands virtually. In August 2021, Evolution launched its first in-person trade show in New York aiming to create an intimate environment for brands and buyers to meet. Unique to exhibitors is Evolution Concept Show's ability to provide venues that provide access to truly well-crafted and beautifully designed products with curated products from independent designers to create emotional connections. The show believes both buyers and brands want a genuine experience attending trade-shows with less formalities and more time to share a personal experience. Upcoming Evolution Concept shows are Los Angeles running Jan. 29-30, 2023, and New York running Feb. 4-6. www.evolutionconceptshow.com

Feb. 12

Association of Footwear+Apparel Expo Momentum Market
Toronto
Through Feb. 14

F.A.C.T.S Show Las Vegas
Las Vegas
Through Feb. 14

INDX Intimate Apparel Show
Birmingham, U.K.
Through Feb. 14

Playtime, Kid's Hub New York
New York
Through Feb. 14

Pure London, Pure Origin
London
Through Feb. 14

Las Vegas Apparel
Las Vegas
Through Feb. 15

Feb. 13

MAGIC Las Vegas
Las Vegas
Through Feb. 15

Project Las Vegas
Las Vegas
Through Feb. 15

Sourcing at MAGIC
Las Vegas
Through Feb. 15

WWIN
Las Vegas
Through Feb. 16

Feb. 14

Agenda Show Las Vegas
Las Vegas
Through Feb. 15

Spinexpo Paris
Paris
Through Feb. 15

Feb. 15

Modtissimo Porto
Porto, Portugal
Through Feb. 16

Tokyo International Gift Show
Tokyo
Through Feb. 17

Mercedes-Benz Fashion Week Madrid
Madrid
Through Feb. 19

Feb. 16

Luxe Pack Los Angeles
Los Angeles
Through Feb. 17

Feb. 18

Atlanta Shoe Market
Atlanta
Through Feb. 20

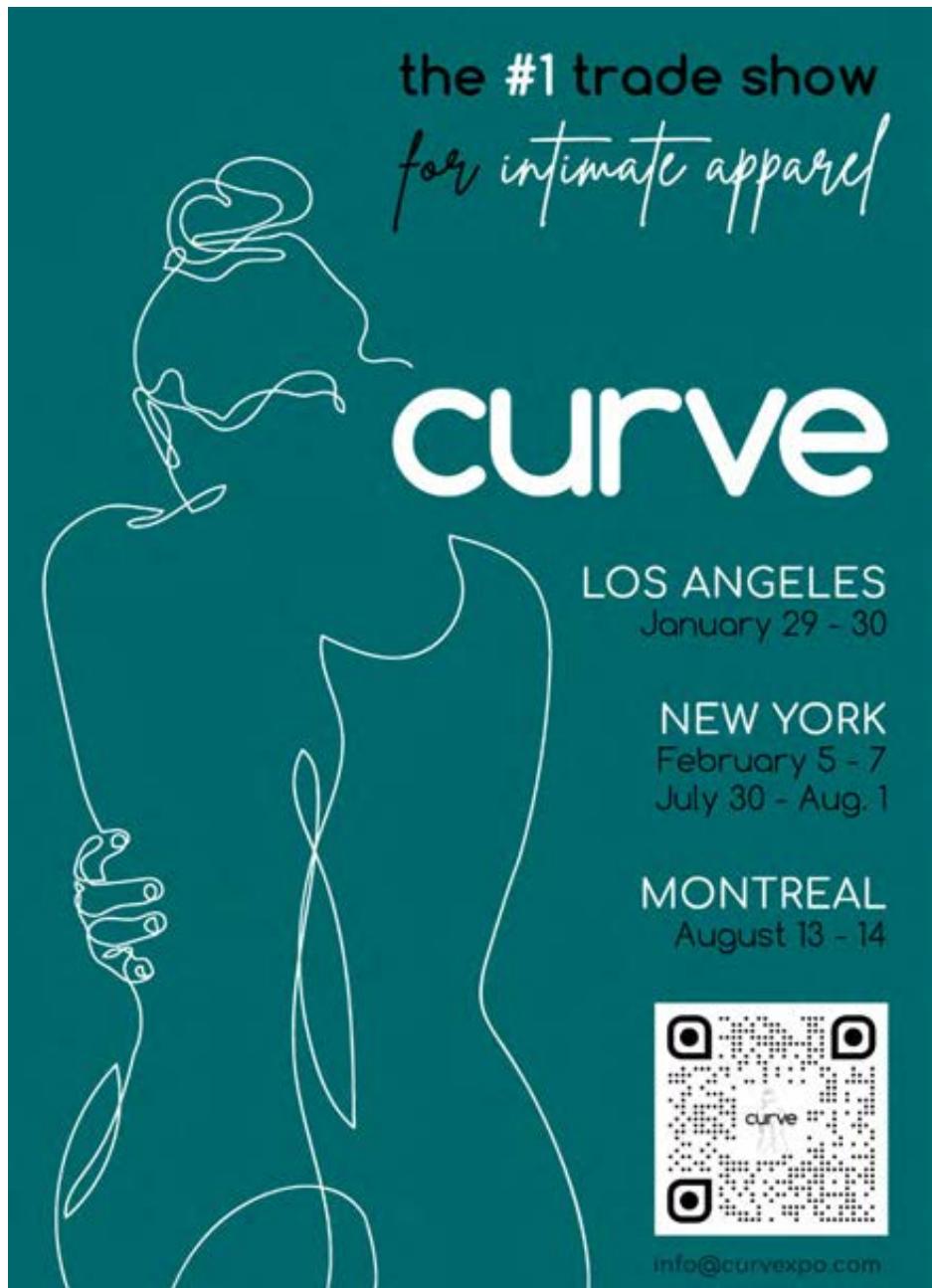
Feb. 19

CALA Men's Show
Costa Mesa, Calif.
Through Feb. 20

Mipel
Milan
Through Feb. 20

Curate International Collections New York
Through Feb. 21

Designers and Agents NY
New York
Through Feb. 21



the #1 trade show for intimate apparel

curve

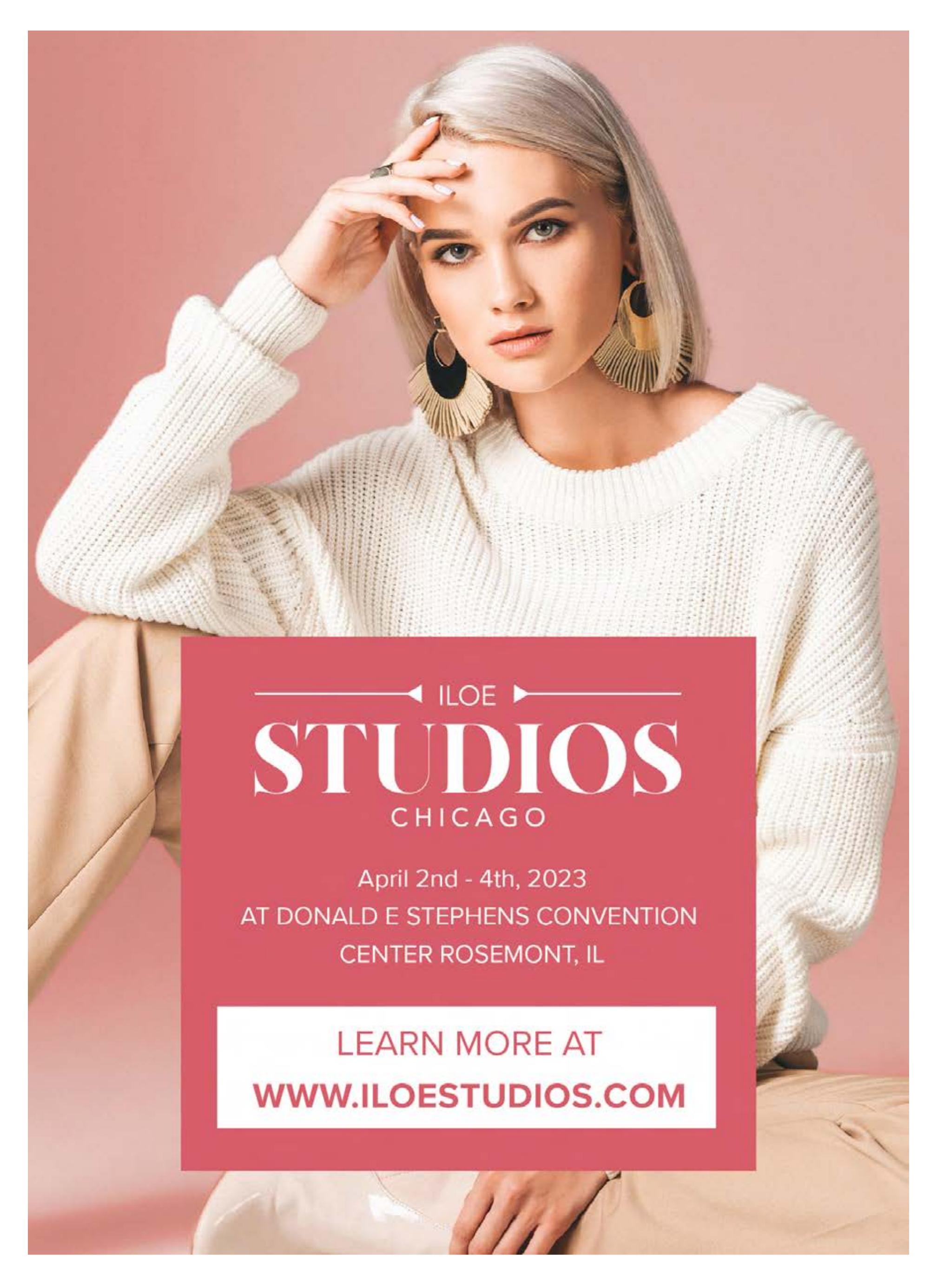
LOS ANGELES
January 29 - 30

NEW YORK
February 5 - 7
July 30 - Aug. 1

MONTREAL
August 13 - 14



info@curvexpo.com



ILOE

STUDIOS

CHICAGO

April 2nd - 4th, 2023
AT DONALD E STEPHENS CONVENTION
CENTER ROSEMONT, IL

LEARN MORE AT
WWW.ILOESTUDIOS.COM

Calendar

Continued from page 20

Milano Micam

Milan
Through Feb. 22

The One Milano—Mifur Mipap

Milan
Through Feb. 22

Feb. 20

Asia Apparel Expo Berlin

Berlin
Through Feb. 22

Intimasia

Mumbai, India
Through Feb. 22

CJF—Child and Junior Fashion

Moscow
Through Feb. 23

CPM Collection Première Moscow

Moscow
Through Feb. 23

Euro Shoes Première Collection

Moscow
Through Feb. 23

MosShoes

Moscow
Through Feb. 23

Feb. 21

Coterie New York

New York
Through Feb. 23

Lineapelle Milan

Milan
Through Feb. 23

MAGIC New York

New York
Through Feb. 23

Milan Fashion Week

Milan
Through Feb. 27

Feb. 22

Filo

Milan
Through Feb. 23

LA Textile

Los Angeles
Through Feb. 24

Feb. 24

Vancouver Footwear & Accessory

Buying Market
Richman, British Columbia
Through Feb. 26

White Show—Man & Woman

Milan
Through Feb. 27

Feb. 26

ABC Salon

Munich
Through Feb. 27

Alberta Gift + Home Market

Edmonton, Alberta
Through Feb. 28

Shoes Düsseldorf

Düsseldorf, Germany
Through Feb. 28

ASD Market Week, SourceDirect

at ASD
Las Vegas
Through March 1

EuroCIS

Düsseldorf, Germany
Through March 2

Feb. 27

Supreme Women & Men

Düsseldorf, Germany
Through Feb. 28

Paris Fashion Week Women

Paris
Through March 7



Shop at **Fashion Market Northern California**—the premier venue for the fashion industry's top apparel, accessory, and footwear in a friendly and relaxed atmosphere! Enjoy a buffet lunch and afternoon treats daily, as well as complimentary valet parking on Sunday and Monday at the Embassy Suites, 250 Gateway Blvd., South San Francisco. FMNC's mission is to offer quality driven fashion and accessory collections to retailers throughout Northern California and beyond, in a beautiful venue minutes away from the San Francisco Airport. www.fashionmarketnorcal.com

Feb. 28

Product Innovation (PI) Apparel Los Angeles

Los Angeles
Through March 2

Spinexpo Shanghai

Shanghai
Through March 2

March 1

Northwest Materials Show

Portland, Ore.
Through March 2

AAFA Executive Summit

Washington, D.C.
Through March 3

March 2

Garment Technology Expo

Gandhinagar
Gandhinagar, India
Through March 3

Tranoi Women

Paris
Through March 5

March 3

Fabrics & Accessories Trade Show

Bangalore, India
Through March 5

Trends Apparel Show

Edmonton, Alberta
Through March 5

March 5

Travelers Show Ocean City

Satellite
Ocean City, Md.
Through March 6

Travelers Super Show

Wilmington, Del.
Through March 6

Chicago Collective Women's

Edition
Chicago
Through March 7

Shoes Dusseldorf

Düsseldorf, Germany
Through March 7

March 7

Northeast Materials Show

Boston
Through March 8

The Indy Show

Noblesville, Ind.
Through March 8

March 8

Kyoto International Gift Show

Kyoto, Japan
Through March 9

Travelers Show Ocean City

Satellite
Ocean City, Md.
Through March 9

CHIC—China International

Fashion Fair
Shanghai
Through March 10

Intertextile Shanghai Apparel

Fabrics
Shanghai
Through March 10

Intertextile Shanghai Home

Textiles
Shanghai
Through March 10

Jumble Tokyo

Tokyo
Through March 10

Yarn Expo Shanghai

Shanghai
Through March 10

CNR Fashion Show Antalya

Antalya, Turkey
Through March 11

March 9

Graphics Pro Expo Irving

Irving, Texas
Through March 10

March 10

MAGIC at SXSW

Austin, Texas
Through March 11

Minneapolis Mart Gift, Home,

Apparel & Accessory Show
Minneapolis
Through March 14

Arab Fashion Week Women's

Dubai, U.A.E.
Through March 15

March 12

Paris Bridal Fair

Paris
Through March 13

National Bridal Market Chicago

Chicago
Through March 14

REV Chicago Boutique Show

Des Plaines, Ill.
Through March 14

L.A. Market Week—The New Mart

Los Angeles
Through March 15

L.A. Market Week

Los Angeles
Through March 16

LA Kids' Market

Los Angeles
Through March 16

March 13

APLF Dubai, Leather &

Materials+, Fashion Access
Dubai, U.A.E.
Through March 15

Brand Assembly

Los Angeles
Through March 15

Designers and Agents LA

Los Angeles
Through March 15

LA Market Week—Cooper Design

Space
Los Angeles
Through March 16

Russian Textile Week: Inlegmash,

Legpromforum, Interfabric,

Industry Conference
Moscow
Through March 16

Rakuten Fashion Week Tokyo

Tokyo
Through March 18



EVOLUTION
a concept trade show

**A CURATED LUXURY
LINGERIE TRADE SHOW**

LOS ANGELES
January 29 & 30

NEW YORK
February 4 - 6

WWW.EVOLUTIONCONCEPTSHOW.COM

CONTACT : MERCH@EVOLUTIONCONCEPTSHOW.COM

The Fabric Shows

Collections from the USA, Canada, & Europe
Produced Globally - Including Made in USA!
Custom Orders & Stock Programs with Low Minimums

Materials For Apparel & Home

San Francisco Fabric Show
San Francisco Hilton Financial District
November 20 & 21, 2022

New York Fabric Show
The New Yorker Hotel
January 18 & 19, 2023

Fabrics / Trims / Small Lot Production

Atlanta . Dallas . Miami . New York . San Francisco
Additional Dates & Locations to Be Announced
TheFabricShows.com / [@TheFabricShows](https://twitter.com/TheFabricShows)



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 responsiveness. www.republicbc.com



The "Original" **OC Apparel Show** has become a favorite in the Southern California region for over a year now. Proving to be a hit with retailers from Northern California and along the coastline down through San Diego, the show takes pride in all of the small details that make The OC Apparel Show stand way above the rest. Buyers love the "original" OC Apparel Show and have been coming back show after show. The great selection of unique lines and some of the hottest manufacturers in the industry are here to help make buyers' jobs easier. When travel becomes a chore and time away from stores is limited, show organizers have found that San Diego, Orange County, LA County, Palm Desert/Springs, the valleys, Inland Empire and the Temecula Valley are all loyal to the show. OC Apparel Show is changing the trade-show mold and building something fresh and new—a place reps love as much as buyers. The show is looking for swim, athleisure, surf, and golf reps/exhibitors to join for future dates. The Southern California "Lifestyle and Resort" vibe is exactly what the market needs and the show is looking for retailers who want a place to call home in the OC market. Come check out why the "Original" OC Apparel Show is the hottest show in the industry! www.OCApplShow.com

SWIM SHOW

7500+ Attendees



450+ Exhibitors

Miami Beach

July 8-10, 2023

T. 305.596.7889

info@swimshow.com

swimshow.com

[#SeeYouAtSwimShow](https://www.instagram.com/SeeYouAtSwimShow)

INTERNATIONAL TRADE-SHOW CALENDAR

Calendar

Continued from page 22

March 14

Obuv. Mir Kozhi International Exhibition for Shoes and Leather Products
Moscow
Through March 17

March 15

Performance Days—Functional Fabric Fair
Munich
Through March 16

Project Tokyo
Tokyo
Through March 16

JiTAC European Textile Fair
Tokyo
Through March 17



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 lines from an 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 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

March 17

Fashion Week El Paseo
Palm Desert, Calif.
Through March 23

March 19

Travelers Show Pittsburgh Satellite
Moon Township, Pa.
Through March 20

Northstar Fashion Exhibitors
St. Paul, Minn.
Through March 21

Store Point Fashion
Austin, Texas
Through March 22

March 21

Fashion Industry Gallery (FIG) Fall 1
Dallas
Through March 23

Shanghai International Hosiery Purchasing Expo
Shanghai
Through March 23

Dallas Apparel & Accessories Market
Dallas
Through March 24

Dallas Kidsworld Market
Dallas
Through March 24



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

Dallas Total Home & Gift Market
Dallas
Through March 24

March 22

Style Bangkok—Fashion, Gift & Houseware, Furniture
Bangkok
Through March 26

March 23

Impressions Expo Atlantic City
Atlantic City, N.J.
Through March 25

March 24

Los Angeles Fashion Week powered by The Society
Los Angeles
Through March 26

March 26

New England Apparel Club Manchester Signature Show
Manchester, Mass.
Through March 28

Shoptalk
Las Vegas
Through March 29

Shoptalk Spring Meetup
Las Vegas
Through March 29

March 28

VOW Bridal & Formal Atlanta
Atlanta
Through March 30

March Atlanta Apparel
Atlanta
Through April 1

March 29

Made in France Première Vision
Paris
Through March 30

Texfashion London
London
Through March 30

April 2

Michigan Women's Wear Market
Livonia, Mich.
Through April 3

Fashion Market Northern California
South San Francisco, Calif.
Through April 4

ILOE Studios Chicago
Rosemont, Ill.
Through April 4

April 3

Dallas Design Days
Dallas
Through April 4

International Foundation of Fashion Technology Institutes
Aotearoa, New Zealand
Through April 6

April 5

Fashion Sourcing Expo Tokyo
Tokyo
Through April 7

Fashion World Tokyo
Tokyo
Through April 7

Textile Tokyo
Tokyo
Through April 7

April 6

Fabrics & Accessories Trade Show
Mumbai, India
Through April 8

Yarnex India International Yarn Exhibition
Mumbai, India
Through April 8

April 12

Kingpins Amsterdam
Amsterdam
Through April 13

Luxe Pack Shanghai
Shanghai
Through April 13

International Premium Incentive Show
Tokyo
Through April 14

Memphis Fashion Week
Memphis, Tenn.
Through April 15



Creative Financing Solutions to Keep Your Apparel Business Moving

Don't let **supply chain disruptions** slow you down. Accelerate your access to reliable working capital with our fast decisions and customized solutions.

- + Asset Based Revolvers
- + Inventory Purchase Facilities
- + Factoring and Invoice Discounting
- + Structured Sale of Receivables



whiteoaksf.com/supplychain
info@whiteoakcf.com



Texworld New York City, Apparel Sourcing New York City, and Home Textiles Sourcing, the East Coast's largest textile sourcing event will be held Jan. 31–Feb. 2, 2023 at the Javits Center. Popular among attendees, Texworld NYC's Textile Talks and the Lenzing Seminar Series will return live on the show floor. Known for insightful and topical sessions for all levels of experience across all segments of the industry, Texworld NYC's educational program is not to be missed. Additionally, visitors will have access to a curated selection of S/S 23–24 trends in the Texworld Trend Showcase presented by New York-based trend agency, TOBE/The Doneger Group. The hybrid Sourcing Showroom will also return to the show floor to enable global suppliers still facing travel restrictions to be physically represented in the U.S. marketplace. texworld-usa.us.messefrankfurt.com/new-york/en.html

INTERNATIONAL TRADE-SHOW CALENDAR

OFFPRICE
LAS VEGAS

OFFPRICE Las Vegas offers a wholesale marketplace to those needing to source products, make 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 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. 11-14, 2023 at the Venetian Expo. For more information, visit www.offpriceshow.com.

April 14

Si Sposaitalia Collezioni
Milan
Through April 17

April 18

eP Summit Pitti Immagine
Florence, Italy
Through April 19

Gift & Home Spring Market LA Mart
Los Angeles
Through April 20

April 19

Barcelona Bridal Fashion Week
Barcelona, Spain
Through April 23

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 23

Minneapolis Mart Gift, Home, Apparel & Accessory Show
Minneapolis
Through April 25

April 25

Trendz
Palm Beach, Fla.
Through April 27

World Retail Congress
Barcelona, Spain
Through April 27

April 26

MAGIC Nashville
Nashville, Tenn.
Through April 27

April 27

Graphics Pro Expo Charlotte
Charlotte, N.C.
Through April 28

SF Now
San Francisco
Through April 28

HKTDC Hong Kong International Licensing Virtual Show
Hong Kong
Through April 29

curve

Curve LA has become the "go to" destination for West coast buyers desiring to shop an international mix of the best intimate apparel and swimwear collections. The July 2022 edition offered buyers the chance to learn new skills with two bra fitting workshops hosted by lingerie guru Kimmay Caldwell. Curve NY welcomed 150 brands and 1,200 buyers from 16 countries to Spring Studios in downtown Manhattan. 77 percent of attendees were from the East Coast, with NY, NJ, PA, and CT retailers most prevalent. It was an action-packed schedule with daily conferences, multiple Fit Workshops by Elomi, Freya, Fantasie and Goddess, and a Curve rooftop party. Upcoming shows are Curve Los Angeles running Jan. 29-30, 2023, and Curve New York running Feb. 5-7. www.curve-newyork.com

Hong Kong Gifts & Premium Fair
Hong Kong
Through April 30

April 28

One of a Kind Spring Show and Sale Chicago
Chicago
Through April 30

May 2

Intertext Portugal
Porto, Portugal
Through May 4

May 9

RFID Journal Live
Orlando, Fla.
Through May 11

May 10

Luxe Pack New York
New York
Through May 11

MERCHANT FINANCIAL GROUP

Merchant Financial Group, located near the garment center in downtown L.A., offers non-recourse factoring, asset-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 service, and the flexibility to meet all clients' needs. Established in 1985, Merchant Financial Group has become a leader in the industry, satisfying the needs of growing businesses. Merchant services the entire United States, with offices domestically in Los Angeles, Fort Lauderdale, and New York. www.merchantfinancial.com

IFJAG Orlando
Orlando, Fla.
Through May 12

Techtextil North America
Atlanta
Through May 12

Texprocess Americas
Atlanta
Through May 12

May 11

Denim Show India
Mumbai, India
Through May 13

Gartex Texprocess India
Mumbai, India
Through May 13

Screen Print India
Mumbai, India
Through May 13

May 18

Expofranquicia International Franchising Fair
Madrid
Through May 20

SURF EXPO

Surf Expo is the largest and longest-running watersports and beach/resort/lifestyle 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 America, and around the world. 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 ceremonies, and demos. The next show is Jan. 4-6, 2023 at the Orange County Convention Center in Orlando, Fla. www.surfexpo.com

May 21

New England Apparel Club Manchester Signature Show
Manchester, Mass.
Through May 23

ITA Interwoven (formerly Showtime)
High Point, N.C.
Through May 24

May 24

Supreme Celebration
ÉMunich
Through May 25

May 29

Shoes and Leather Guangzhou
Guangzhou, China
Through May 31

June 4

Michigan Women's Wear Market
Livonia, Mich.
Through June 5

OutDoor by ISPO
Munich
Through June 6

➔ [Calendar page 26](#)

WELLS FARGO



Support you can count on no matter what path your business takes

In an industry that endlessly strives for the next big thing, having the flexibility to adapt at a moment's notice is key to success. With Wells Fargo, you get the strength and stability you need, along with the nimbleness you want. Our flexible financing may support your growth, and our track record in factoring and receivables management helps make sure you're ready for whatever is next.

Tap into our knowledge, experience, and broad offering of products so that your business' success never goes out of style. Learn more at wellsfargo.com/com/financing/global.

Wells Fargo Commercial Services

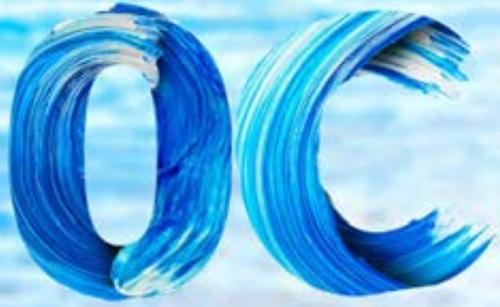
- Factoring
- Asset-based financing
- Accounts receivable management
- Acquisition financing
- Inventory financing
- Import and export financing
- Letters of credit

Bart Evans

Senior Vice President
213-253-7604
bart.evans@wellsfargo.com

© 2022 Wells Fargo & Company. All rights reserved. 7286547

THE HOTTEST APPAREL SHOW ON THE WEST COAST!



Apparel Show

OCApparelShow.com

Women's - Men's - Kid's

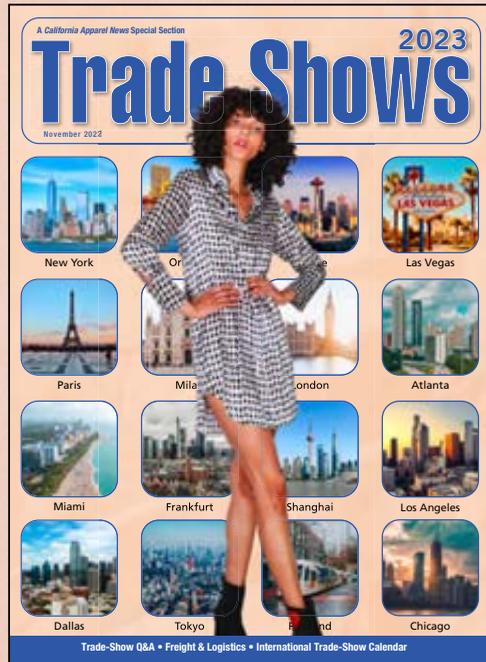
- Apparel
- Shoes
- Athleisure
- Resort Wear
- Sandals
- Accessories
- Beach Wear
- Hats
- Sunglasses
- Cover-ups
- Golf
- Active Wear
- Swimwear
- Surf
- Namedrop

FOR SHOW DATES:

OCApparelShow.com

Get in the NEXT Trade Show Issue Coming Soon

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



CALIFORNIA
ApparelNews

Apparel News Group
The New Mart
127 E. Ninth St., Ste. 212
Los Angeles, CA 90015
www.apparelnews.net

INTERNATIONAL TRADE-SHOW CALENDAR

Calendar

Continued from page 20

June 5

New York Shoe Expo, FFANY Market Week
New York
Through June 9

June 6

LeShow Moscow
Moscow
Through June 8
June Atlanta Apparel
Atlanta
Through June 9

June 7

Édition Spéciale Luxe Pack
Paris
Through June 8



The **Collective Shows** are the premier B2B markets featuring top and emerging designers from the swimwear and activewear industries. The newly reimagined shows feature all-new displays and immersive experiences for retailers to not only see, but also feel and try products from exhibiting brands. The new format truly supports brand storytelling and the ability to share the heritage and lineage of the textiles behind the products visitors are experiencing. Register now for Winter 2023 events: Active Collective Calif. Jan. 17-18, 2023 at Paséa Hotel and Spa, Huntington Beach, Calif. Swim Collective: Jan. 19-20, 2023 at Paséa Hotel and Spa, Huntington Beach, Calif. Active Collective NY: Jan. 25-26, 2023 at Metropolitan Pavilion, New York. www.collectiveshows.com/register-now.

June 8

ITMA Milan
Milan
Through June 14

June 11

L.A. Market Week
Los Angeles
Through June 14
LA Kids' Market
Los Angeles
Through June 14

June 12

LA Market Week—Cooper Design Space
Los Angeles
Through June 15

June 13

Swim Collective
Huntington Beach, Calif.
Through June 14
Las Vegas Licensing Expo
Las Vegas
Through June 15



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. It 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.kornit.com

Retail Innovation Conference & Expo
Chicago
Through June 15

June 15

Graphics Pro Expo Indianapolis
Indianapolis
Through June 16

June 19

Outdoor Retailer Snow Show
Salt Lake City
Through June 21

June 20

Paris Fashion Week Men
Paris
Through June 25

June 21

Dallas Kidsworld Market
Dallas
Through June 27
Dallas Total Home & Gift Market
Dallas
Through June 27

June 23

Northwest Shoe Travelers Market
St. Paul, Minn.
Through June 25

June 25

Fashion Market Northern California
South San Francisco, Calif.
Through June 27



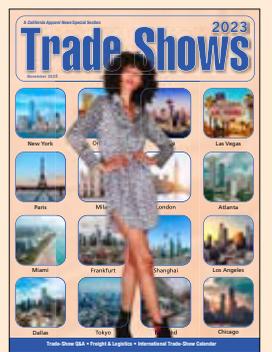
CIT is one of the nation's leading providers of factoring and financing to middle-market consumer product companies. Our customized financial solutions help improve cash flow, reduce operating expenses, and mitigate credit risks. As a preeminent lender and provider of lending and financial and operational solutions to companies in the consumer-products space, CIT can help you focus your efforts on developing ideas into sustainable, growing businesses. www.cit.com/commercial/solutions/commercial-services

June 27

Future Fabrics Expo
London
Through June 28
Product Innovation (PI) Apparel New York
New York
Through June 28
Dallas Apparel & Accessories Market
Dallas
Through June 30



SwimShow, the premier trade show dedicated to the swimwear industry, takes place July 8-10, 2023 at the Miami Beach Convention Center in Miami Beach, Fla. With more than three decades of expertise, SwimShow is recognized as the global tradeshow where the very best gather to network, exhibit and purchase next year's trends. Held every July, SwimShow is the largest of its kind in the world and attracts more than 7,500 buyers, manufacturers, designers, corporate personnel, press, bloggers, influencers, fashion consultants, stylists, VIPs and other fashion industry leaders from over 60 countries to showcase brands and create business opportunities. SwimShow is planned and executed with the utmost needs of swimwear buyers anticipating the trends, debuting new designers each year and producing an all-encompassing trade show that is second to none. www.swimshow.com



On the cover: Catherine Gee by Hagop Kalaidjian; background, all photos www.unsplash.com: New York—Siegfried Poepperl, Orlando—Mick Haupt, Seattle—Thom Milkovic, Las Vegas—Grant Cai, Paris—Fabien Maurin, Milan—Daryan Shamkhali, London—Hugo Sousa, Atlanta—Bryan Turner, Miami—Mark S., Frankfurt—Paul Fiedler, Shanghai—Raf Leineweber, Los Angeles—Venti Views, Dallas—RKH, Tokyo—Simon Lee, Portland—Slava Keyzman, Chicago—Max Bender

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.

Apparel News Group



Seventy-seven years of news,
fashion and information

CEO/PUBLISHER/EDITOR
TERRY MARTINEZ

CREATIVE MARKETING DIRECTOR
LOUISE DAMBERG

CONTRIBUTORS
CHRISTIAN CHENSWOLD
DOROTHY CROUCH
VOLKER CORELL
KELLI FREEMAN
KEVAN HALL
ILSE METCHEK
TIM REGAS
ROXY STARR
NICK VERREOS
BETSY ZANJANI

WEB PRODUCTION
MORGAN WESSLER
DIRECTOR OF SALES AND MARKETING
TERRY MARTINEZ

SENIOR ACCOUNT EXECUTIVES
LYNNE KASCH, AMY VALENCIA

CREATIVE MEDIA MANAGER
LYNNE KASCH

BUSINESS DEVELOPMENT
MOLLY RHODES

ADMINISTRATIVE ASSISTANTS
CHRIS MARTIN

RACHEL MARTINEZ
PENNY ROTHKE-SIMENSKY

CLASSIFIED ACCOUNT EXECUTIVE
JEFFERY YOUNGER

PRODUCTION MANAGER
KENDALL IN

FINANCE
DAVID MARTINEZ

PUBLISHED BY TLM PUBLISHING INC.
APPAREL NEWS GROUP

Publishers of:
California Apparel News | Waterwear

EXECUTIVE OFFICE

The New Mart, 127 E. Ninth St., Suite 212
Los Angeles, CA 90015

(213) 627-3737

www.apparelnews.net | webmaster@apparelnews.net

PRINTED IN THE U.S.A.

THE BEST NEW MARKET



Discover a better market experience, where you can explore top brands and get treated with unmatched hospitality and personal connections in a comfortable, curated setting. Plus, there's no better place to enjoy the big game than our VIP party! Come see what the buzz is about and put Las Vegas Apparel on your list for sourcing this February.

LAS VEGAS APPAREL

February 12–15, 2023

Register today: LasVegas-Apparel.com



LAS VEGAS
APPAREL

Let's Be Friends
#shoplva | @apparelmarkets

Dates are subject to change. | ©2023 International Market Centers, LLC



**Kornit
Digital**
bonding
matters

SELL YOUR FASHION BEFORE YOU MAKE IT.

**Gain control of your supply chain
and keep production on-shore
with Kornit Digital.**

Kornit's digital textile printing solutions provide the required flexibility and firepower to produce at the speed needed for today's e-commerce marketplace. Eliminate excess inventory and stay on top of current trends by printing on demand. Our commitment to sustainability and innovation will position you to meet the demands of your consumers.

**Ready to grow with sustainable,
on-demand fashion manufacturing?**

kornit.com



SCAN TO LEARN MORE!

