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EAST MEETS WEST

For Fall 2023 California designer Trina Turk took inspiration from 1970s New York City pulling from movies, popular culture, the architecture and energy of lower Manhattan, with a nod to the street-smart glamour of the era.

For story and more looks, see page 3.

DEWEY NICKS

INDUSTRY FOCUS: FINANCE

Taking Eco Transparency Into Account When Considering Financing

By Dorothy Crouch *Contributing Writer*

Ecological and ethical influences have reached every area of fashion and apparel. Abiding by greener apparel guidelines requires brands to remain transparent by revealing each step they take and partner they work with along the supply chain. A large trend in sustainability, which supports greater transparency in fashion, is creating a circular economy.

By sourcing to create a circular economy, brands rely on using or repairing upcycled and recycled pre- and post-consumer materials to create their goods, allowing them to share their sourcing information with consumers.

When brands make sustainable claims but are unable to provide transparent insight into their practices, negative consumer responses can be swift and severe, which could cause the value of the company to nosedive. With this in mind,

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SWIM

Miami Swim Week Boasts a Variety of Offerings From Distinctive Shows

By Dorothy Crouch *Contributing Writer*

An abundance of style was the common thread during the recent installment of **Miami Swim Week**, held July 4–11 and attracting buyers, designers, brands and creatives who looked toward Spring/Summer 2024. Miami Swim Week comprised trusted shows and newer events with a roster that included **SwimShow**, **Miami Swimweek powered by Art Hearts Fashion**, **destination:miami** by Coterie, **Cabana** and **La Plage Miami**.

Each show offered a distinctive experience, satisfying buyer demand for variety. Many show producers took buyers beyond the typical show floor or runway by creating an atmosphere that blended buying with leisure through wellness activities, festive parties and artistic creations. Whether buy-

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The Natural Selection Collection Boasts Three-Way Partnership

For 35 years **Laguna Fabrics** has been a Los Angeles-based, family-owned knitting mill known for quality, trend awareness and fast turnaround. That's a long time for just about anything in L.A., and its longevity no doubt has something to do with it staying atop of trends on the business side as well as the fashion front.

Enter a new three-way collaboration with **Lenzing**, manufacturer of TENCEL fibers, and **Hyosung**, manufacturer of creora spandex, for the launch of the new Natural Selection Collection, a sophisticated offering prioritizing style, function and environmental responsibility. The recently debuted collection includes refined single jerseys, ribs and interlocks suitable for contemporary women's collections, including premium tops, first-layer shapewear and form-fitting dresses.

Hyosung's bio-based spandex replaces 30 percent of petroleum-based resources with bio-based materials sourced from industrial field corn. Recent third-party life-cycle



The Natural Selection Collection not only offers sustainability and performance but also proudly bears the Made in Los Angeles label.

assessments reveal a 20 percent reduction in carbon footprint compared to regular spandex production. "Our commitment to low-impact fibers has been ongoing since 2001, with over 70 percent of our products crafted from natural materials," said David Roshan, representative of Laguna Fabrics. "This alternative stretch fiber performs exceptionally well, addressing the challenge of implementing

sustainable options."

TENCEL lyocell fibers are made from sustainably sourced wood and produced through a unique closed-loop production process that recovers and reuses the solvents employed, minimizing the environmental impact of production. "The Natural Selection Collection exemplifies how important collaboration is in achieving and creating sustainable solutions for our industry," said Erica Redd, business development manager at Lenzing Group.

Over the past decade, the company has prioritized sustainability, focusing on crafting lower-impact fabrics and aligning with global initiatives to reduce the fashion industry's social and environmental impacts. Laguna Fabrics is the only GOTS-certified knitting mill in the U.S., exemplifying its dedication to environmentally conscious practices. Seamlessly blending tradition and innovation, Laguna Fabrics sets new standards in the industry, inspiring creativity while preserving the planet for future generations.—*Christian Chensvold*

SUPPLY CHAIN

Port of L.A. Receives Infusion of Grants for Infrastructure Upgrades

Supply-chain woes may disappear like last year's fashions thanks to a grant injection from state government to improve the **Port of Los Angeles**. The harried maritime hub has been awarded \$233 million in grants from the State of California to complete essential infrastructure projects aimed at creating a more efficient and sustainable supply chain.

"This nearly quarter-billion-dollar investment in critical Port of Los Angeles projects—along with an additional \$191 mil-

lion in supporting regional projects—will accelerate our efforts to boost competitiveness, create jobs and enhance decarbonization efforts," said Port of Los Angeles Executive Director Gene Seroka.

Projects slated for funding include the Maritime Support Facility Improvement and Expansion Project. MSF provides chassis and empty-container storage for all 12 container terminals at the ports of Los Angeles and Long Beach, which is critical to facilitating goods movement throughout the complex.



The infusion of funds for infrastructure improvements to the Port of Los Angeles was also heralded not only for the impact on commerce but also community.

The new funding will expand the area from 30 to 71 acres, while improvements will include utilities, drainage, sewage, and power and water supply. Also included is a plan to modify the intersection of Navy Way and Seaside Avenue to improve traffic operations, reduce collisions and improve safety. Improvements will add a new westbound auxiliary lane, eastbound two-lane collector-distributor road, off-ramp termini, as well as eliminating a traffic signal, among other upgrades, with a total project cost of \$62.98 million.

Additionally, the Port of Los Angeles has received a \$15 million grant from the California Transportation Commission for a four-lane grade separation on Terminal Island that will reduce truck delays and improve public safety.

The busiest seaport in the Western Hemisphere, the Port of Los Angeles is North America's leading trade gateway and has ranked as the no. 1 container port in the United States for 23 consecutive years. In 2022, the port facilitated \$311 billion in trade and handled a total of 9.9 million container units, the second busiest calendar year in the port's 116-year history.—*C.C.*



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Inside the Industry

The Rodeo Drive Committee has announced details of the first edition of the weeklong program Rodeo Drive Celebrates Fashion, which will take place Aug. 7–13. The event will honor the exemplary craftsmanship, creativity and innovation in fashion that continue to distinguish Rodeo Drive in Beverly Hills among the world's most visited luxury destinations. "This is a moment to raise a glass to Rodeo Drive," said Committee President Kay Monica Rose. "There is nothing comparable. The legendary street's magic continues thanks to the exemplary fashion design and craftsmanship from the greatest fashion houses and brands in the world, the architect-designed boutique spaces, the spectacular window displays, exclusive artist collaborations and pop-ups, and our unrivaled customer service."

FashionGo, the leading B2B wholesale online marketplace, kicks off FashionGo Week, its biannual week-long online trade show July 31–Aug. 4. FashionGo enables the fashion industry to connect and discover new opportunities. Attendees during the event can shop the newest arrivals for the FW23 season, take advantage of exclusive deals and leverage convenient tools. Through the search capabilities of Style Match, visitors can find the exact or similar items, access the season's top trending styles using real-time data from "Best of Best," and watch and shop over 40 vendor-hosted live streams daily. The event seeks to deliver maximum merchandising value to retail buyers coming into the second half of the year.

The American Apparel & Footwear Association, the International Apparel Federation and scores of additional organizations have delivered a letter to authorities around the world with the goal of modernizing labeling requirements and allowing more-sustainable and economic digital labels for required labeling information. The 130 signatories represent the global fashion and sportswear industry and those working to advance sustainability, circularity and authenticity solutions. "Consumers today want more information with less waste," said AAFA president and CEO Steve Lamar. "The opportunities are endless if digital opportunities are unlocked. Purchasers will gain access to more-detailed and accurate information about the textiles, garments, footwear and related accessories they are considering buying such as more in-depth materials and origin information. This is one tool for a more responsible and agile global industry."

Circular Fashion LA is partnering with the Neighborhood Council Sustainability Alliance to bring Community ReDye and Fashion Awareness events to neighborhoods across Los Angeles. The first will be held Aug. 12 from 2 to 5 p.m. at the Los Angeles Cleantech Incubator campus in the Downtown Los Angeles Arts District. The event will consist of a variety of activities aimed at "breaking the unhealthy cycle of fast fashion." Featured speakers include Karri Ann Frerichs, founder of Circular Fashion LA and professor of fashion business and sustainability. There will also be a clothing swap, a ReDye of old clothing with stencils and tie-dye, a tour of the LACI campus, and a panel discussion on creating a more sustainable future. Refreshments will be served, and space is limited.

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Trina Turk Takes Fashion Back to 1970s NYC for Fall 2023

This season's Fall 2023 "Seventies SoHo" collection by Trina Turk takes the designer's clientele back to an era when the City That Never Sleeps awoke and rocked the world through avant-garde art, glamorous fashion, groundbreaking music and wild parties.

The **Trina Turk** messaging for Fall 2023 took inspiration from Jane Fonda's role in the 1971 American neo-noir psychological thriller "Klute." The brand described the collection's themes as "a vibrant cab ride through 1970s New York City. Pulling from the architecture and energy of lower Manhattan, each style is a nod to the street-smart glamour of the era."

"We are always pulling inspiration from the '60s and '70s—it's a big part of our DNA," Turk said. "In this collection, I think that moody, downtown, 1970s New York City vibe was a great counterbalance to our bright California aesthetic, and it brought depth to the collection."

Naming many of her colors for New York neighborhoods and points of interest, the collection relies on Greenwich Green and Bryant Park Bordeaux for the city's coolness, while Downtown Pink and LaGuardia Lime relay the vibrance of the city. Though Turk chose rich, deep hues for the Fall 2023 collection, she also applied bright, warm colors that might seem to be more suitable for summer, but the designer makes them work beautifully when applied to autumn styles. Pops of Downtown Pink in an urban-friendly floral awaken the softer bohemian tones.

The textiles that Turk chose for Fall reflect the romantic

side of New York, yet the ways in which the designer styles the pieces allow them to retain the edge for which the city is known. Silk chiffon is elevated from its typical softness into the Fulton Floral Clipped Jacquard. A sueded poncho in Greenwich Green with short bell sleeves serves as a solid overlay to bold geometric-patterned flares in cooler greens and blues. Leatherette yields elements of a rock 'n' roll edge that plays into the more glamorous side of the genre.

In her Chelsea Chevron Satin Georgette, which relies on a rainbow of warm magenta, Downtown Pink, sky blue, moss green and corn-silk gold, Turk taps into the California influences that have shaped her brand. The pattern is applied to women's suiting in a smart blazer paired with matching flare trousers that are meant to stand out amid the hustle and distractions of a busy city street.

A Trina Turk collection would not be complete without the designer's beloved caftans. Approaching this silhouette with a New York sensibility while maintaining the essence of the brand required bold details. Turk delivered with a Guggenheim-inspired geometric print in silk with hot-pink feather detail.

Another 1970s staple that remains a fall favorite—wide-wale corduroy—is applied to suiting in a bright-pink hue and flare-pant silhouette that can be worn to make a statement while walking to work or out to see a favorite band.

The California designer also expanded on her denim offerings with Fall 2023, blending the jeans styling of the 1970s

in New York City with her blue-blood heritage of the Golden State. Denim offerings have evolved with a button-close jacket in a slim silhouette that features a point collar, chest and hip front-patch pockets with button flaps, bishop sleeves, and a tie waist. Vintage-inspired wide-leg denim trousers complete the look.

"Fall is always a strong season for textile development because we can bring in luxurious fabrications like suede and leather and explore rich novelties like this season's Chelsea Chevron Knit Jacquard, Klute Corduroy and Quilted Satin," said Turk. "We knew we wanted some strong tailoring options to help deliver the theme but also wanted to balance those with casual elements that would bring a certain downtown nonchalance, like our denim separates or prints on soft chiffon and jersey bases."

One aspect of Trina Turk dressing is that, despite the brand's elegance and smart styling, it remains extremely versatile. In fact, a focal point of Turk's Summer collection was designing to allow customers the freedom to pair certain warmer-weather pieces with the upcoming Fall collection. This push to inspire clients to pair new Trina Turk pieces with those from previous seasons aligns with the designer's growing sustainable efforts, which include domestic U.S. manufacturing for certain styles.

"Versatility is something our customer is definitely looking for," Turk said. "Something that can be worn more than one way is always good." ●





SWIMSHOW



FASHION WILLFREDO GERARDO AT ART HEARTS ARJUN NEVADER FOR GETTY IMAGES



DESTINATION:MIAMI

Miami Swim Week offered an array of Spring/Summer 2024 style options and experiences via a variety of shows including (from left, top row) SwimShow, Miami Swimweek Powered by Art Hearts Fashion, destination:MIAMI by Coterie, (from left, bottom row) Cabana, La Plage and the Miami coastline

Miami *Continued from page 1*

ers sought classic styles from established brands, avant-garde looks from edgy designers, trendy fashions from on-style labels or eco and ethical goods from sustainably minded companies, the events held during Miami Swim Week delivered on those promises and beyond.

SwimShow nods to classics and new designers

SwimShow produced its July 8–10 edition at the **Miami Beach Convention Center**. After more than 40 years showcasing swim trends for upcoming seasons, SwimShow has become known as the veteran event of Miami Swim Week, attracting cool emerging brands and trusted labels in the industry.

This season, SwimShow organized its vendors into distinctive categories to ease the buyer experience. SwimCore featured classic global brands, while SwimMode showcased trendsetting labels that are known to cause a buzz.

SwimShow is known for supporting trusted, established brands, but the event organized the NewNew category to afford valuable exposure to emerging brands. The event’s support of fresh brands also included SwimLab, a collaboration between SwimShow and WGSN that afforded space in which designers could present their origin, inspiration and style to buyers and industry insiders, in addition to a discussion panel held on July 9. WGSN chose Los Angeles brand **Axil Swim**, **Bee Surreal** from Colombia, New York City’s **Haus Label** and Brazilian label **Nua Swim** for this season’s incubator.

“SwimShow is committed to representing all swim tiers and categories; our platform has a proud history of working with size-inclusive brands, trendsetters and pioneers in sustainability,” said Judy Stein, executive director of SwimShow. “By bringing together a diverse group of brands, SwimShow aims to reunite the swim industry in a single, unified space.”

Art Hearts Fashion unveils Miami Swimweek

Art Hearts Fashion hosted its July 4–10 Miami Swimweek event at the **Fontainebleau Hotel** fresh off the second edition of its **Los Angeles Swim Week** production, which was held one month prior.

California brands that showed on Art Hearts Fashion’s Miami runway included **Michael Costello x Revolve**, a season favorite that garnered a lot of attention during Art Hearts Fashion’s Los Angeles event. Additional California brands included **Argyle Grant**, **Willfredo Gerardo**, **Calibri Swim-**

wear, **Henri-Costa**, **Natalia Fedner**, **Naughty Boy Golf** and **Mister Triple X**, the brand created by Art Hearts Fashion founder Erik Rosete.

The Art Hearts Fashion runway in Miami also saw major global brands including **Desigual**, **Nike Swim** and **Nautica**.

“Swim/Resort, much like Fall/Winter and Spring/Summer, completes our triad of seasons,” said Rosete. “Miami, being the capital of swimwear, is the perfect backdrop for us to create our magic. Now in our 10 years in fashion, Miami Swimweek has grown to become our most popular event.”

True to its mission of blending art with fashion, Miami Swimweek also featured creative works displayed for guests to experience and take in between runway presentations. There was a much-anticipated Alec Monopoly x Chef Nobu Collection collaboration between graffiti artist Alec Monopoly and chef Nobuyuki “Nobu” Matsuhisa.

Coterie takes buyers on “vacation” with destination:miami

Eden Roc Miami served as the setting for **Informa Markets Fashion’s** destination:miami by Coterie, held July 8–10. The show featured styles from brands including **B Label**, **Bonfire**, **Gapaz**, **Liliana Meza**, **Nammu**, **Respoke** and **Sigal**, with additional offerings in accessories from **4CCCCEES**, **Apaya**, **Esenshel**, **Mr. Boho**, **Think Royn** and **Van Den Abele**.

The show attracted buyers from companies including **Anthropologie**, the **Four Seasons**, **Kith**, **Neiman Marcus**, **Net-A-Porter**, **Revolve** and **ShopBop**. Visitors attended to see Spring/Summer 2024 but were also interested in filling immediates.

While swim and resortwear served as the main attractions, destination:miami’s producers sought to promote a lifestyle beyond the beach or pool by emphasizing wellness. The event’s producers were inspired by the theme of “vacation” and planned activities for their buyers to indulge with sunrise yoga and breakfast before business.

“This season retailers came to see a preview of the vibrant colors and patterns that the swim and resortwear market has to offer. Destination:miami is the place where future must-have designs, styles and accessories are discovered before they ever reach the consumer market,” said Kelly Helfman, president of Informa Markets Fashion. “In addition to the show, destination:miami embodied the experience of vacation through rejuvenating activations designed to promote balance through self-care sessions and wellness moments.”

Cabana finds influence in the Italian road trip

Cabana’s July 8–10 event at the Miami Beach Convention Center featured a pop-up experience inspired by the land of luxurious summer getaways along the Amalfi Coast, Lake Como and Sardinia. This year’s show featured a collection organized by the **Italian Trade Agency**, which was showcased within a dedicated Pop Up Italia area as part of the organization’s **INSPIRE ITALIA** road trip.

The pop-up exhibition featured 30 brands that made their Miami Swim Week debuts: **23° Eyewear**, **Alibi**, **Amorissimo**, **Chiara Boni Mare**, **Chio**, **Edelvissa**, **Fefe’ Napoli**, **Ferruccio Vecchi Studio**, **Flavia Valentini**, **Frida Querida Firenze**, **Giada Curti**, **Isabel Beachwear**, **Jo & Margot**, **Le Nine’**, **L.G.R.**, **Lido**, **Marybloom**, **Masará**, **Miss Bikini**, **OF Handmade**, **Peninsula Swimwear**, **Pho Firenze**, **Raffaella D’Angelo**, **Rosmundo**, **Spektr Eyewear**, **Suahru**, **Tiki Napoli**, **Vanni** and **Voile Blanche**.

“We’re dedicated to supporting our brands to ensure they are set up for success during the time they have with U.S. retailers,” noted Paola Guida, head of fashion and beauty at the ITA. “Logistically, this task requires an enormous amount of preparation, but it’s also equally important to us to create memorable experiences for U.S. retail buyers attending the show that convey the Italian lifestyle that everyone aspires to—no matter where they are from.”

Guests of the show were also treated to workshops covering fabric sustainability and Italian craftsmanship.

La Plage inspires through luxury

Fashion Agent hosted the second edition of its boutique-style **La Plage** Miami show on July 10. The event was produced within the penthouse setting at the **Boulan Hotel South Beach** to showcase 20 exhibitors representing premium European brands including **Iodus**, **Wikini**, **Girls Must Have**, **Martial Paris**, **Apnee Swimwear** and **Blondie Lemonade**.

In addition to swim, the show also featured complementary goods. Event guests found beachwear, resortwear, beach accessories, jewelry and eyewear from brands including **By Foutas**, **Sabelline**, **Une A Une** and **Julie Sion**.

Of the 205 buyers at the show, 20 percent were international guests. Show attendees represented retail names such as **Macy’s**, **La Maison Simon**, **Asos** and **Everything But Water**. ●



CABANA



LA PLAGE



From Haute Couture to T-Shirts, Naia™ from Eastman Is Changing the Landscape of Sustainable Textiles

Scientific revolutions may occur quietly behind the closed doors of a laboratory, but they don't stay there for long. From telescope to television, lightbulb to smartphone, breakthroughs in science and technology soon spread around the globe—including the world's most innovative fibers. Naia™ Renew, developed by Eastman, is one of the newest and most impressive products of a painstaking laboratory breakthrough, the result of years of research and development in how to recycle the world's most difficult materials.

And through the magical power of transformative science, what was once destined for a landfill can now end up gracing the body of a trendsetting fashionista.

Only one factory in the world makes Naia™ Renew, and it's right here in the U.S., in a facility that goes back over a century. George Eastman, founder of Eastman Kodak, wanted an independent chemical supply for Kodak's film production. In 1920, he founded Eastman, which played a pivotal role in supplying raw materials for this purpose. Today, Eastman is a global specialty materials company with approximately 14,000 employees in locations around the world, none more crucial for the apparel industry right now than the original Tennessee Eastman manufacturing facility in the beautiful Appalachian Mountains of Kingsport, Tennessee. There, the Naia™ brand of sustainable fibers was born five years ago, because, as the company proudly proclaims, "Sustainable textiles belong to everyone."



Eastman headquarters in Kingsport, Tenn.

The magic of Naia™ Renew resides in the scientific breakthrough that allows Eastman to take the most difficult waste materials—such as hard-to-recycle plastics and complex textiles like carpet—and, one might say, deconstruct them. "The challenge was taking these materials and developing the technology to break them down to the molecular level," says Carolina Sister-Cohn, global marketing lead for Eastman's textiles division. "This isn't just smashing plastic bottles to get polyester. We take hard-to-recycle materials that cannot be mechanically recycled and chemically break them down to their basic molecular components, and that's the innovative technology that we've developed." Currently, Eastman is able to process up to 50 million pounds of waste material each year through its molecular recycling technologies and is investing some \$2.25 billion with the intent to build three recycling facilities, two of which will be in the U.S.

To create Naia™ Renew fibers, Eastman uses its carbon renewal technology to break down mixed-waste materials to their basic molecular components. These components are converted to acetic acid, which is then combined with wood pulp. And although Naia™ Renew is produced from 60 percent sustainable wood pulp and 40 percent acetic acid from recycled* waste materials, it is still certified biodegradable by TUV Austria in all environments.

If all this sounds dry, that's because it's behind the scenes rather than on the runway. The end result of this pioneering science is a remarkable fiber that can be used to create a surprising range of textiles suitable for even the most elegant haute couture. "The fashion applications are my favorite part of all this," says Sister-Cohn. "Naia™ has several product categories, and they can be made into silky and luxurious Oscars dresses made by Stella McCartney, for example. But another fiber we make is more casual and comfortable for garments, like sweaters, and home textiles. So Naia™ Renew is not just innovative but incredibly versatile."

The journey from Eastman's Tennessee facility as a fiber producer to something that can be worn on a red carpet involves an intermediary supply chain of some 150 partners who span the globe and can take Naia™ Renew and develop fabrics for innumerable fashion applications. A full list of Eastman's trusted mill partners can be requested by contacting a Naia™ team member.

Costs are generally competitive compared to other sustainable fibers, Sister-Cohn explains. "And as a great alternative to silk, Naia™ Renew offers all the performance features of silk with the bonus of maintaining a sustainable fiber profile from beginning to end-of-life. "We must all work together to drive a more sustainable textiles industry, and that means actually walking the talk when it comes to sustainability," Sister-Cohn explains. "At Eastman, we uphold the highest safety and social standards in the production of our materials. With that, brands can



Naia™ staple fiber for casualwear

have confidence that this premium fiber is sustainable from every angle."

Trade shows are as vital to showcasing apparel possibilities as are runway shows, retail stores, and e-commerce websites, and this year Naia™ finally entered the U.S. trade-show circuit with attendance at the American Apparel Producers Network in Miami and showcase booths at both the Portland and New York Functional Fabric Fairs this summer. "They have been phenomenal—a great place to educate the industry on our fiber solutions," says Sister-Cohn. "Everyone is talking about sustainability but in different ways. Brands are there to discover new products with potential and suppliers to tell their story and learn what brands want."

While brands' needs are complex and ever-changing, Eastman is both nimble and big enough to move the needle. "Brands still want fibers that perform and so do consumers. Athleisure, casualwear, and sleepwear are highly desirable applications to merge with sustainability, and brands recognize the quality and softness of Naia™ and appreciate our reduced pilling and quick-drying features, which can help differentiate them for sustainable-minded consumers. Brands are looking for solutions to meet their corporate commitments, and there aren't many players out there who have scale. Brands understand that we can be a big player for their solutions."

The past five years have been a whirlwind for Naia™ Renew, with constant challenges, improvements, learning, and seeking to educate the industry through impactful storytelling.

Sustainability has been a guiding light at Eastman long before it became the latest industry buzzword. For years the company was searching for a technical solution for hard-to-recycle materials, and the breakthrough and implementation of these technologies happens to have coincided with the apparel industry's great awakening on sustainability, fueling a faster-than-anticipated rollout and adaptation of Naia™ Renew. "We already had the ambition to become

a leading, sustainable specialty materials company at the same time consumers began really asking for eco-conscious solutions. And we are here to provide circular solutions at scale, says Sister-Cohn. "Our hope is that U.S. brands will join us in our mission to make sustainable textiles available for everyone by selecting sustainable materials for their collections."

In the end, is it necessary for a brand to have sustainable goals when choosing fabrics made with Naia™ Renew? What about a blind hand test in which the eco-friendly fabric just feels right for a fashion designer's needs?

"We see this scenario play out all the time. We have plenty of customers who have not yet begun their sustainability journey and just want innovative fabrics that perform," says Sister-Cohn. "I personally enjoy when our customers fall in love with Naia™ fabrics simply based on performance, feel and drape. But they shouldn't forget that today's consumer has changed and is actively seeking new, sustainable options."

"So if you're buying Naia™, take advantage of the sustainability story, whether it's in your retail store or on your website, because the power of our story can help you differentiate your collections with consumers and truly inspire the next generation of designers."

*via mass balance approach



Naia™ filament yarn for ready-to-wear



The Naia™ team at FFF NYC last week



naia.eastman.com

With the current emphasis on corporate responsibility for businesses to build a transparent, circular economy, what advice are you giving to your apparel clients and do you, as a lender, have any sustainability guidelines or requirements they must meet?

Finance *Continued from page 1*

California Apparel News asked financial-industry leaders: *With the current emphasis on corporate responsibility for businesses to build a transparent, circular economy, what advice are you giving to your apparel clients and do you, as a lender, have any sustainability guidelines or requirements they must meet?*

Darrin Beer
Western Regional Manager
CIT Commercial Services—a subsidiary of First Citizens Bank



Many apparel companies and retailers alike are emphasizing the importance of designing and selling ethical and sustainable products. Equally, consumers are looking to purchase more-environmentally friendly clothing as the fashion industry works to reduce its carbon footprint. Even major retailers and several well-known websites have gotten behind eco-friendly trends by experimenting with selling used clothing.

In light of the fashion industry's impact on the environment, many of our clients are already emphasizing sourcing and manufacturing products from ethically and environmentally responsible vendors. This can also be an important brand-building opportunity and a competitive differentiator, considering the consumer focus on eco-friendly business practices.

Enhanced socially responsible practices from our apparel clients are continuing to evolve. Apparel clients should be mindful of state and local sustainability initiatives that may require their participation. To the extent that apparel clients are already implementing green approaches in their sourcing or operations, they should look for ways to highlight those achievements to their customer bases. Handled thoughtfully, sustainable practices can be a business opportunity as well as a benefit to the environment.

Mark Bienstock
Managing Director
Express Trade Capital



Our focus at Express Trade Capital is to be actively engaged with our clients from the initial stages of the relationship and throughout our ongoing history with them. That means we are focused on understanding their entire supply chains, in particular as to how all these entities avail themselves of best practices throughout the social spectrum. Key areas of focus are how these companies treat their employees to the materials that are sourced for the overall production of the finished product.

There is no one-size-fits-all checklist for each client. As we are true relationship lenders by understanding the entire eco process, we are able to provide both significant eco-

economic and intangible guidance to our clients that helps facilitate them being better organizations from top to bottom.

Tae K. Chung
Senior Vice President, Business Development
Republic Business Credit



At Republic Business Credit, we take pride in offering factoring and asset-based solutions tailored to apparel companies engaged in the full spectrum of manufacturing and distribution, encompassing everything from raw materials to finished products. This extensive experience provides us with a unique perspective on the financial aspects of this dynamic industry.

We view ourselves as trusted advisers to our clients and wholeheartedly encourage them to embrace greener initiatives to proactively address the future of the industry. For instance, we advocate for investing in sustainable and responsible sourcing practices as well as actively minimizing waste generation through the adoption of recycling methods. Furthermore, incorporating eco-design principles into their operations can significantly reduce environmental impacts, and we actively support clients in these endeavors.

Recognizing that sustainability is an evolving concept, we advise our clients to stay informed about the latest sustainable practices and industry standards. By doing so, they can stay at the forefront of innovation and remain well prepared to navigate the constantly changing landscape of sustainability and environmental responsibility. By joining forces with such companies, we collectively contribute to a more sustainable future while driving positive change within the industry.

Eric Fisch
Senior Vice President, National Sector Head, Retail and Apparel
HSBC Bank USA N.A.



Sustainability and circularity are core to the values of HSBC. We have committed to becoming net zero in operational emissions by 2030 and net zero in financed emissions by 2050. In order to achieve these ambitious goals, we will need to partner with our customers in every sector to find innovative solutions to reduce waste and develop new processes. More consumers are using sustainability as a lens for what brands they support, incentivizing retailers to make progress on quantifiable targets. This has taken many forms, including at the physical retail locations and warehouses as well as throughout the supply chain and production process.

Our retail and apparel clients in the U.S. have been some of the first to embrace new initiatives such as sustainable supply-chain finance that allows HSBC to provide more-cost-effective financing to factories that demonstrate better sustainability scores. We have launched programs like this with

Walmart, PVH, Puma and Levi's, with quite a few others in the process of onboarding. At HSBC, we are focused on a just transition that helps all parties develop a commercially sound approach to sustainable business. As such, the benefit of tools like sustainable supply-chain finance is finding ways to create positive incentives that benefit both sides of the transaction. With a \$1 trillion commitment to sustainable financing, HSBC is committed to finding ways to support our clients' transitions.

Dave M. Reza
Senior Vice President, Western Region
Milberg Factors, Inc.



At Milberg Factors, our experience is that most of our apparel clients are adopting and implementing ESG practices based on feedback from consumers, vendors and their retail customers.

We discuss topics such as ESG and circularity within the context of understanding the contemporary business environment in which our clients are operating. Like all factors and lenders, we require our clients to comply with all local, state and federal regulations that apply to their industries. If a client requires additional or new support to meet government or customer requirements, then we would consider support in the context of their overall financial requirements. If we become aware of new legal or regulatory requirements that could affect our clients, we will proactively bring it to their attention and, if necessary, modify our agreements accordingly.

Kevin Sullivan
Senior Vice President, Regional Credit Manager, Commercial Services Group
Wells Fargo Capital Finance



Wells Fargo actively seeks to finance companies with an environmentally sound approach to producing products. While we can't typically tailor financial decisions specifically around whether we believe a client's production approach is environmentally sound or not, we're operating in an environment where the consumer is now beginning to demand it. Customers are now much more knowledgeable about where product is produced, how product is produced and how sustainably a garment is produced. While in the past major retailers spoke extensively about sustainability and corporate responsibility, they are now insisting on proof of it, even if it means shifting a major relationship to another supplier despite a long track record of success with a legacy supplier. We're also seeing a trend toward repurposed garments for a consumer that's very cognizant of limiting the amount of waste they generate through the products that they purchase.

Our guidance to our clients is that they absolutely need to be looking at producing prod-

uct in the most sustainable manner possible or they run the risk of being replaced by vendors who do. As part of our sustainability goals, Wells Fargo has committed to deploy \$500 billion in sustainable finance between 2021 and 2030. This includes financial products and services that support clients or client activities that promote environmental sustainability, so it remains a large focus of the bank as a whole.

Kenneth L. Wengrod
Vice President Global Trade and Foreign Investment
Los Angeles Area Chamber of Commerce



There is a growing emphasis on corporate responsibility and building transparent and sustainable supply chains. This shift has significant implications for apparel companies and their lenders.

Apparel companies can benefit greatly from embracing:

- **Transparency:** Implement robust traceability systems by tracking raw-material origins, monitoring production processes and ensuring ethical practices. Partner with suppliers who prioritize transparency.
- **Sustainable Materials:** Prioritize the use of sustainable materials like organic cotton, recycled polyester and renewable fibers. Reduce harmful chemicals and minimize water usage.
- **Circular Design:** Adopt circular principles by creating products for longevity, recyclability and easy repair. Implement take-back programs and recycling initiatives.
- **Ethical Labor Practices:** Prioritize fair labor standards and safe working conditions throughout the supply chain. Comply with recognized labor standards and conduct regular audits.

Lenders should examine key factors regarding potential borrowers:

- **Environmental Impact Assessment:** Evaluate potential borrowers' environmental performance, considering factors such as carbon footprint, energy efficiency and waste management. Encourage reduction targets and sustainable practices.
- **Social Responsibility:** Consider borrowers' commitments to fair labor practices, human rights and community engagement. Assess compliance with labor standards and certifications.
- **Transparency and Reporting:** Encourage borrowers to disclose sustainability-related information such as ESG metrics. Evaluate reporting practices.
- **Innovation and Research:** Support borrowers investing in sustainable innovations. Fund research and development projects aligned with sustainability goals, advancing eco-friendly materials and circular business models.

Incorporating sustainability criteria into lending decisions incentivizes responsible practices. Open communication and collaboration between companies and lenders are crucial to align goals and prioritize sustainability. Trust and verification should take precedence over short-term gains to maintain a sustainable supply chain. ●

** Responses have been edited for clarity and condensed for space.*

Informa's Kelly Helfman Brings Maximalism to Both Her Style and Work

By Christian Chensvold Associate Editor

There are people who work in fashion doing their own thing, and there are others whose job is to know what everyone else is doing. As president of **Informa Markets Fashion**, Kelly Helfman knows every brand and trend intimately, but it has only helped strengthen her own maximalist style, which, thanks to her **Instagram** account, is admired by colleagues throughout the industry.

The *California Apparel News* caught up with the busy executive to discover the secrets to her style and deft managing of that critical work-life balance.

CAN: Let's start with the most important matter: "Barbie." With this new fashion film currently in theaters, we're wondering if you have a favorite style film that made a lasting impression on you?

KH: The TV show "Sex and the City." All those outfits by costume designer Patricia Field were just magical. I'm a maximalist. I like colors and accessorizing, and I think the show was the ultimate archive for me in terms of what you can do and how you can style things, from business all the way to quirky and fun. It changed my life.

CAN: How so?

KH: Just how you can express yourself through fashion and play with prints and pieces, including lingerie and sleepwear. Sarah Jessica Parker's character had so much play and showed that there are no rules when it comes to fashion. My mom owned a vintage-clothing store, so I grew up thrifting, and it was always about putting together unexpected pieces.

CAN: Does this still hold for the present generation of young women?

KH: They have a sense of beauty, but it's very different from what it looked like for us at that age. They're not looking at Audrey Hepburn or Sarah Jessica Parker, they're looking at Billie Eilish and that relaxed, not-a-lot-of-effort. That's the trend, like, "I don't brush my hair when I get out of bed." My daughter is 14 and puts on henna freckles—that's her effort. She looked at the show "Emily in Paris" and thought it was



President of Informa Markets Fashion Kelly Helfman talks about striving for the ideal work-life balance.

gross while I think it's amazing.

CAN: What inspires you these days when you go out for work or pleasure?

KH: I mix high and low, new and vintage, with no rules when it comes to brands. I go to the Rose Bowl once a month as my spiritual sanctuary. I love finding a one-of-a-kind outfit from the '70s I can wear to work with a brand-new Bottega Veneta heel or a Steve Madden boot at an accessible price. Because I'm a maximalist, I'm loving Simon Miller, Staud and Nanushka—those are some of the hot contemporary brands.

CAN: Since at work you're exposed to practically every brand and trend that exists, how do you remain yourself and not be overwhelmed with possibilities and inspiration?

KH: You have to be a stylist. I take it all in and appreciate

what everyone is doing with their own collection, but I would never do anything that doesn't feel authentic to me, even if someone wants me to wear something.

CAN: What do you enjoy most about your work, and what is the most challenging for you?

KH: I love being a leader, helping people and learning from them. The most difficult is probably my perfectionism and never wanting to let people down. And whether that's hitting a revenue goal for the year for Informa or putting on a great event that provides value for customers, I want to make sure that people who spend their hard-earned money to take a booth with us meet the right stores and see the return on investment. That's what keeps me up at night: making sure I have the best events and don't let people down and am moving the industry in a positive way. And to change and constantly evolve and keep up with the industry is difficult. But that's also what I love most about the job: We can't rinse and repeat.

CAN: It sounds like the enjoyment and the challenge are one and the same, and that's how it's supposed to be. You pull the best of yourself out of yourself.

KH: That's right. It's like a marriage. The quality your partner likes about you the most is also what they hate about you the most! It's like, "You're so outgoing," and then, "but you're not giving enough to me!" That's life—your best and your worst combined.

CAN: Speaking of life, do you have any special routines that see you through each day?

KH: I have a lot, and since I took over the fashion business in 2020 I've gotten a lot better at these self-care rituals in order to serve the company the best. My day is filled with them. I can't give what I can give without taking care of myself, so I'm number one. I block out time throughout the day to take a walk in the sunshine or drink some water and take vitamins, and it's non-negotiable. Only one or two people can get to me during that time. End of story: Can't take that away from me, and this has contributed to my success. ●

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FW2425: Sport Is Life—Every Day and Everyone’s Life

By Peclers Paris

The frontier between active, athleisure and casual keeps blurring as sportswear is the inspiration behind some of the major trends to come for FW2425, mixed with casual or more-sophisticated pieces. A direction followed by both womenswear and menswear, participating in the affirmation of a genderless aesthetic and whose expressions go from a chic, comfy minimalism to a more expressively joyful maximalism.

From ballet core to sleek athleisure: less can be more

Street takes over ballet



Comfortable sportswear and classical dancewear are mixed together in a rehearsal-studio mood. A play on layers, accumulations and proportions between shapewear and loosewear or opacities and transparencies, the ballet-dancer uniform is tinged with a more uninhibited street attitude. The color range: from creamy white and desaturated green to smoky grays worn in comfortable layers. One look that embodies the trend: a slim top with a ballet or high-coverage neckline, accentuated right to the upper hips, and a maxi, midi or mini length with a supple pleated or delicately gathered full skirt in fluid silk jersey.

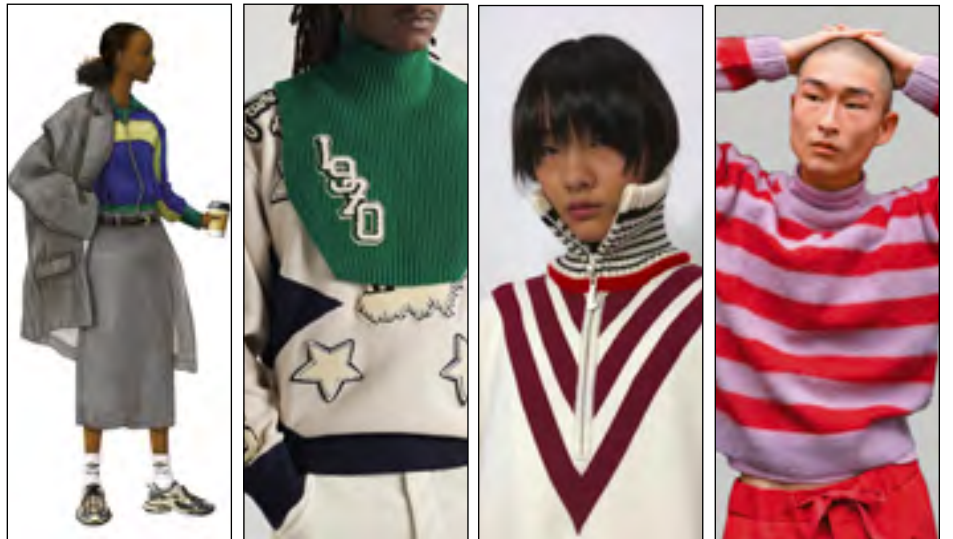
Gracious athleisure meets urban cool



For men, a form of gracious and minimalistic athleisure echoes the street-ballet trend through the choice of material and a subtle color range. The idea: sublimating athleisure and returning to essentials. Ultra-refined second-skin T-shirts and flowy neo sweatpants with recycled cashmere and lyocell jerseys create an ultra-comfortable, simple and sensual after-work look you can move in. But there’s also a new form of urban cool: comforting, soft sweats, fine jerseys and soft sweatpant-style gabardines. Opt for biodegradable knits and lyocell for optimum unisex comfort.

From retro active to sporty AI and low tech: back to the future, big time

Good old sports



Both menswear and womenswear are reinterpreting references from the past. A laid-back Ivy League style in particular is exploring university colors—blues, purples, yellows, reds and greens—as the new standard. The details that make it all: vintage sporty stripes with a play on scale and mismatched treatments or in two-tone; heritage emblems, playing on colors and typography; and finally graphic contrasts, with ribbing highlighting plackets, necklines, cuffs and sleeves for a chic effect. To be noted: the use of track jackets in total looks or more offbeat with tailored pieces. A “feel good” vibe for all.

Equipped for tomorrow



Strong in menswear but also an interesting direction for genderless is a variation on tech inspirations. Low tech, with down treated like a shell; glossy, leathery, technical neo-camos; texture weaves developed into recycled synthetics; fluoride-free, bio-sourced, a sustainable armor. Or a more casual “sport in the city” flare: crisp and functional materials between recycled; water-repellant and high-performance in useful, responsible fabrics. Last but not least, digital influences dynamize sporty codes. NFT, metaverse, generative artwork and pixel fonts blur the frontier between real and virtual worlds. When it comes to communication and merchandising, brands multiply capsule collections and innovative collabs with the world of gaming. ●

Peclers Paris is a leading lifestyle trend-forecasting agency focused on building brands through the expertise of an international team of designers, strategic planners, futurists and consultants. The company has headquarters in Paris, Los Angeles and Shanghai.

Apparel News Group

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The United Nations Conscious Fashion and Lifestyle Network, with the United Nations Office for Partnerships and the Fashion Impact Fund, brought together eco-fashion experts, suppliers, brands and industry shareholders to examine the direction of sustainable efforts.

U.N. Conscious Fashion and Lifestyle Network Annual Meeting Addresses Industry's Challenges

By Dorothy Crouch *Contributing Writer*

Sustainable-fashion experts, brand leaders and sourcing professionals discussed the progress of Sustainable Development Goals and challenges during the **United Nations Conscious Fashion and Lifestyle Network** annual meeting with the **United Nations Office for Partnerships** and the **Fashion Impact Fund**. This meeting was held as the network achieved 54 percent growth during the year, with the highest country engagement reported from the United States, U.K., India, France, Germany, Italy, Kenya and Brazil, according to Kerry Bannigan, executive director of the Fashion Impact Fund.

"The meeting emphasized the significance of collaboration and partnership building," said Bannigan. "Globally, we are faced with urgent and complex challenges. Climate change is ravaging our planet, poverty continues to afflict millions of people worldwide, and gender inequality persists in every corner of the world. We cannot ignore the implications of the fashion and lifestyle sectors on our planet and its people."

The meeting was hosted at U.N. headquarters in New York and supported by the organization's partners—fiber producers **Lenzing** and **The LYCRA Company** and textile recycler **Renewcell**. **Calik Denim** was present during the meeting as the network's supporting partner representing the denim industry.

"Their involvement significantly enhances the network's ability to address sustainability challenges specific to the denim sector to foster positive change throughout the denim supply chain," Bannigan said. "As a prominent player in the denim supply chain, Calik Denim's commitments can have a ripple effect on the entire industry."

Calik's support of the United Nations Conscious Fashion and Lifestyle Network is an important component of the supplier's commitment to sustainability. During the June 1 meeting, the denim manufacturer's Senior Marketing and Communications Executive Selen Baltaci revealed the ways in which the company is conducting business more sustainably.

"We have been carrying out R&D research for many years focusing on biodiversity. It's one of the most important things for the future of our planet, and we have started to invest in regenerative farming," Baltaci said. "With the Autumn/Winter 2024–25 collection, we have included regenerative articles. Ten percent of the contracted farmers that we are working with started to produce regenerative cotton for us."

Advancing eco initiatives

While many fashion professionals have expressed interest in building a sustainable

future and apparel companies often share messaging that relays intentions to align with ecological commitments, these proclamations have yet to be fully channeled into actionable steps to move the industry far forward since the 2015 Paris Agreement. Most panelists during the discussions agreed that there is an urgent need for the apparel industry to take large steps with farm-to-sales efforts to heal the planet.

"Climate education means understanding the impact of climate through the apparel industry from the entire value cycle, starting at the raw material—extraction stage where we're interacting with cotton farmers and helping them to understand or facilitating them with things like regenerative agriculture, illuminating the impact of fertilizers and pesticides," explained Samata Pattinson, CEO of **RCGD Global**. "That goes all the way from designers and manufacturers to storefronts."

In order to slow the negative effects of climate change, fashion-industry stakeholders were urged to recognize the value in creating a transparent and inclusive industry by transforming their businesses.

"Companies are not investing in [sustainable efforts] because there's no profit motive," said Ngozi Okaro, executive director for **Custom Collaborative**. "The inputs are low costs of labor—which are Black and brown women, cheap fibers and no costs for pollution. There is no extended producer responsibility. There are limited human rights in some of the places where the clothes are made."

When discussing the relationship between how executive leaders conduct business and the limited movement of ecological initiatives within the apparel industry, Okaro noted that their vision is often shortsighted.

"If CEOs who are looking at two or three years down the road so they can get their bonuses and leave, it doesn't make sense for them to invest in sustainability or better practices," Okaro explained.

This sentiment of embracing long-term commitments was also shared by Tricia Carey, chief commercial officer at **Renewcell**, who explained that suppliers must minimize risk for retailers and brands.

"There has to be the understanding that it's not all going to be perfect out of the gate," said Carey. "We need to work with more suppliers as well as retailers and brands who are willing to look long term at how we can collaborate together. It's getting out of this short-term mentality. Let's all face it. We're not in a very good retail situation right now. Orders are down, raw-material prices are down, so it's very challenging to try to bring this additional value into apparel." ●



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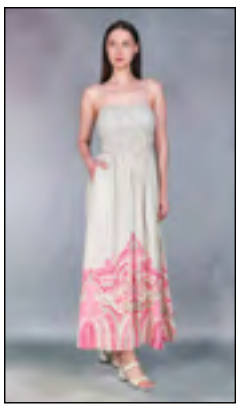
Spring/Summer 2024 Starts at Atlanta Apparel

Spring starts with a smash at Atlanta Apparel, with more showrooms than ever before presenting this highly anticipated first showcase for Spring/Summer 2024 contemporary and European brands.

Ambrosia & Co

209WST38/BL^NK London/Beck Bags/Bigio/Bylyse/Catherinegee/Central Park West/Current/Elliott/Diomi/Dizzy Lizzie/Equipment/Estelle & Finn/Finley/Flora Bea by Julie Brown/Iris Setlakwe/Jessie Liu/Joie/JOH/J. Society/Lola & Sophie/Lyssa/Mitchie's Matchings/Morrison denim/Nally & Millie/Nikki Jones/Shan/Sohana/Stitch & Needle/Suzy D London/Sylvia Benson Jewelry/Virtue Jewelry/Zoe Couture

As is evident from the impressive list of brands in residence at Ambrosia & Co's ample showroom, there is something for every buyer, from luxury silks, fur, and cashmere to leggings and Ts in a wide variety of price ranges for an equal variety of ages. They point to BL^NK London, Current/Elliott, Diomi, and Nikki Jones as leaders in their field. For Spring/Summer 2024,



brights and neon colors—Barbie pink in particular—are trending, along with cargos, menswear-inspired styles, both cropped and full-length wide-leg pants, and two-piece sets. Expected bestsellers are wide-leg and relaxed bottoms, bold-printed dresses, and suiting styles such as linen blazer and pant sets and skirt and short-sleeve jacket sets that work in warmer weather.

H&H Showroom

Kinross/Helen Kaminski/Save The Duck/Milan/Hinson Wu/MAC/Oui

"Our buyers know that at H&H they will always find luxury fabrics, styling, and service," say the proud proprietors of the H&H Showroom. Their representation includes men's as well as women's brands and brands that cater to both. "What we strive for is one room where each of the brands can come together and highlight each other," they add. "Nothing looks better under a Kinross cashmere sweater than a fabulous Hinson Wu shirt, then pull on a pair of MAC Kick flare-cut jeans, a Save the Duck puffer vest in a show-stopping color, a packable Helen Kaminski fedora and bag, and a few novelty Ts from Oui and you have the perfect wardrobe." Color is king for Spring/Summer 2024, along with "uber important" proportion play with shorter shirts and sweaters to balance higher rises and the fullness of pants and skirts. "I think the best way to describe this season is FUN!"

Reeves & Company

Alden Adair Collection/Allison Avery/Draper James/Edyson/Emily McCarthy/Hermoza/KUT from the Kloth/Molly Bracken/Olivia James/Queen of Sparkles/S'EDGE/Taylor Tillman

With its 30-year history since founder and president Donald Reeves set up shop in Dallas, Reeves and Company

has become a premier women's apparel showroom in the South. With his daughter and VP Analeise Reeves Thomas joining the business, the pair have added a second showroom in Atlanta's AmericasMart. Reeves & Company now work with more than 2,000 boutiques and retailers and represent a dozen first-tier brands. For Spring/Summer 2024, "lots of prints and brights" are in the offing, including florals, abstract prints, Indian block prints along with subtle "non-print prints" as well as a shift to figure-flattering styles that "give you a waist without being too fitted." A case in point is the Alden Adair collection, a print-driven brand focused on dresses and tops with plans on launching a new lounge program for this season and new lightweight fabrics.



Uncommon Fashion

Lucy Paris/Sincerely Ours/Agua Bendita/Velvet Heart/WILDFOX/FRNCH/Meet Me in Santorini/Aureum/Bracha Jewelry/LaBiz/Self Contrast/BAYE.AS Denim/DIFF Eyewear/Farrah B Jewelry/LULUSIMONSTUDIOS/Sub_Urban Riot

The brands in this expansive multi-line apparel and accessory lifestyle showroom are selected to have "unique design, profitable margins, and trends focused on each client type," from better specialty boutique dress and collection stores such as the Carolinas' Copper Penny to beachy lifestyle operations such as Florida's Mercantile, not to mention major trend spotters like The Red Dress in Athens, Georgia. For Spring/Summer 2024, color is a strong player with such shades as Fondant Pink, Cyber Lime, Elemental Blue, and Nutshell showing up in YC and premium pieces. Denim is "back in a major way," and return-to-office workwear is "coming in strong." Agua Bendita from Colombia delivers "one of the most beautiful lifestyle and swim collections we have ever seen," Lucy Paris offers fun and flirty dresses in "fantastic prints," while FRNCH's colorful bodies and set are "the best we have seen in seven years." They join Sincerely Ours dresses, Aureum top-and-bottom sets, and "great daytime outfits" by Velvet Heart as expected bestsellers.



See these brands and many more at Atlanta Apparel Aug. 1-5, 2023. Visit Atlanta-Apparel.com for more information.

ATLANTA APPAREL
AND MORE



Since opening in May 2008, The Americana at Brand has created a uniquely sophisticated and upscale SoCal urban environment with quintessential American charm.

Glendale's Iconic The Americana at Brand Turns 15 With Flair

Southern California's **The Americana at Brand** is celebrating 15 years as a most distinctive and integral part of the Glendale, Calif., community. Inspired by Boston's historic Newbury Street, **Caruso's** first mixed-use property offers visitors a wide selection of renowned retail brands, restaurants and entertainment experiences, all laid out just like a classic American town square. The property also includes luxury apartments and is complete with an orange trolley and a fountain at its center.

"At Caruso we set out to craft extraordinary destinations that are timeless, joyful and genuinely reflect the communities they serve," said Corinne Verdery, Caruso CEO. "The Americana at Brand is a perfect example of such a destination as it has not only enhanced and diversified the cultural fabric of Glendale but has also created a special gathering place for the entire community."

Since opening in May 2008, The Americana at Brand created a uniquely sophisticated and upscale SoCal urban environment with quintessential American charm, revitalizing downtown Glendale. A one-stop shop attracted the world's finest and most suc-

cessful retailers including **Nordstrom**, **Tory Burch**, **David Yurman**, **Tiffany & Co.** and **Apple**, whose locations at The Americana at Brand are often among the best performing in their portfolios. The property continues to evolve with further expansion to the crown jewels of luxury including **Gucci** and **Saint Laurent**.

"Summer festivities began with our elegant Baubles & Brunch soiree on The Green," said Julie Jauregui, senior vice president, Caruso Operations & Events, who added there is much more to come. Additional yearlong celebrations including a family-friendly pancake breakfast benefiting the Glendale police and fire departments, monthly Give Back events to local nonprofit organizations, surprise and delight moments for visitors such as ice-cream-truck pop-ups, and live music Saturdays and Sundays through Aug. 27.

In addition to its positive economic and cultural impact, The Americana at Brand continues to provide beautifully maintained grounds and a pristine public park that serves as a safe, enjoyable respite for residents and visitors alike.—*Kelli Freeman*

Givenchy Makes Its Debut on Rodeo Drive

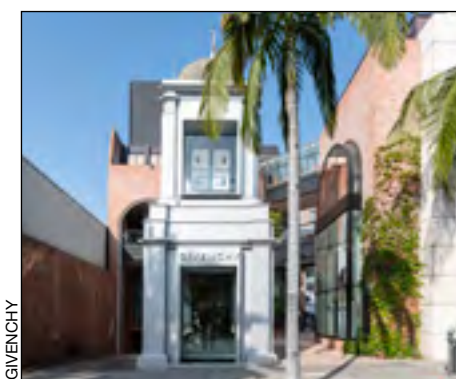
Hubert de Givenchy launched his eponymous brand in 1952, five years after rival Christian Dior debuted his "new look." But Givenchy had some innovative ideas of his own and two years later introduced what is considered the first shirt-dress, which soon evolved into a sack dress.

But his "disruption," to use the current buzzword, really came when he became the first to offer a luxury ready-to-wear clothing line, manufactured on machines imported from America.

Now the company that bears his name has come to the U.S., this time in the guise of the first-ever L.A. retail store. There was only one suitable location, of course: Rodeo Drive. Located at 413 N. Rodeo Drive, the 6,500-square-foot ephemeral space is Givenchy's ninth freestanding store in the Americas.

"Opening on Rodeo Drive marks an important milestone for **Givenchy** as we continue to scale our business both in the U.S. and internationally," said Givenchy CEO Renaud de Lesquen. "At this temporary boutique the spirit of Parisian chic meets California style in collections by Creative Director Matthew M. Williams—a story that will continue to unfold in the years ahead, notably with the opening in 2024 of a permanent store on this legendary shopping artery."

With a 4G sculpture hanging from its cupola and luminous mirrored interiors, the store is meant to stand out in the city's famed luxury-shopping hub. "A unique store design blurs boundaries through an elevated

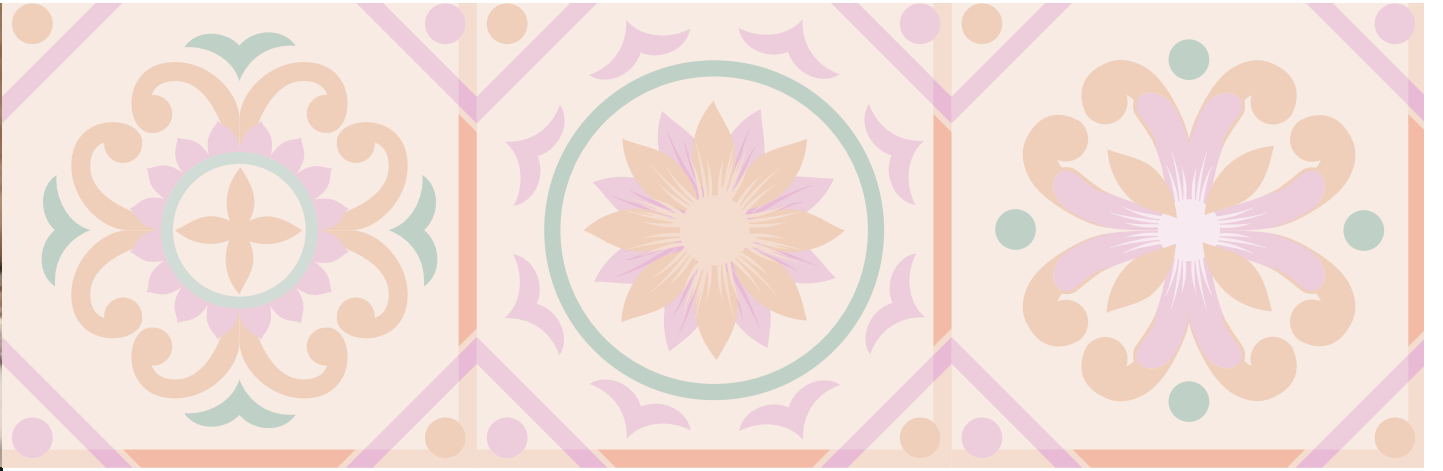


When Givenchy decided to come to the U.S. only one retail location would do, of course—the equally iconic Rodeo Drive in Beverly Hills, Calif.

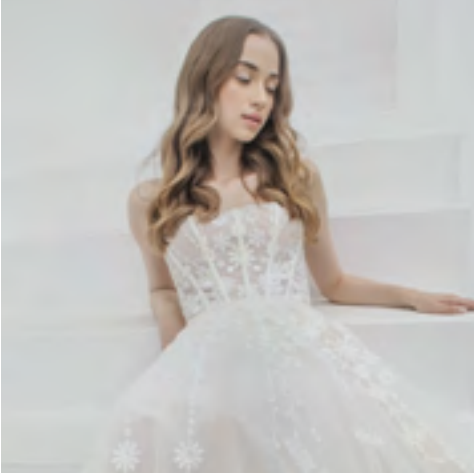
minimalist approach that leverages contrasting tones and materials that mix sharp and soft with industrial and natural," according to the company. "Sculptures conceived in collaboration with the British artist Ewan MacFarlane appear in surprising positions and poses, punctuating the space with a dynamic installation that merges art and fashion. Givenchy's permanent Los Angeles location will be announced in 2024."

The store offers a full array of ready-to-wear and accessories for women and men as well as exclusive capsule collections. It opens with the Givenchy Fall 2023 collection, highlighting Williams's sharp tailoring, signature worked denim and modern eveningwear.

—*Christian Chensvold*



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A WORLD OF STYLE

In both Atlanta and Las Vegas, international designers have a greater presence than ever, ready to showcase new collections to US retailers looking for fresh designs. Here's a sampling of top international designers you can see at each event this August:



ATLANTA:

- Evie Young
- Madi Lane
- Monica Loretta
- Serabella
- Shankara
- Sophia Tolle

LAS VEGAS:

- Ariano
- Inezia Chrizita
- Oliver Martino
- Pollardi
- Rosa Clara
- Savannah Miller

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Sales and Use-Tax Compliance: The Top Three Challenges and Key Tax-Planning Strategies

By Mo Huda, CMI, Moss Adams, and Marco Valverde, CPA, Moss Adams

Sales and use tax can be complicated tax obligations in the apparel industry due to continued growth in the direct-to-consumer sector. To correctly collect and remit the tax in each reporting period, companies must apply detailed transaction-by-transaction analysis.

It's important to get this process right the first time as incorrect reporting can expose companies to hefty penalties and administrative burdens.

Gain insight into the three most critical sales-tax compliance challenges as well as key steps to plan for them with confidence.



Mo Huda

Challenge 1: Understanding Nexus

Nexus refers to a filing obligation in a jurisdiction based on a company's presence there. Some key ways a company can establish nexus include:

- Physical presence
- Economic presence
- Marketplace facilitator

nexus

- Presence through affiliates
- Other nexus rules, such as cookie nexus or click-through nexus

Each of these sales and use-tax nexus rules can be complex and vary by jurisdiction, and this may impact your filing obligations. As a result, it's important to understand not only if, but how, your company has nexus in a given location. Additionally, these nexus rules can affect both U.S.-based taxpayers and foreign-based taxpayers.

Challenge 2: Manual Sales and Use-Tax Determination and the Collection and Reconciliation Process

Manual sales-tax determination and collection processes can be complex, time consuming, and introduce errors that increase compliance risk. This is especially true for the apparel industry, where the taxability of products can vary by state.

Reconciling sales-tax-collection amounts every month between your sales-tax system and general-ledger systems introduces more complexity.

Your tax team should track sales-tax data collected from each jurisdiction where your company has nexus and properly reconcile it in both systems. When completed incorrectly, this process can result in filing issues and missed deadlines.

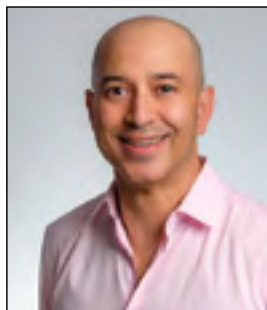
Challenge 3: Navigating Resource Constraints

Many companies don't have a dedicated sales and use-tax team. This means employees must redirect time and energy from the jobs they were hired for into measuring and remitting sales and use tax. This process can take up to two weeks each month, which can create backlogs for other projects.

What internal processes can help you remain compliant?

Key tools that can improve compliance and simplify the sales and use-tax process include:

- Segregation of sales and use-tax compliance specific tasks
- A centralized filing



Marco Valverde

calendar

- Systems to monitor your nexus and taxability footprint

- Sales and use-tax collection automation

However, even with these internal processes, it can still take a substantial amount of time to accurately perform sales and use-tax compliance functions.

Mo Huda leads our sales and use-tax compliance service line. He can be reached at mo.huda@mossadams.com or (310) 295-3228. Marco Valverde is our apparel national practice leader. He can be reached at marco.valverde@mossadams.com or (310) 295-3865.

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New Capsule Collection by Puma, Duvin Design Co. Inspired by Hobie Cat

By Christian Chensvold Associate Editor

When Rickie Fowler turned pro in 2009, he also turned heads. The native Californian, who loved motorcycles almost as much as golf, made a style splash (the kind, some would say, when your ball lands in a water hazard), what with his long hair, trucker hats and matchy-matchy ensembles in orange, the color of his alma mater.

But he proved he could play and became a fan favorite for his genial interactions with the gallery, especially kids.

Fowler's style has matured along with his golf game, which is back on an upswing after several dry years. And he is at the center of a his second collection with **Puma Golf**, one of his sponsors, and the **Duvin Design Co.**, which bills itself as "the internet's go-to beach brand."

Fowler grew up playing golf with Duvin co-founder Shaun O'Meara, son of Mark O'Meara, a two-time majors winner and member of the **World Golf Hall of Fame**. Entitled "Purveyors of Leisure," the capsule collection, priced at \$35-\$150, recently debuted exclusively on *PUMAGolf.com* and *DuvinDesign.com*.

Design inspiration comes from 1980s photos of **Hobie Cat** sailboats and includes a pastel and nautical color palette with sailing and palm-tree motifs. Noteworthy additions to the second collection include a spikeless golf shoe as well as a performance quarter zip. The spikeless golf shoe draws inspiration from Puma's popular RS Fast running shoe, featuring a multicolor "GOLF" sole that reveals itself as you finish your shot. The quarter zip is made up of color-blocked panels incorporating the full color palette throughout the garment. It offers full stretch and quick-dry capabilities, ensuring maximum comfort and performance.

The *California Apparel News* spoke with Austin Duvall, creative director and co-founder at Duvin Design, to learn more.

CAN: This is a three-way collaboration. How did it come about?

AD: Our co-founder Shaun O'Meara grew up competing with Rickie in junior golf. They stayed in touch through the years, and Rickie has always supported the brand. We were



The "Purveyors of Leisure" capsule collection, in collaboration with golf pro Rickie Fowler, brings maximum comfort and performance qualities to the line.

walking with the Puma team while watching Rickie at a tournament one weekend, and the first idea was brought up. Everyone was very excited about the possibility of the collaboration.

CAN: Fowler burst on the scene with his matchy-matchy ensembles. How has his style matured, and what was his main inspiration for the collection?

AD: Rickie obviously became known for his bright-orange outfits, and while everyone still loves seeing him wear the orange, he wears it more sporadically. It's been really fun working with him as he is willing to still push the boundaries and wear some unique apparel. We tried to walk the fine line of fun leisure apparel that also fits into the golf world.

CAN: Is there anything specifically California about the vibe of the collection?

AD: We pulled a ton of inspiration from the California catamarans and their bright, colorful sails. The polo includes art of the actual catamarans while the color palette of the sails is carried throughout the collection.

CAN: In the crowded field of golfwear, how are you mar-

keting this and trying to stand out from the rest?

AD: A combination of quality and look. We were very excited to partner with Puma because of the quality of golf apparel they produce. We took that base and really tried to apply our unique look as a brand. When you look at everything, from the jacket to the shoes, there are a lot of design details that you might not expect in golf.

CAN: How did the first collab go? What did you learn, and what did you change this time around?

AD: The first collaboration went really well, so we immediately went to planning the second version of the collection. While the entire first collection was very loud, we tried to mix and match pieces that could be more easily worn on the course consistently.

CAN: Many know about Fowler's motorcycle racing when he was young. Does he also have a love of watersports?

AD: Rickie was very into motocross more than anything else. My business partner Shaun grew up surfing and skating, so those types of action sports were always something that Rickie and Shaun connected over when crossing paths in the golf world. ●

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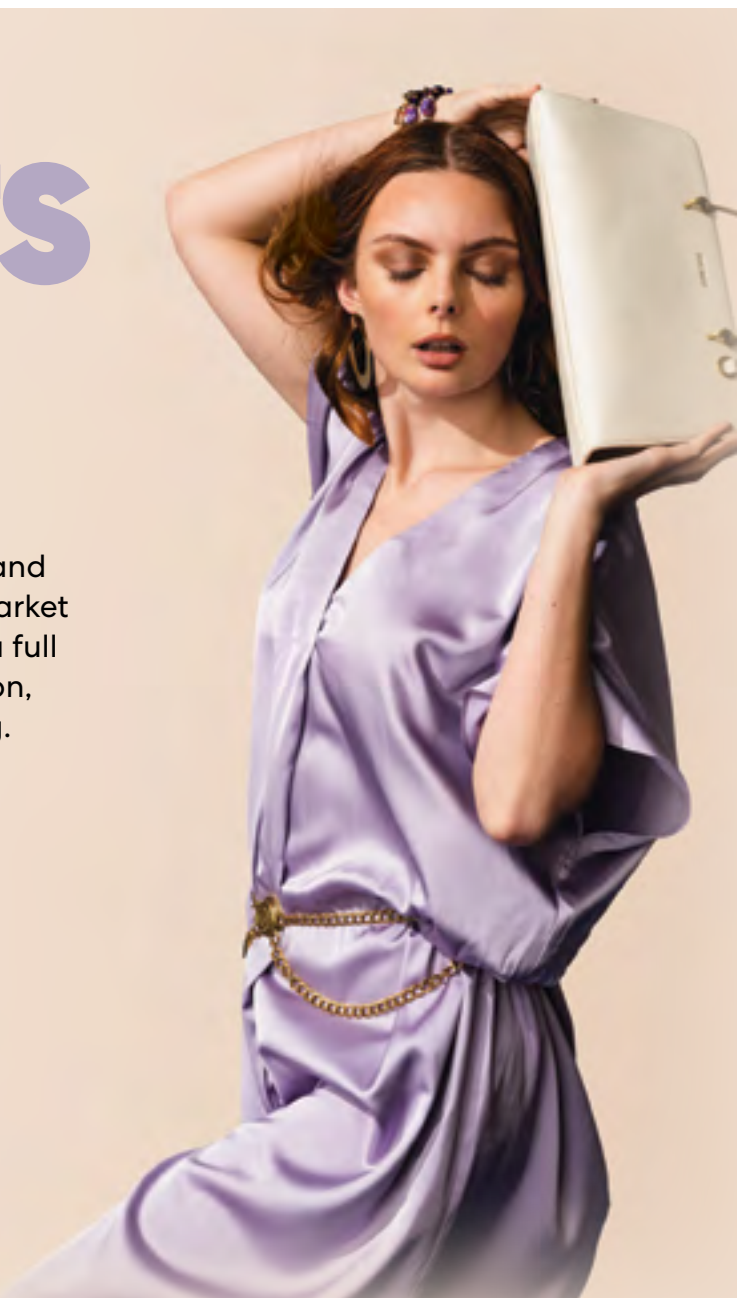
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INDUSTRY VOICES

Dispelling a Myth: Fakes-Dupes-Knockoffs (aka Counterfeits) Aren't Sensational

By Jennifer Hanks AAFA

Think back to when some people stole your idea and passed it off as their own. How did you feel when everyone applauded that idea, giving false credit?

This question is a small example of an important conversation happening in our public discourse right now. Let me set the record straight: Counterfeiting—including glorified dupe culture and the illicit use of intellectual property—cheats *everyone*, with far-reaching, unintended consequences.

The brands that consumers most respect work diligently to meet key sustainability benchmarks, conduct in-depth consumer-safety tests, and trace their supply chains to ensure brand integrity. Meanwhile, the producers of counterfeits not only ignore but exploit the lack of due diligence.

Let's focus on three very tangible, and intertwined, areas of threat by counterfeits:

- Domestic jobs
- The American economy
- The health and safety of consumers, workers and the planet

About 75 percent of the retail value of an apparel article imported from abroad and sold in the U.S. comes directly from American ingenuity, meaning that most of the value found in your favorite T-shirt, denim or shoes was created by Americans and supports American jobs such as design, product development, quality assurance, compliance, marketing and IT.

The National Association of Manufacturers, using 2019 data, estimated that “counterfeiting would have subtracted nearly \$131 billion from the U.S. economy, including direct, indirect and induced economic impacts. That means \$22.3 billion of lost labor income, 325,542 fewer jobs, \$5.6 billion in lost federal-tax revenues, and nearly \$4 billion less in state- and local-tax collections.”

In 2022, AAFA unveiled the results of a counterfeit product-testing study that showcased how counterfeit products contain dangerous levels of arsenic, cadmium, phthalates, lead and other hazardous chemicals. Apparel, footwear and related goods continually remain at the top of counterfeit items seized by U.S. Customs and Border Protection year after year.

Counterfeiters—who bypass testing and taxes—reap an estimated \$80 billion globally each year. Law enforcement reiterates that if it can be made it can be counterfeited. According to the United Nations Office on Drugs and Crime, there is a link between counterfeit goods and transnational organized crime that “offers criminals a complementary source of income and a way through which they can launder money.” This also presents a way for nefarious operators to potentially steal consumers’ financial information, compromise identities or introduce malware.

Furthermore, counterfeit goods are produced in potentially unsafe and environmentally unfriendly conditions, hurting the workers and communities that make them, with growing evidence of forced labor and other labor abuses with large sustainability concerns such as polluting rivers near factories that make counterfeit products.

Given the explosive growth of e-commerce, where sellers are masked with anonymity, we must all work together to incentivize best practices for vetting sellers and goods, addressing repeat counterfeiter sellers, ensuring consumers have access to relevant information at the time of purchase—and holding those accountable when actions don't match policies.

AAFA has joined with Buy Safe to advo-



Jennifer Hanks is the chief advocate and spokesperson for AAFA on intellectual property and brand-protection issues.

cate for the INFORM Consumers Act, which took effect on June 27. INFORM offers vital enforcement tools to the Federal Trade Commission and state attorneys general when verification of high-volume, third-party sellers are not in compliance. This is a great first step; however, more is needed to ensure consumers have the same protections buying online as they do when buying offline.

We're tirelessly advocating for the SHOP SAFE Act to hold e-commerce platforms liable for selling counterfeits that threaten the health and safety of consumers, the same requirements any mom-and-pop, bricks-and-mortar store must comply with today.

SHOP SAFE and INFORM are both needed—by brands and consumers.

The New York Times recently ran a piece glorifying knockoffs—essentially giving consumers a how-to book on how they could purchase counterfeit products via shady means of encrypted chats and illicit networks. They even called the handbags “sensational” and “indistinguishable.” But what if that story was copied and pasted without credit or if another paper ran the story without attribution?

Intellectual property is a foundational element of our Constitution to protect and cultivate innovation and invention. Our leaders today must continue to protect and reinforce IP just as they have since the 1700s.

The consequences of not protecting IP are vast.

We should not glorify or justify any type of counterfeiting or trademark infringement; it is illicit, and those standing by the sidelines are complicit. Think beyond instant gratification. Think about the *why* and the *how* behind the counterfeit. Think about the tradeoffs—the safety of the consumer, the protection of workers, and the protection of the environment.

Jennifer Scoggins Hanks is the chief advocate and spokesperson for AAFA on intellectual property and brand-protection issues. She serves as the staff liaison to AAFA's Brand Protection Council, connecting with government officials and representatives of global e-commerce, social and digital platforms to advance AAFA-member online and offline priorities. Before moving to Washington, D.C., her career began working in the California State Legislature and the California Governor's Office.

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TRADE SHOWS

Messe Frankfurt Grows Its Denim Presence as Kingpins Show Shareholder

The **Kingpins Show** and **Messe Frankfurt** have entered into a partnership that will allow the two brands to drive sustainability in the denim industry. Messe Frankfurt has become a shareholder in Kingpins, which will continue to operate as an independent entity within the German event giant's Texpertise textile network.

The deal expands Messe Frankfurt's event portfolio, which currently includes denim events **Beyond Denim** at **Intertextile Shanghai Apparel Fabrics** and **Denimworld** as part of **Texworld Evolution Paris**, and Kingpins will benefit from Messe Frankfurt's extensive resources. Messe Frankfurt and Kingpins are committed to working together to "prioritize environmental stewardship and social responsibility, ensuring a more sustainable future for the denim industry," according to a press release.

"Our partnership with the Kingpins Show is rooted in our admiration for their distinct vision and innovative approach to the denim industry," said Constantin von Vieregge, president and CEO of Messe Frankfurt Inc. "We recognize the opportunity to learn from Kingpins, and together with our expertise we believe we can continue to be the stage for business encounters in the denim industry."

In addition to the flagship show in New York, where it launched in 2004, Kingpins' roster of offerings includes an Amsterdam event. It launched Kingpins Transformers in 2015 with a calendar of summits that allowed denim-industry professionals to meet and discuss approaches to make the business more sustainable, equitable and responsible. In 2020, this offshoot event transitioned into



KINGPINS

The Kingpins Show and Messe Frankfurt are now partners following the trade-show organizer's move to buy a stake in the denim-industry leader.

an independent nonprofit organization named the **Transformers Foundation**.

As Kingpins prepares to enter its 20th year in business, Andrew Olah, founder and CEO, noted that during the brand's early days his vision included one day entering into a partnership similar to this new venture.

"Since the day we started Kingpins in 2004, we aspired to one day sell our show or partner with Messe Frankfurt. We were never 'show people,' we were 'industry people' whereas Messe Frankfurt is an 800-year-old exhibition company with all the knowledge, technique and data needed," said Olah. "Now, almost 20 years later, a kind of dream has occurred—now we are both 'show people' and 'industry people.' We know this collaboration will really grow each other's opportunities and quality."—*Dorothy Crouch*

SUSTAINABILITY

Renewcell Launches Circulose Supplier Network

Like an intricate tapestry, the circular economy is expanding and strengthening its global web presence in part thanks to **Renewcell**. The pioneering leader in textile-recycling innovation has announced the launch of the **Circulose Supplier Network**, a group of 47 yarn and textile producers striving to drive the circular economy forward by enabling a steady supply of Circulose to the market.

Renewcell opened the first-ever industrial-scale chemical textile-to-textile recycling facility in November 2022 in Sundsvall, Sweden, aptly named **Renewcell 1**. The company then dispatched the first shipment of Circulose dissolving pulp in December to like-minded clients. With the recent Recycled Claim Standard certification achieved, accredited pulp is now being produced on a larger scale. With an initial annual capacity of 60,000 metric tons, **Renewcell 1** will be scaled up to produce 120,000 metric tons of pulp, equivalent to 600 million T-shirts.

"Sustainability takes partnerships, and at **COLOURizd** we believe that 1+1 equals sustainable," said Jennifer Thompson, CEO of **COLOURizd**. "We recognize that we can't solve the environmental challenges of the fashion industry alone. By combining Circulose with our planet-positive coloration and finishing solutions we can create stylish and trend-right apparel while significantly reducing the carbon footprint."



RENEWCELL

With an initial annual capacity of 60,000 metric tons, **Renewcell 1** will be scaled up to produce 120,000 metric tons of pulp, equivalent to 600 million T-shirts.

Prosperity Textile has developed a denim that it hopes will offer brands and retailers solutions toward a less wasteful and more circular fashion industry. "Using a breakthrough process, this regenerated fiber is made from 100 percent textile waste like worn-out jeans and production scraps and fits in with Prosperity's vision for a more resilient future without compromising on quality and design," explained Bart Van De Woestyne, creative director of Prosperity Textile.

And at **Diamond Denim**, "We are investing in mechanical and chemical circular solutions that allow us to reduce our carbon footprint and water consumption," said R&D Manager Maurizio Baldi. "We believe Circulose is one of the best options to achieve our sustainability points without compromising the fabric's visual look and performance."—*Christian Chensvold*

UPWARD



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Moss Adams is a fully integrated professional services firm dedicated to assisting clients with growing, managing, and protecting prosperity. With more than 4,400 professionals across more than 30 locations in the West and beyond, we work with many of the world's most innovative companies and leaders. Our strength in the middle market enables us to advise clients at all intervals of development—from start up to rapid growth and expansion to transition.

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Republic Business Credit is a nationally recognized commercial finance company supporting the working capital requirements of companies nationwide, including private equity and entrepreneurial businesses. Republic provides asset-based lending, ledgered lines of credit, traditional factoring, e-commerce and Fast AR Funding. Republic partners with its clients to provide up to \$15 million in senior credit facilities to rapidly growing businesses, startups and companies experiencing recoverable distress. Republic is recognized by the Secured Finance Network as one of the largest finance companies in the United States. Republic is proud to be headquartered in New Orleans with additional offices in Chicago, Los Angeles and Houston. Republic is a wholly owned subsidiary of Renasant Bank.

White Oak Commercial Finance, LLC

www.whiteoakcf.com
White Oak Commercial Finance, LLC (WOFC), formerly Capital Business Credit/Capital Factors, is a global financial products and services company providing credit facilities to middlemarket companies between \$1 million and \$30 million. WOFC'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, accountreceivables management, and credit and collections support. WOFC is an affiliate of White Oak Global Advisors, LLC, and its institutional clients.

Real Estate

Lee & Associates®

Matthew C. Sullivan
(213) 623-0800
www.lee-isg.com
<http://www.linkedin.com/pub/matthew-sullivan/10/4a7/a74>
In 1979, founder Bill Lee established the first Lee & Associates office, driven by the unique idea to turn real estate brokers into company owners or "shareholders." Lee & Associates is now the largest broker-owned commercial real estate firm in North America with over 70 offices. Bill Lee's guiding philosophy was that clients' interests would be best served by a collective team effort from experienced sales agents who had an ownership stake in the privately held organization, earned through exceptional performance and ethical practice. Since Lee & Associates Investment Services Group is uniquely focused on the needs of corporate real estate, we have developed an extensive array of services to benefit our corporate clients and tailor services to fit our clients' needs.

Textiles

Naia™ from Eastman

naia.eastman.com/
Why Naia™? Sustainable textiles should be inclusive to people's needs without compromising nature and the environment. Naia™ makes sustainable textiles accessible to all, creating a better future for people and the planet. Naia™'s filament yarn transforms into luxurious, soft and easy-to-care-for fabrics, while their staple fiber creates eco-conscious blends that are supremely soft and quick drying and consistently reduce pilling, giving designers more creative freedom and choice. Naia™ from Eastman, the ultimate name in fashion apparel, offers differentiated products for brands looking to innovate in their next collection. Create comfortable, easy-to-care-for and versatile fabrics — all thanks to inherent qualities found in Naia™ cellulosic fibers and yarns.

Trim, Accessories and Branding

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DBA ZPRZ Company
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Sales Dept. (650) 871-8838
info@jnzipper.com
Founded in America in 1990, J.N. Zippers & Supplies Corporation serves the industry with a California-based corporate office and warehouse with China factory customization for garment, bag, accessory, and industrial manufacturers worldwide. Quick sampling from our warehouse stock of high-quality zippers, pulls, bag and apparel hardware that are ITS, SGS, Oeko-Tex, ISO9001:2000 safety tested and standards compliant. Our staff is ready to assist you with choosing the best zipper configuration suited to your product. We offer private branding on pulls, hardware and labels. Our warehouse also stocks elastics, tapes, cords, labels and workroom supply for spot delivery. Turn to the experts at J.N. Zippers & Supplies Corp., and the in-stock division of ZPRZ Company, to provide you with the best combination of quality, price and service

Ranger Group

www.grouperanger.com
The Ranger Group comes from three prominent textile companies operating in different spheres—L. Davis Textile, Moulage Ranger and TexFab. The combined group shows different specializations for three generations of the Ranger family, who have been in business for over forty years. Ranger specializes in the molding of various materials: polyurethane foam, textiles, fiber and plastic materials with a range of products such as bra cups, bathing suits and protective masks, to only name a few. The know-how and the expertise of the Ranger team gives customers a production capacity that is efficient and flexible, for small or large lots, always maintaining a superior level of quality. From the creation of models to recycling textiles, through to clothing conception, the Ranger Group is a trusted expert in textile processing. Among the services Ranger offers are sewing, cutting, pattern services, pattern printing service, sampling, silk-screening, embroidery and molding.

Trade Shows Atlanta Apparel

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

ñera, social occasion) each year and VOW Bridal & Formal twice each year.

Collective Shows

activewearcollective.com
Collective Shows are all-inclusive markets exclusively for swim and active-lifestyle brands and retailers. Upcoming markets on Aug. 16–17 in New York and Aug. 22–23 in California offer retailers a chance to shop the latest and trending swim, resort, active, athleisure, accessory, and wellness products. For the first time, Swim Collective will be featured in New York alongside Active Collective, while the Active Collective California show will host its newly added Runway Show during the popular sunset reception. Visit the Collective Shows websites to apply to attend as a retailer, media, or exhibitor.

Dallas Market Center

www.dallasmarketcenter.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 Dallas Men's Show on July 30–Aug. 1, and Apparel & Accessories Market on Aug. 23–26.

IFJAG

info@ifjag.com
www.ifjag.com
IFJAG trade shows feature fashion jewelry and accessories from around the world with over 100 manufacturers or direct importers showing exclusive designs to IFJAG's unique venue of private showrooms which offer buyers a professional environment. The upcoming Las Vegas show is Aug. 5-8, 2023. Preregister at the IFJAG website. New exhibitors who would like to participate in the show are welcome. Buyers are offered complimentary lunch and local transportation reimbursement. In addition, IFJAG looks forward to seeing you at their fall Orlando Show Oct. 16-18, 2023.

Las Vegas Apparel

www.LasVegas-Apparel.com
Andmore, producer of Atlanta Apparel, presents Las Vegas Apparel. Buyers and exhibitors can come together Aug. 6–9 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.

NY NOW Summer 2023 Market

nynow.com
NY NOW is all about community – bringing together brands, designers, and buyers in the retail capital of the world to make game-changing connections that supercharge their businesses. During NY NOW's Summer 2023 Market, from Aug. 13–16, The Javits Center will be buzzing with 1,000+ exhibitors and 10,000+ attendees eager to get a first look at 2023's hottest wholesale launches. Join NY NOW this summer at the leading gift, home, and accessories wholesale event to discover your next bestsellers.

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