

CALIFORNIA ApparelNews

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CALIFORNIA DREAMIN'

Founded 30 years ago, Johnny Was swiftly became the torchbearer for all things “bohemian.” In its newest collection, the brand has finally—seamlessly—blended that ethos with its first denim line. Using ultra-soft indigo Tencel and organic cotton across six silhouettes, all are made utilizing natural-wear patterns and dye processes free from harmful chemicals. For more looks, see page 3.

JOHNNY WAS

FINANCE

FashionGo’s Dynamic Net Terms Solution Provides Three Levels of Yes

By Christian Chensvold *Associate Editor*

Built into the apparel industry is a certain conundrum: A wholesaler has to pay the manufacturer but doesn’t have revenue from the garments yet, and a retailer has to pay the wholesaler but hasn’t yet sold the goods to the consumer.

Pioneering online marketplace **FashionGo** continues to fire the spirit of innovation with the release of Dynamic Net Terms, a groundbreaking payment solution in the B2B space that makes it easier for retailers to make larger orders by giving them terms ranging from one to two months, with FashionGo stepping in to pay the vendor.

The solution is aimed at precisely those small- to medium-sized businesses who struggle with access to funds in what is known as the conventional binary approval means of assessment, in which the retailer either gets yes or no for an answer. Dynamic Net Terms means there are now three levels of yes.

The California Apparel News sat down with Paul Lee, [FashionGo](#) page 4

TRADE-SHOW REPORT

Live From Los Angeles!

By Betsy Zanjani *Contributing Writer*

From the **Oscars** red carpet at Hollywood’s **Dolby Theatre** to L.A.’s Fall market week—all roads led to fashion March 11–14.

Management at **The New Mart**, **California Market Center**, **Cooper Design Space** and **Lady Liberty Building** all worked in unison to create four days of style and luxury for the retail stars lucky enough to be in attendance.

Although the most elevated looks may have been on **Academy Award** nominees, Fall appears to be bringing glam to us with strong nostalgic references. The vibes ranged from a strong ’60s nod through Y2K, country-club chic to “The Sopranos” and Paris straight to Texas. Hold on, y’all.

Each building welcomed buyers with gourmet coffee, fabulous lunches, all-day happy hours and evening after-hours [L.A. Market](#) page 5

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Where fashion gets down to businessSM



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55th NAACP Image Awards Highlights Black Artistic Excellence

Ahead of the 55th NAACP Image Awards, the civil-rights organization hosted the complementary NAACP Image Awards Fashion Show, also in its 55th year. Black Design Collective co-founder and veteran fashion designer Kevan Hall was the show's executive producer, and Ainsley Connell was co-producer. Actor Brandee Evans hosted the event, which took place March 15 before the NAACP Image Awards on March 16 at Vibiana in downtown Los Angeles.

"The Color Purple" swept the Makeup, Hairstyling and Costume Design awards categories. Award-winning creative director and costume designer June Ambrose was honored with the NAACP Vanguard Award, presented by singer and actor Kelly Rowland.

Los Angeles-based Black-led design houses were featured during a runway presentation, including Hall's Kevan Hall Designs, Okera Banks's eponymous brand, BJ Gray's Grayscale and Chocolate Clothes Global by Kwaku Bediako, a Ghana-founded brand with a Los Angeles base.



Chocolate Clothes Global

Grayscale

Kevan Hall Designs

Okera Banks

"This was great for people to see the designers all together showing various styles," said Hall, who dressed NAACP Vice Chair Karen Boykins-Towns for the awards weekend. "We had some things with African sensibility [from Chocolate]; then we had relaxed, casual travel pieces by Okera Banks. We had a burst of color and tailoring from Grayscale, and I showed my Cote d'Azur collection, inspired by travels to Cannes and St-Tropez, with prints inspired by Sonia Delaunay."

Hall viewed the presentation as an oppor-

tunity to shed light on the rich fashion history of Black fashion designers.

"Today so many people think of Black designers as just showing streetwear and hip-hop fashion," Hall explained. "That is something we developed and created in alignment with the music and the culture, but certainly if you look back to Elizabeth Keckley—who created clothes for Mary Todd Lincoln, Stephen Burrows, Patrick Kelly—we were doing incredible fashion before streetwear."

Hall hopes to cultivate the event into a platform that will facilitate relationships between influential retailers as sponsors and the designers.

"One of the purposes of this show is to let people know there are choices when they go shopping," said Hall. "We are looking for people of all cultures and nationalities to support Black design talent. When celebrities think about what they want to wear on the red carpet, particularly BIPOC talent, [they should] consider Black designers."

—Dorothy Crouch

Union Rescue Mission Store Holds Grand Opening at the Gerry

On April 4, the Los Angeles Fashion District officially welcomed the Union Rescue Mission Store, complete with a ribbon-cutting ceremony, as it celebrated the grand opening of its newest retail outlet, in the Gerry Building at 910 S. Los Angeles St.

"What was most impressive was how excited people were about the cause and that

the store is here to support the Union Rescue Mission," said Ella Van Nort, director of retail operations for URM. "People wanted to come in and hug Manuel, who lives at the mission and has completed his program because they heard his story on the news. It was really overwhelming.

"A lot of people had tears of joy to see



Like its other two stores, the downtown Union Rescue Mission Store carries a variety of goods. This location was boosted by generous donations from the apparel industry.

what we were doing to help support the unhoused in Los Angeles," Van Nort continued. "The community support has been inspiring. Shoppers were also delighted with the variety, quality and quantity of the merchandise. We want to thank the apparel industry here in downtown L.A. for their generous donations."

Established in 1891, the Union Rescue Mission is one of the largest rescue missions in the United States, also operating locations in the L.A. County cities of Covina and Whittier. In 2023 it moved 9,000 people off the streets, served 735,000 life-saving meals, and provided 475,000 nights of safe shelter and 750 individuals with permanent housing. Van Nort may be contacted directly at evannort@urm.org to arrange a pickup.

—Christian Chensvold

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Inside the Industry

Archroma, a global leader in specialty chemicals toward sustainable solutions, has launched a program called ONE WAY+ aimed at helping mills and brands adopt best practices for improved productivity and efficiency and reduced environmental impact. Drawing on the expertise of a team of processing experts, the program is a three-phase process of establishing baseline, process design and implementation, and ongoing improvement. "Brands and mills face unprecedented pressure today, with rising demand for sustainable products and operational challenges related to water and waste management and stringent compliance requirements," said Anish Paliwal, market segment director, CEL & Blends, WO Casual, Formal & Home Textiles and Archroma Textile Effects.

NILIT, producer of high-quality Nylon 6.6 and owner of the SENSIL brand, has introduced SENSIL Flow, a new approach to Nylon 6.6 circularity that enables yarn, fabric and apparel recycling to eliminate waste and further reduce environmental impact. SENSIL Flow is an innovative approach that engages the entire supply chain to truly attain circularity through product design and partnership, the company stated. "Our mission to create a more sustainable textile industry requires a shift in mindset throughout the value chain," said Ilan Melamed, NILIT general manager. "SENSIL Flow represents an out-of-the-box approach that lays the groundwork for apparel recycling. Such a significant industry transformation can only be attained through deep partnerships that create innovative products and processes, visionary designs and a collaborative reconfiguration of the value chain itself."

Amour Vert, the ethically made, women-led, sustainable fashion brand, soft-opened its eighth store on April 4 at Long Beach, Calif.'s, premier outdoor shopping center, 2ND & PCH, with a grand opening scheduled for April 13. The new location will showcase the new Amour Vert logo, which will soon be seen at all stores and rolled out across the company's branding. The 2ND & PCH store opening represents the next phase of growth for the brand as it continues to expand its footprint in the U.S., especially in its home state of California. Amour Vert offers Parisian Chic meets California style, embracing the contrast between modern and timeless, innovative and conscious. Specialties include 100 percent recycled cashmere knits, washable silk separates and hand-drawn prints in addition to organic denim.

Fibre52 is one of ten global fashion-industry innovators accepted into the 2024 Fashion for Good Innovation Programme. Established in 2017, the program is dedicated to identifying and supporting new technologies that have the potential to reduce pollution in the global textile-industry supply chain. Fibre52's patent-pending technology removes harsh chemicals from the cotton Prepare for Dye and dye processes. As part of the Fashion for Good Innovation Programme, Fibre52 will receive tailored support and increased access to brands, retailers, manufacturers and investors. "The Fibre52 process and chemistry for preparing and dyeing cotton is aligned with making real change by significantly reducing the amount of water and carbon emissions required during these specific manufacturing stages," said President Laura Thornquist.

DENIM



Johnny Was Imbues Its Bohemian Spirit Into New Denim Collection

By Christian Chensvold Associate Editor

The Golden State has birthed many a California dream, each with its own distinct vibe. One of them, deeply ensconced in fashion and lifestyle, goes by the name “bohemian.” It’s a free feeling—part gypsy and part artist—and its cultural touchstones span from Puccini’s opera “La Bohème” to the California hippie movement of the late 1960s.

Johnny Was is one of the great torchbearers of bohemian fashion. Founded over 30 years ago, the brand has finally unveiled its first denim collection, using ultra-soft indigo Tencel and organic cotton across six silhouettes: bootcut, boyfriend, slim boyfriend, baby boot, wide-leg and a denim skirt. All were made utilizing natural-wear patterns and dye processes and are free from harmful chemicals. Items in the collection retail between \$178 and \$278 and are available at JohnnyWas.com and Johnny Was retail stores.

“For three decades Johnny Was has embodied the bohemian spirit, and our denim collection epitomizes the effortless allure of California living,” Sydnee Miller, director of merchandising, told the *California Apparel News*. “The new styles were designed to complement our intricately embroidered tops and tunics, silk kimonos, airy mesh blouses and tees—all key styles on the West Coast and beyond.

“This new category launch marks another step forward in building upon our previous success in the category as we unveil fresh washes and innovative styles and continue to introduce a sprinkle of newness for our loyal audience,” Miller continued. “Denim is a timeless staple in any wardrobe, and we are thrilled to infuse it with our unique blend of California-inspired design

and craftsmanship.”

The range of cuts also reveals a quintessential aspect of the bohemian spirit: No one fashion dictates the look. “The collection offers six meticulously designed silhouettes, from the classic bootcut to contemporary wide-leg jeans so that everyone can find their fit and embrace head-to-toe dressing, offering a plethora of possibilities and enhancing their styling versatility.”

For three decades the bohemian spirit has guided the corporate office of Johnny Was. “As a brand, ‘bohemian’ means effortless, California dressing,” said Miller. “It’s not a trend but rather a way of feeling and living in free-flowing, beautiful garments designed with color and pattern to express optimism and joy. It’s great to see that in 2024 there are many brands now embracing this maximalist style, which exemplifies a unique, elevated flair. For us, it’s pushing ourselves to continue to develop into new fabrications and evolve silhouettes, patterns and our artisan embroidery.”

So far the collection has been very well received, Miller said, and in-store events and activations will continue amplifying the launch.

Celebrity fans include Jessica Alba, Joni Mitchell, Madonna, Steven Tyler, Kelly Clarkson, Halle Berry, Hilary Duff, Selma Blair, Stevie Nicks, Paris Hilton, Cynthia Erivo and Jennifer Tilly.

“Our denim collection is a natural progression for Johnny Was as we continue to surprise and delight our customers with innovative offerings,” added CEO Rob Trauber.

Johnny Was will expand the category with “an exciting collaboration” scheduled for fall, as well as expanding its home and fragrance collection and the exploration of other key categories. ●



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Art Hearts Fashion Continues Ukraine Support During LAFW at New Mart

Los Angeles-based **Art Hearts Fashion** produced its latest edition March 21–24 at **The New Mart** in the heart of the city's fashion district, where it showcased Los Angeles fashion, global designers and brands from Ukraine. Producing **LAFW Powered by Art Hearts Fashion** at the New Mart building marks a growing relationship between the two companies as the event producer has strengthened its partnership with **Fashion Techworks**, which serves as a content-creation resource and event space. Art Hearts Fashion has previously produced **Los Angeles Swim Week** and **The Fashion Week Hub @ Fashion Techworks/New Mart** through the Fashion Techworks partnership.

In addition to its runway roster of global design talent, Art Hearts Fashion committed to supporting **Ukrainian Fashion Forward** during the event, as the war in Ukraine continues. Ukrainian Fashion Forward is a program under **Startup**



Kentaro Kameyama L'Eskizzo M. Julcahuanca Merlin Castell

Ukraine, which provides training, mentorship and a global showcase for the country's brands and made-in-Ukraine initiatives. Eight brands were featured through the initiative, includ-

ing **Два кольори (Two Colors), MustHave, TOTAL WHITE, RDNT, L'eskizzo, ROAR Cruise, Vivons and Overthesea.**

"Ukrainians are not only fighters but also creators," said Anna Petrova, president of Startup Ukraine. "They amaze and inspire people all over the world. It was especially exciting to see the wow reaction of buyers and influencers when they realized these collections had been created by designers during the war in Ukraine."

This edition of LAFW Powered by Art Hearts Fashion also featured Los Angeles designers and fashion houses including Alexis Monsanto, Coral Castillo, **Cross Colours, For The Stars, Idyllwild Arts Academy, Kenneth Barlis, Kentaro Kameyama, Merlin Castell, Mister Triple X**—the brand founded by Art Hearts Fashion founder and President Erik Rosete—**Royal Lily Boutique, Tavi and Tell The Truth.**

—Dorothy Crouch



Mister Triple X MustHave Overthesea RDNT Richard Hallmarq Roár Cruise Royal Lily Boutique Soid Studios ft. Gabriela Sanchez Tavi Tell The Truth Total White Vivons Willfredo Gerardo

FashionGo *Continued from page 1*

CEO of **NHN Global**, owner of FashionGo, to learn the details of this disruptive new payment solution.

CAN: You became CEO right before the pandemic. Normally that would be a tough time to start a leadership role but not in the case of an online marketplace like FashionGo.

PL: We were certainly a beneficiary of the pandemic in the sense that all of the physical channels were closed. There were no trade shows for a year and a half. So the new buyers and brands that would have pursued that channel came to us, and we got a tremendous amount of traffic. While personally difficult, it was fantastic for the business.

CAN: Tell us about what you're calling a revolutionary new payment solution, Dynamic Net Terms.

PL: To toot our own horn a little bit, we're pioneering a first-of-its-kind B2B payment solution, providing buyers with 60-, 45- and 30-day terms. The buyers are approved based on their individual business profiles and credit levels, so we're definitely disrupting the terms of traditional net solutions with greater flexibility and accessibility. It's powered by our financial technology partner, Balance, which is well versed in the marketplace landscape.

CAN: How exactly does it work?

PL: If a retailer applies for this program and is approved for 30–60 days—depending on its history with FashionGo, credit level and needs—then when there's a purchase the vendor is paid immediately and the buyer has the term to make the payment, giving the time to actually sell the product. But the reason why we consider this a true innovation is that traditional net terms are fairly binary: Yes, you qualify, or no, you don't. With Dynamic Net Terms, if you don't qualify for 60 days, you may qualify for 45, and if not that then you still may qualify for 30. It's a very flexible way of looking at risk assessment. There isn't a product out there like this.

CAN: Besides the length of terms, are there any other differences between the three levels?

PL: No, this is completely free for the buyers. FashionGo



Paul Lee, CEO of NHN Global, owner of FashionGo

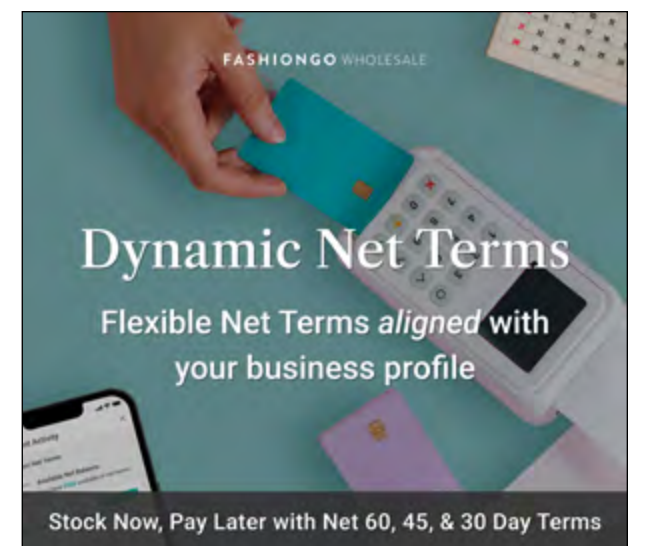
is bearing the cost. We recognize that for small- and medium-sized businesses—even though they're the backbone of the U.S. economy—access to funds is sometimes challenging, especially in this kind of retail climate. We're making the investment on the buyer's behalf so it has the opportunity to increase its purchasing power on our platform and grow its business, and that's what drove us to embark on this endeavor in the first place.

CAN: Why wasn't this pioneering program done before, by yourself or elsewhere in the industry?

PL: I think the industry has just gone with the traditional binary of yes and no for credit assessment, and the industry norm for approval rates ranges from 5 to 15 percent. With dynamic, real-time assessment, we're looking to do five to six times that for approval.

CAN: And FashionGo makes its revenue by taking a commission from the vendors?

PL: Correct. There's no fee for the retailers to make purchases or use Dynamic Net Terms.



NHN Global social media

CAN: But a retailer doesn't have to sign up for the program, right?

PL: No, it's merely a way of increasing its purchasing power on the platform. So if you qualify, you can use those terms, plus whatever availability you may have on your credit card, thereby expanding your credit for the purchase. So you can make a larger order across our eleven different product categories. Second, Balance and AI algorithms, based on your platform history, will automatically suggest increases in term limits over time.

CAN: For a retailer who's not using FashionGo, could you sketch a scenario and how it might play out?

PL: Once a buyer is approved it can place, for example, a \$5,000 order. The buyer can receive those goods immediately and defer the payment for 30–60 days. If a buyer only has \$4,500 in its Dynamic Net Terms limit, it can simply pay the remaining \$500 on its card on file. Over time, as on-time payments are made, our algorithm will automatically increase the limit so the buyer can place more-substantial orders. ●

TRADE-SHOW REPORT



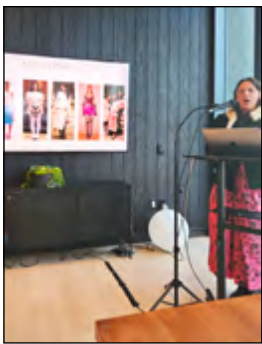
Bailey Rose



I Love Who I Am



LuLus



Donegar | Tobe presentation



Fallon Foster



Caballero



Love the Label



Good American



The Nu Vintage



Esprit



Na Lei Boho



Dreamcatcher

L.A. Market *Continued from page 1*

activities. The elevated car service **Alto** provided transport to five partner hotels.

New Mart hosts debut of Ukrainian Fashion Forward

For the first time ever, 10 Ukrainian designers, led by Ana Petrova, showcased their collections in a special project called **Ukrainian Fashion Forward**, making its debut in Los Angeles.

"We were thrilled to welcome the Ukrainian fashion brands **Zilyova, Total White, Roar, RDNT, Overthesea, Must Have, L'eskizzo, Kseniaschnaider, 2Kolyory** and **Vivons**," said Tom Keefer, general manager of The New Mart. "All had very special, stand-out collections."

"We are enjoying a robust March; between this show and **Designers and Agents**," continued Keefer, "buyers were really pleased with the incremental brands at both shows as well as at our regular showrooms."

Miss Me made its return to The New Mart, showing **Immediates** through Fall in the hottest trending stories such as Western, Navajo, patchwork and crochets.

At **Eternelle**, Euro-chic sweaters, priced at \$52.50, were often accented with rhinestones and studs. This Fall's perfect pairing was its printed tulle skirt at \$49.50 in a classic palette of creams, camels and grays.

At **Wooden Ships**, cozy crew sweaters, handmade in Bali, were available in three sizes. Whimsical holiday themes were top sellers. Halloween included Good Witch, Trick or Treat, and Hocus Pocus, priced at \$60, with a new zip-front body at \$68.

Ed Mandelbaum, president of D&A, said, "We welcomed a number of new collections to the L.A. show for Fall. Many expressed positive feedback on both order writing and opening new accounts."

Il Bisonte, a luxury leather-goods brand from Florence, Italy, was one. Carolyn Pittel, director of sales and business development USA, explained the history of the brand and the di Fillipo family's concept of "timeless beauty" for over 50 years.

Denim rules at the CMC

"We had an exciting week planned for buyers, which included a fresh range of new showrooms alongside regular fa-

avorites," said Marketing Manager Yvette Beltran. "**Donegar | Tobe** reported on 'What People Will Wear for Fall '24' following a fantastic breakfast spread," added Beltran.

Among a prestigious group of retail owners and buyers was Sheila Campbell and her daughter of **Sugar** in Westlake Village, Calif. "The presentation was great! It gave me a lot of good information. Normally our vendors come to us, so it's a treat to actually be at market; it's been a while."

Trends went from '60s "Mod Squad" to '80s maximalism, from country-club sport to quiet luxury. Above all else, denim dominated so far beyond the jean.

The breakneck speed with which country-western fashion has come on the scene, it only made sense that this was a major story for Fall '24 and beyond. Between Pharrell bringing Cowboy to LV and Roseberry bringing his Texas roots to **Schiaparelli**, and Beyoncé's new album on fire, no doubt we are embarking on a ride into a new era of Cowgirl Core.

Showing for her first time, Angeleno Fallon Foster, designer of her namesake label, was inspired by her move to Austin, Texas. Not her first rodeo in fashion, her line featured western detailing priced at \$56-\$119.

Also new was **I Love Who I Am**. These cool-girl styles included super bells, wide legs and denim/fleece mixes priced from \$15 to \$25.

L.A.-based **Bailey Rose** is a vintage-inspired season-less collection, which showed **Immediates** through Fall for the elevated junior consumer. Its strong print story was anchored by playful crewneck pullover sweaters priced at \$21.

LuLus, known for its dresses and previously only available at **Nordstrom**, showed its "sweet" girl line with a Taylor Swift vibe. Florals were key, and all dresses were priced under \$150.

Retro reigns at the Cooper

Among the hottest brands were those making a big comeback from the past.

The rise of retro led by Gen Z's love of nostalgia dominated the **Brand Assembly** show floor. CEO Hillary France was "really excited about all the old-school names relaunching at the show. So many of the greats are back, and nostalgia is performing."

Lashonica Essex and Shara Campbell came from Houston to shop for the **Golden Nugget** casinos. "We are excited to see Brand Assembly. There are so many lines at this expanded L.A. show."

At **Esprit**, the brand's archival sweats and totes received a great reaction. Unisex hoodies and sweats were priced at \$47-\$51 and totes at \$23. Fall will see a relaunch of the brand at Nordstrom.

At **Sergio Tacchini**, the sport and lifestyle brand that rose to fame in the '70s-'80s, when hip-hop culture embraced the tennis-star tracksuit, straight outta the past came its iconic apparel.

The Nu Vintage collection green label, made in L.A., is the high-end creation of Jacques Kevorkian. His hand-done, patchwork, snap-front shirtings and utility pants all have a distinctly cool retro feel. The Very Bob Marley's One Love looks were priced at \$69-\$135.

Good American was running with its hot items. Adding to its "better than leather" story in black, it's added brown, priced at \$60-\$109. It's No. 1 best-selling jumpsuit style continues in denim and is now also available in corduroy, priced at \$87.

Presented in an informal fashion show were a few great lines such as **Na Lei Boho** by Sheena Goldhagen, who works with women artisans from Turkey to Tulum. Kimonos start at \$90 and hats at \$70.

Co-owners of the **Pacific Trading Co.** in Santa Cruz and Capitola, Calif., Rama Zoe Heinrich and Anandi Heinrich were in L.A. working the shows. "This gives us time to overview and see what stands out. There's lots new and exciting."

Lady Liberty brings it all together

"This market we hosted a co-op showroom where we featured 20 brands and collections, and we saw a steady stream of appointments," said CEO Empera Arye.

At **Love The Label**, the Fall collection was on point. Even though this ain't Texas, the West got wild with a brown denim story highlighted with contrast white stitching priced at \$90-\$110.

Caballero expanded its top-selling pleated leather skirt to include this season's addition with a double buckle priced at \$103-\$112.

A Shirt Thing played with great classic menswear striped shirtings, made in L.A. with Italian fabrics priced at \$105-\$150.

Love TanJane, a knitwear line created by hand-dyeing each piece to be unique, has garnered a cult following. The line starts at \$88, with cashmeres at \$254 and up. ●



Zilyova



Il Bisconte



Miss Me



Vivons



RDNT



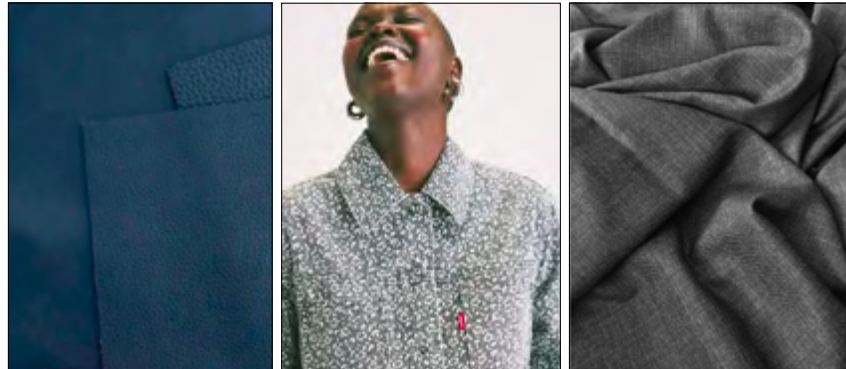
Wooden Ships

Creativity for Good

Peclers Paris

With an increasing number of consumers expecting brands to be facilitators in consuming while doing better for the environment, what appeared as forward a couple of years ago now is a prerequisite. As new thrilling, bold initiatives become the new horizon to thrive for, here is a curation of inspiring projects, some of them for outside of the clothing world but offering interesting possibilities for the fashion industry.

Virtuous Black: BioBlack TX by Nature Coatings



Nature Coatings, an American biochemicals company, created BioBlack TX to replace petroleum-derived carbon black for all silk-screened and rotary printing uses, denim, leather or non-leather coatings, patinas, packagings, pigment dyes, etc. Made 100 percent from pre-consumer industrial wood waste from FSC-certified forests, it is traceable throughout the entire supply chain, and no chemicals are added during the manufacturing process.

Produced in a closed circuit, its only by-product is steam, which is then captured and used to power certain parts of the production process. Carbon-negative, it retains more CO₂ than it emits, thus counteracting greenhouse-gas emissions based on a preliminary life-cycle analysis. It also has the top lightfast index of 8/8, which means that it will neither fade nor change color. Its current production capacity—70 tons per month—makes it a large-scale solution for various industry actors ranging from the **Kering Group** to **Levi's**, **Vollebak**, **Target** and **Weekday**.

As Good as Wool: Brewed Protein Fibers



Japanese biotech startup **Spiber** uses synthetic biology to produce new protein materials through microbial fermentation of plant-derived ingredients, creating new polymers to replace animal-derived fibers. Its spun fibers are almost as soft as cashmere and offer almost equivalent thermal and breathable properties.

Its studies show that the technology emits fewer greenhouse-gas emissions, requires less water and causes 97 percent less land-use damage than cashmere production. Brewed protein fibers are completely biodegradable, disintegrating in the soil or the marine environment.

Spiber intends to exclusively work in the future with agricultural waste in a circular fashion,

as will soon be the case in its U.S.A. production unit, which will operate with co-products from the local corn industry derived from sustainable and regenerative farming practices. It has already collaborated with many brands including **The North Face**, **Goldwin**, **Ron Herman** and **PANGAIA**.

From Textiles With Love: Wastecare



German-Japanese home-linen company **Aizome**, whose proprietary dyeing technologies aim at creating textiles that are both healthy and environmentally friendly, created Wastecare, a premium skin-care product made from wastewater from plants.

The ecological dyes sourced by Aizome for its linen collections are made from plants known to provide health benefits, an idea born after one of the founders' mothers took ill. Looking for a way to recycle the consequently precious wastewater, the company found a way to encapsulate its pain-relieving, anti-inflammatory and skin-rejuvenating properties into skin care. What a genius idea to repurpose textile-mill waste and turn it into an opportunity for horizontal developments such as clothes that are good for your skin.

Wool, in Great Shape: Flocks Wobot



Dutch designer **Christien Meindertsma** developed robots capable of constructing three-dimensional structures in wool. Her objective—find a new outlet for the 1.5 million kilograms of wool thrown away each year in the Netherlands.

The Flocks Wobot robot works in the same way as a 3D printer to build layers of wool, using a form of felting instead of a filament to create three-dimensional woven structures. In addition to using natural virgin wool, it is also possible to blend it with recycled wool to enrich the color palette.

Applications to the apparel industry are not planned yet, but with the frontier between fashion and object design getting blurrier, one can dream of 3D-printed clothes that would create less waste and be produced locally to save shipment costs and the impact on the environment. ●

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.

FASHION

L.A. Fashion Weekend Hosts Official Launch, Announces New Plans

L.A. Fashion Weekend recently launched atop the **Godfrey Hotel Hollywood's** seventh floor **IJO** rooftop space and was sponsored by **Style House Hollywood**. The March 15–17 edition of the show wrapped up **Los Angeles Market Week**, which ran March 11–15.

The IJO space's 360-degree views of Los Angeles set a stunning backdrop for presentations from California brands including **7 For All Mankind**, **D'amelio Footwear**, **LOVLEI**, **Miss Sparkling**, **Peclers** and **Shop Redemption**, which showed its latest designs on the L.A. Fashion Weekend runway. Additional brands that showed included **Kolibri** and **Psycho Bunny**.

L.A. Fashion Weekend and Style House Hollywood founder **Mikey Koffman** hosted a soft launch of the event in October 2023. Koffman planned the runway production to complement the L.A. Market Week calendar as a resource that supports and fortifies the relationships between brands and buyers.



7 For All Mankind

Kolibri

LOVLEI

Miss Sparkling

Peclers

Psycho Bunny

Shop Redemption

“We created an affordable, turnkey platform. Brands just have to bring in their collections—not worry about the stress of the show—and focus on marketing,” said Koffman, a fashion-production veteran. “We use our shows as selling tools for our brands. We have a very high buyer attendance, and we use our creative content to market to retail stores in the fashion industry.”

In addition to working on the fall edition of L.A. Fashion

Weekend, Koffman will expand the event to include a summer edition. **Fashion Splash** will debut in July with the fashion, art, music and culture event **Undiscovered LA**.

“It’s a great opportunity for us to touch our clients in the middle of the summer,” Koffman said. “Our events for fashion week are always on the tail end of L.A. Market Week so as not to take any brands away from the showrooms.”

—Dorothy Crouch

Resource Guide

Fashion District The Evans Group (TEG)

www.tegmade.com

The Evans Group (TEG) is a reputable LA-based fashion development and production house catering to both established and emerging designers. The company operates an acclaimed vertically integrated

facility in the Arts District of Los Angeles, crafting patterns, samples, and small-volume productions. As premier cut and sew manufacturers, TEG specializes in bringing client designs to life with precision and excellence. For a comprehensive launch experience, services include design, fabric and trim sourcing, marketing, and mentorship. Since its establishment in 2005, TEG has assisted close to 4,000 clothing brands, generating over 30 year-round living-wage jobs.

Trade Shows Licensing Expo

www.licensingexpo.com/en/home.html

Licensing Expo is the largest event for licensing and brand extension. Exhibitors and attendees come to spot trends, build partnerships, and secure brand rights to products. All through building connections and securing meetings with the most innovative brands and properties from entertainment to fashion to non-profit.

Visitors can grow their licensing knowledge, network with peers to discover the latest trends, and secure new deals. Licensing Expo's matchmaking service allows exhibitors and attendees to search for, connect, and secure meetings, all before the show even starts.

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Jobs Available

* SALES REP FOR FASHION DEVELOPMENT & PRODUCTION HOUSE *

Teg seeks an experienced Sales Professional with at least 3 years min sales experience, ideally in wholesale fashion, design services, or apparel manufacturing sales. As a Client Development Manager, you will be responsible for achieving and exceeding sales goals as part of our Sales Team. This is a full-time in-house position in our renowned Los Angeles studio with an exceptional work environment. You will inspire and encourage emerging designers to bring their brands to life and work with a best-in-class team. The right candidate will be a highly motivated, experienced sales professional who believes in collaboration, quality, and exceptional client experience from the initial introduction throughout the development process, with expertise in lead qualification, CRM systems, MS Excel and Word, and have a strong track record of closing sales. \$65-75k base salary plus commission. Email resume to: info@the-evans-group.com www.tegmade.com

* ACCOUNTS RECEIVABLE CLERK *

The Ideal candidate is versed in accounting principles and can work comfortably with numbers. This full-time, on-site position reports to the AR Manager in a fast paced, dynamic environment. Facilitates billing, calls customers for payment arrangements, researches accounts and maintains friendly and professional relationships with customers. 1-2 years of Credit and Collections experience.

Duties & Responsibilities (others may be assigned.)

- Account Reconciliation
- Identify and collect delinquent accounts
- Verify account discrepancies
- Update electronic collections status notations
- Prepare credit memos
- Research and resolve chargebacks
- Work with the Management and Sales to ensure credit processes and procedures

• Adapt and grow
Competency Factors

- Professional and interpersonal skills
- Learn computer, credit card and billing software
- Conflict resolution, analytical, decision making and communication skills

Send resume to: jobs@losangelesapparel.net

Jobs Available

* THE EVANS GROUP (TEG INTL.) IS LOOKING FOR A PART-TIME RUNNER FOR OUR LOS ANGELES OFFICE! *

As the Runner, you will support our production and sourcing teams with tasks throughout the LA area and ensure organization is kept within our fabric storage areas in our Arts District studio. The right candidate will be high-energy, physically fit, able to lift 20-50 pounds regularly and have a reliable car for transportation. It is a plus if you have experience with MS Word and Excel or are familiar with the manufacturing process, but it is not required. Great position for someone who wants to learn. Please reach out to info@the-evans-group.com with your resume or call Angelo at 213-304-8197. Pay is \$25 per hour plus mileage. This is a part-time position 2-3 days a week.

* JUNIOR MARKER MAKER *

Prepare garment markers in a production environment. This position reports directly to a Senior Marker Maker. This fast-paced, full-time position requires overtime and weekend work as needed. Qualified applicants must come on site for testing.

Duties & Responsibilities

- Prepare garment markers using Tukatech Software
- Prepare markers for stock and special orders
- Rewind and inspect markers to avoid errors
- Perform similar, comparable or related duties and assist the Director of Cutting

Qualifications

1 year performing cutting duties in garment manufacturing industry required

- Experience with Tuka software
- Mechanical aptitude and manual dexterity
- Ability to work with people and in a team
- Administrative and organizational skills
- Persuasive, problem-solving
- Communication skills

Send resume to: jobs@losangelesapparel.net

Jobs Available

* FULL TIME BOOKKEEPER NEEDED - VERNON, CA *

Requirements:

- *Invoice processing
- *Record keeping, produce monthly cash flow, balance sheet, and profit-loss statements
- *Account receivables & checking for accuracy
- *Updating accounts with factor/bank
- *Processing invoices & payments in QuickBooks
- *Calculate and process sales rep commissions
- *Reconcile accounts, banks, factors and GL
- *Reconcile accounts receivable/accounts payable
- *Preparing monthly financial reports
- *Process payroll and handle HR files updates and new hires within labor guidelines
- *Managing office needs

Qualifications:

- *1+ year of bookkeeping experience
- *Strong communication skills, both verbal and written
- *Excellent computer skills: Microsoft Office and Quickbooks is required
- *Ability to maintain confidentiality concerning financials and payroll

If you are interested in this position, please email your resume to: aaron@continentalknits.com

Apparel News Group



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