The Los Angeles Business Journal presents

Southern California

Apparel Awards

2014

This special advertising supplement did not involve the reporting or editing staff of the Los Angeles Business Journal.
Publisher’s Letter

Welcome to the Los Angeles Business Journal’s first annual Southern California Apparel Awards special supplement, in which we celebrate the outstanding work performed by the remarkable individuals and companies that make up one of the most exciting and dynamic sectors of industry today – the apparel industry!

The world of fashion, garments, apparel manufacturing and style design as a whole is unique in many ways – and here in Los Angeles, where we have some of the most fashion-forward and stylish people in the world, there’s perhaps an even more finely tuned set of rules for success. Stir in an unpredictable economy and you’ve got a sector of Southern California business that continues to evolve as swiftly as any other.

In the following pages we hope to shed additional light on some of the premier examples of companies that make the apparel world tick. Be they retailers, manufacturers, wholesalers, makers of denim, couture, activewear, swimwear, footwear, accessories, or innovative methodologies or online applications for getting the latest fashions to the people that seek them, these are the finalists and honorees we singled out for achievement across the full spectrum of this ever-evolving industry.

Our celebration of these examples of excellence took place at our 2014 Southern California Apparel Awards reception and ceremony on Thursday, December 18th at the Hotel Casa Del Mar in Santa Monica.

The list of prestige finalists – each an example of excellence in the industry – made it particularly difficult to arrive at the honorees. Six honorees are announced in this section in different categories - “Public Company of the Year,” “Private Company of the Year ($>20 million),” “Private Company of the Year (<$20 million),” “Social Responsibility Award,” “Trendsetter Award,” and the “Industry Icon Award.” We applaud each of the finalists and honorees – all of whom are described in these pages.

It should be noted that each of the finalists and honorees featured here has played a key role, not only in the success of the apparel industry, but in the success of the Los Angeles economy as a whole. So to all the great organizations profiled in this volume we say thank you!

Best regards,

Matthew A. Toledo
President and Publisher

School of Media, Culture & Design

BACHELOR OF FINE ARTS
Fashion Design is a transdisciplinary field of study, as our students collaborate regularly with those in the film, animation, and media technology departments, as well as with specialty firms in the industry. Design Thinking is an essential attribute of the department since designers must also be idea generators inventing multiple solutions for every problem. Professional practice is built into the program at every level and entrepreneurship is emphasized in the senior year. Our students practice Civic Engagement by contributing their talent to a variety of creative enterprises in the community.

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Congratulations to all of the 2014 Southern California Apparel Awards Nominees

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PUBLIC COMPANY OF THE YEAR

American Apparel

In just over a decade, American Apparel has grown from a small local operation to the largest apparel manufacturer in the United States. In 2002, the company had just over 400 employees, and sales totaled about $20 million. By 2013, sales had grown to $650 million in 250 locations around the globe. What makes this meteoric rise even more incredible is not what has changed but what has stayed the same. As American Apparel has grown into an international brand, it has continued to make its products in Los Angeles while paying its workers a fair wage. American Apparel has been a leader both in fashion and as a pioneer of the American garment manufacturing business model it calls “Sweatshop-Free.”

A longstanding commitment to its workers is at the heart of the company’s corporate ethos. American Apparel is proud to have the highest earning sewing professionals in the world, as the company aims to be successful because of its employees and not at their expense. American Apparel has been thriving, not just surviving, and all while paying its LA-based workers significantly more than the California minimum wage.

American Apparel

American Apparel believes its dedication to employees is not just a moral responsibility, but also a sound business model. For its employees, higher pay is often a path towards achieving the American Dream for their families. But it also means heightened efficiency, a better and more consistent quality of work, stronger employee morale and, ultimately, elevated retention rates of skilled operators. The company promotes a culture that recognizes outstanding performance on the job and promotes from within. Its workers are all valued members of the company as they have a voice and influence its direction. American Apparel has truly become a leader both for the return to US manufacturing and for better worker conditions around the world.
As an accounting firm, we love numbers.

Here are a few of our favorites.

101  Years in business

97   Countries served
     (Through Praxity, AISBL)

33   Major industries served

10  California offices

5.0  Staff to partner ratio

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PRIVATE COMPANY OF THE YEAR
(2013 Revenue more than $20 Million)

REVOLVE

Founders Michael Mente and Michael Karanikolas started REVOLVE in 2003. What began as a website selling a handful of premium denim brands at the time has grown rapidly. Today, Eminent Inc. consists of two internationally known websites, revolveclothing.com (REVOLVE) and forwardbyelysewalker.com (FORWARD) stocking over 700 emerging and popular brands between them. The co-CEOs describe REVOLVE as catering to “the fun, sexy, cool girl” searching for premium emerging and popular fashion brands, while FORWARD by Elyse Walker houses the most distinguished names in luxury fashion.

The combined companies are independent fashion E-tailers who sell to the general public via individual websites. REVOLVE prides itself on offering the most coveted pieces from every brand it sells. Its target demographic are young (age 18-30), fashion savvy, usually single with higher disposable income. Its value proposition is to offer a wide range of well-known, upscale and trendy brands at below brick-and-mortar prices and provide the convenience of free shipping and returns (within 30 days).

Today, the company sells approximately 50,000 distinct SKU with 60% of sales occurring domestically and 40% internationally (Canada & Australia). The RevolveClothing.com site is a premiere online destination for men’s and women’s apparel, shoes and accessories from well-known and trendy designers. FORWARD by Elyse Walker is a premiere online destination for women’s & men’s luxury designer apparel, bags, costume jewelry and accessories with a focus on modern designs and high-end designers.

REVOLVE transcends the online platform and stands for being a leader not only in fashion but also in business; providing the highest quality online and mobile shopping experience, serving the style-savvy consumer with impeccable customer service and amenities, where customer satisfaction always comes first.
“When did waiting in lines and checkpoints become part of your business plan?”

Prestige Private Air offers an all-you-can-fly membership service in our fleet of Piaggio Avanti Aircraft, the official aircraft of Ferrari.

A Citation X and Gulf Stream IV are available as well, along with unlimited daily flights throughout California, Nevada and New York, with more destinations on the way soon, including London, England.

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PRIVATE COMPANY OF THE YEAR
(2013 Revenue under $20 Million)

NEWCHEF Fashion, Inc.

Many may not realize that it matters to chefs how they look while they make amazing and delicious food. As NewChef President and CEO Lucien Salama, says, however, “when you look good, you feel good. And when you feel good, you cook better.” This is NewChef’s focus—and as a result, the company’s sales have increased year over year. NewChef has added trend and flair to a previously bland chef’s coat. The company’s work has been enjoyed by brilliant chefs from, to name but a few, Wolfgang Puck Catering; Disney; the Bravo TV hit “Top Chef;” the Patina Group; a string of Las Vegas casinos and resorts, including the MGM Grand, the Venetian, Caesars Palace, and Club Med; cruise lines Royal Caribbean, Crystal Cruises, and Carnival; culinary schools and several American culinary federations; and various restaurant groups, including Red Lobster and the Olive Garden.

Salama does all his cutting and sewing in-house, whether at a facility in China overseen by his wife, or at their 30,000-square-foot factory in Vernon that Salama rebuilt in 2005, which houses the firm’s design and embroidery departments. In order to efficiently handle NewChef’s increasingly diverse and complex production needs, he invested in the latest CAD/CAM technology by Tukatech. This investment helps NewChef continue to sustain the accuracy of its designs and production. This automation helps increase production in the U.S., maintaining the high quality, fit and style NewChef has become known for, all the while helping increase jobs locally.

Quality and service are of the utmost importance to Salama. “The style, the quality, the embroidery—everything we do is top,” he says. This positive attitude has allowed New Chef become a leading provider of chefs uniforms all the way to the White House. Considering Salama is 80 years old, the fact that he came out of retirement to create a very successful chef’s uniform company, puts him at the top of his class.
Barco Uniforms, Inc.

Barco Uniforms has been a recognized leader in the uniform industry for 85 years, by fusing innovative fabric technology and fashion-forward design to create uniforms that inspire individuals and enhance company brands. From its versatile, widely appealing Medical Collections and distinctive Spa Collection, to its corporate identity solutions, Barco Uniforms is committed to making professional attire that people love to wear.

Since the 1970s under Michael Donner’s leadership, Barco Uniforms has enjoyed strong growth and product diversification. It has established a significant brand name, identity and image worldwide.

Given its international reach, Barco Uniforms has worked and continues to work with suppliers around the world. Years ago, observations were made regarding health issues in various parts of the world. In particular, Michael Donner noticed that many individuals born with cleft palates or having experienced severe burns were often left untreated due to lack of money and resources. He began to see other charitable organizations like ReSurge International lending a hand by providing surgeries to those unable to afford proper medical care.

To show support and further this cause, Barco’s Nightingales Foundation was established in December 2008 by Michael and Frida Donner on behalf of Barco Uniforms. Its objective: to support the vitality and courageous heart of nursing, while also dedicating itself to honoring the spirit of those women and men who choose nursing by focusing its philanthropic efforts on helping to mend the lives of children and their families in various parts of the world. Through its global initiatives, Barco’s Nightingales Foundation has received ongoing commitments from suppliers in Nicaragua, China & Vietnam to donate a portion of revenue from every garment produced for Barco Uniforms to the Foundation. Since 2008, the Foundation has been able to make a difference in the lives of 18,950 children and their families with the donations it has collected.
TRENDSETTER AWARD

RAJ Manufacturing, LLC

Lisa Vogel serves as Co-President of RAJ Manufacturing LLC, one of the largest women’s swimwear companies in the United States. RAJ Manufacturing LLC designs, manufactures, and sells swimwear under many internationally recognized brand names including ATHENA, Next by Athena, Hurley Swimwear, Nautica Swimwear, Lune by Lisa Vogel, Reef Swimwear, Ella Moss Isla and Splendid Swim.

As a graduate of USC’s Marshall School of Business, Vogel joined RAJ Manufacturing LLC, a family business founded by her parents. She has served in various roles throughout the company during her tenure, and currently oversees the marketing/public relations department, licensing and compliance, operations, as well as the design and merchandising departments. Her brother Alex serves as Co-President managing sales, production, and long-term finance.

Founded in 1967, RAJ has achieved success by leveraging its vertical production capabilities, strong brand recognition, excellent product quality, and design innovation.

RAJ’s 100,000 square foot headquarters houses 400 employees spread across design, sales, administrative offices, its distribution center, and the country’s largest cut-and-sew swimwear factory. In 2013, RAJ built a state-of-the-art satellite factory in Santa Fe Springs, opting to add domestic production capacity. The company’s vertical set-up is uncommon in the swimwear industry, where many companies choose to outsource key functions. The new factory in Santa Fe Springs will employ up to 100 Californians and sew 500,000 suits annually as it ramps up. Currently about seventy percent of RAJ’s total production comes from its domestic facilities.

RAJ has become a trendsetter by investing in domestic production where many companies choose to outsource key functions including production and design development to third party vendors, frequently in Asia. RAJ also launched SwimSpot in 2009, now a successful multichannel direct-to-consumer retail channel with a first class website and west coast boutiques. SwimSpot focuses on providing women with an enjoyable shopping experience ensuring they buy perfect fitting swimwear curated by trained “Fit Specialists.”

Jason Nazar

“The LABJ is the definitive source for my Los Angeles Business news. I read it regularly to keep the pulse of the most important business ongoing in my community.”
Ilse Metcheck, the President of the California Fashion Association (CFA), created the organization in 1994, with assistance from the major financial and manufacturing participants of the region’s apparel industry. The CFA provides leaders of the Southern California’s manufacturing and textile community with the opportunity to share information about the business of conducting business in the current global economy.

The CFA was the outcome of Fashion Industry Round Table, hosted by then Mayor Richard Riordan. At that meeting, participants agreed that an industry organization was necessary to answer the questions of the media and other groups, to gather significant statistics, on-going data, and instigate cooperative efforts with city, state, and federal officials investigating the incident, on behalf of the apparel & textile industry at large.

Ilse Metcheck, then the General Manager of the California Mart, was designated to act as the temporary Executive Director of the newly formed CFA. Since then, the CFA has become a multi-pronged Association, dealing with all the significant issues affecting the apparel and textile industry of California.

Prior to the formation of the CFA, Metcheck was Executive Director of the California Market Center (then called the California Mart), and before that, she was President of White Stag Inc., a division of Warnaco Industries. As a manufacturer, Metcheck was Owner and President of Ilse M. Inc., which she purchased from the Anjac Corporation in 1984. Her career at Anjac began as the company’s designer in 1967; and seventeen years later, she owned the company.

Metcheck’s current professional affiliations include Board Membership of the Los Angeles Economic Development Corporation, Advisory Board to the UCLA Extension School, Advisory Council of the Fashion Institute of Design and Merchandising, member of Fashion Group International of Los Angeles, and President of Image Makers L.A. - a consulting group to apparel industry businesses.
ALL ACCESS APPAREL, INC.

Sewing founded All Access in 1997, Richard Claremont. His business consists of a group of companies that produce year over year sales increases and profitability while navigating the company through some of the most challenging economic conditions, and continuing to grow and diversify his customer base.

Though brands such as Self Esteem, Belle du jour, LA Kity, Neon Soul, and Tru Self, All Access has become a vital vendor to many major retailers, consistently providing on-trend styles in a rapidly changing market place. As a part honoree for the Fashion and Retail Group for the City of Hope, Claremont has assisted in raising more than $1 million for an organization vital in the fight against cancer and other fatal diseases.

AMERICAN RAG CIE (ARC)

Established by award world apparel Larry Russo, American Rag Cie (ARC) is 30 years old this year and has become a mainstay of California culture—with specialty stores located in Los Angeles and Newport Beach. The store has been recognized once as one of the most innovative and trendsetting retailers in the United States. American Rag’s buying team has traveled the world in pursuit of unique, on-trend merchandise to fill the American Rag stores.

American Rag is a lifestyle destination featuring fashion forward apparel, vintage, home wares, furnishings, and a café; it has the best Dern Bar in the world, called World Dern Bar, featuring over 100 brands of denim. Fashionistas from Europe and Asia arrive in Los Angeles in the morning—before their rooms are ready—directly from LAX to eat and shop at ARC, on Fashion Island before checking in at their hotels.

ART LEWIN FASHION

For over two decades, Art Lewin Bespoke Clothiers—a distinct national leader in premier custom clothing—has planned, coo-ordinated and maintained the wardrobe of California’s most prominent corporate leaders and some of Hollywood’s A-list movie stars. They are perfect for any occasion. As a second generation clothier, Art Lewin says that his clients tell him that Art Lewin’s company’s workmanship, knowledge, attention to detail and service make it really apparent why they have been able to establish such a loyal following, and he has been able to achieve a remarkably impressive 96% retention rate.

At Art Lewin Clothiers, fittings begin well before measurements are taken. The team analyzes the client’s posture and how he/she moves to determine the personalities selected bespoke suits will exude. The fit of the bespoke suit follows the way the client wears and experiences the suit along with body ergonomics and lifestyle.

ASHER FABRIC CONCEPTS

In partnership with America’s Fabric Concepts (AFC), led by its founder Ashley Shalom, revolutionized the apparel industry by offering cutting-edge fashion materials. “Made in L.A.” as a movement; AFC offers the better contemporary, swim, and active wear markets a limitless array of made in America textiles in the latest fabrications, colors and prints.

AFC differentiates itself from its competitor’s by providing the best quality yarns and printing, and by continually updating and innovating every aspect of textile design and production. AFC is vested in an integrated workflow that allows the company to provide fabric development, knitting, dying, finishing, fabric print design and printing services tailored to each customer’s needs. With an in-house design team, the company is constantly adding to its collection of prints, including exclusive vintage artwork and color stories are updated for 2014, engaging the latest trends, regulations and retail needs.

BEYOND YOGA

BevRoyc Yoga originated from Jodi Guber Sternberg’s commitment to supporting and inspiring women to live passionate, authentic lives, loving who they are inside and out. A yogi-inspired collection of workout and lifestyle clothes, Beyond Yoga is ideal for modern living, from carpool to class, and lounging to lunch. Beyond Yoga means comfort, support and style, and believes that confidence is not a size, but a state of mind. Designed for a real woman’s body and available in sizes XXS to XL, it fits a variety of body types, shapes and sizes, from petite to curvy. Each piece is made with a designed and tested to ensure optimal comfort and functionality.

Beyond Yoga empowers women of all shapes and sizes capabilities thoughtful design and a commitment to never body shop shopping to allow women to better relate to their models— and in turn, not to have such unrealistic expectations for themselves.

BIG GREEN APPAREL

In 2002, third generation manufacturer and founder of Nature USA, Mike Farid launched bgreengarment apparel, an organic, essential lifestyle brand. The collection is about styles that most people would actually wear in their lives. It is focused on a specific season and income and season. It is exclusively made with organic cotton and other eco fibers, right here in Los Angeles.

Farid believes sustainability is the future. He says, “The definition of sustain- ability is constantly evolving. It used to just mean organic cotton. Then it included the other processes; dying, finishing, printing, laundering, even trims and thread. Next, it included fair labor condi- tions. Now, if the consumer isn’t educated, we still haven’t made the full difference. We all live on this one planet. We all share the air, water and the land. The idea is that everyone has an ethical responsibility to do our part to keep our shared environ- ment healthy. We have all to make a deci- sion, how we behave and choose to spend our money makes a difference.”

BR4SS, INC.

BR4SS was launched as an underwear brand by Travis Sillinger in 2010 with $10,000 from family friends to experiment with new indepen- dents & no major connections to the industry. He has managed to leverage his company’s one competitive brand advantage; “coolness” – to attract a first class team, including the former President of Calvin Klein and a media executive. By focusing on an adventurous male who is merging, BR4SS future-proofed its business by signing a strategic media partnership with The Go Big Project, an award-winning presentation team and producer, Jason Reilly, to create content around the culture BR4SS supports and represents.

BRAVE CHICK, LLC

BucksChic co-founders Loiise Reese-Kinsey and Janet Williams are childhood friends that have always shared a love for creativ- ity, art and soul. Over the years they have witnessed personal relationships, negative impact that stereotypes and misgiv- eny have on women. They recognize that it requires courage for a woman to transcend stereotypes and pigeonhole. Inspired by the unique challenges of women of color, Brave Chick was born to encourage and support all women in declaring their true essence through strength, wellness and individuality.

The concept of Brave Chick, an uplift- ing, positive collective that empowers every woman to be her authentic self, was origi- nally inspired by the challenges that women of color face, but has since expanded to support women of all races and backgrounds. The Brave Chick logo line is a collection of cleverly designed activewear products that encourage meaningful conversations in their sisterhood to promote the Brave Chick movement through the power of “2 for more.”

COOPER DESIGN SPACE

Sara Holm, chief creative director and head of Cooper Design Space, is the son of the phil- anthropic couple Stanley and Anita Hirsh.

SOUTHERN CALIFORNIA APPAREL AWARDS 2014 FINALISTS

The apparel industry is such a dynamic sector of the region's business, and there were so many excellent entries for the inaugural Southern California Apparel Awards, we couldn't let some of these remarkable nominees slip by without recogni- tion. Below you will find a list of the following finalist organizations, listed below in alphabeti- cal order!

ACTIVE INNER ACTIONS, LLC

EL Sanders officially began his career in fashion at the ripe old age of three – as a model. Having now been a fashion executive for over 15 years in design, marketing, sales, and other areas of the fashion world – he has played a role in virtually every aspect of the industry. Perhaps his great- est work is via his company Active Inner Actions and its patented No Bounce Sports Performance Bra.

The product consists of specialized memory foam, which extends from the clavicle to top of the rib cage and underneath the sides of the underarms. It is specifically designed to conform to shape of the breasts and the supporting upper torso, thereby restricting the hazardous bouncing motion that the breasts normally endure during vigorous activity. It is a design specifically constructed to support and lift the breast in the position of the breasts within the bra. This revolutionary concept provides a securing carriage of bal- breasses.

ADDITION COMPANY

Los Angeles President and CEO, Vadcy Cor- natea, Addition Company is dedicated to the sourcing and manufacturing of US apparel, China sourcing and categories of apparel products. It is Cornatea and his company’s objective to define superior manufacturers of apparel and related mer- chandise in China, for both Private label customers and branded labels. For over 22 years, Cornatea’s extensive travels throughout China opened up the earliest opportunities and vast possibilities for stra- tegic alliances throughout the region.

The product categories developed in the past 22 years range from sleep wear, beach wear and travel, intimate apparel, sportswear for both men and women, Junior and Contemporary fashions, accessories and all screen printed products, such as T-Shirts. Addition Company staff remains involved in all aspects of the product brands, from fashion forecasting to the sample making and from the production to shipping to the final US destination.

AG, I NAC G ASTROLOGY CALIFORNIA

Astrawag/AG, Inc. is a domestic knit and woven apparel manufacturer that has struc- tured its operation to have all design and manufacturing produced in Los Angeles. The company’s mission is to provide its cus- tomers with trend right design, unsurpassed quality, reasonable pricing and dependable delivery all as a derivative of products and attributes from Southern California.

An innovative, independent fabricator of Astrology California, is a native of Southern California born and raised in Los Angeles. Their mission is providing support for a public apparel manufacturer as well as a consultant at Deloitte Consulting in Los Angeles. The company is able to bring the benefits Los Angeles offers to the apparel commu- nity and strategically created a niche for Accessory companies and all design and production to be made in Los Angeles, ultimately bringing to the customer lines filled with a Los Angeles standard of quality and lifestyle with the benefits of speed to mar- keting in manufacturing in the area.

ANGELO GHAILIAN, PRESIDENT

Angelo Ghailian, President of Astrologie. Astrologie focused on all designs from Southern California.

ART LEWIN FASHION

For over two decades, Art Lewin Bespoke Clothiers—a distinct national leader in Premier custom clothing—has planned, coor- dinated and maintained the wardrobes of California’s most prominent corporate leaders and some of Hollywood’s A-list movie stars. They are perfect for any occasion. As a second generation clothier, Art Lewin says that his clients tell him that Art Lewin’s company’s workmanship, knowledge, attention to detail and service make it really apparent why they have been able to establish such a loyal following, and he has been able to achieve a remarkably impressive 96% retention rate.

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He is also the owner of seven garment relat- ed buildings in downtown Los Angeles that have been in his family since the 1970s. A few of the organizations Cooper Design Space supports via Hirsch’s Board Membership roles, include JVS Vocational Center, CAST (Coalition to Abolish Slavery & Trafficking), United Jewish Welfare, Fashion District BID and California Fashion Association and Foundation. In fact, Hirsch is the driving force behind the California Fashion Foundation annual Christmas event for 200 underprivileged kids in the downtown area.

DONNA MIZANI
A rising star in women’s fashion design, Donna Mizani is renowned for her signature “cut-out” dress designs. A native New Yorker, now based in Los Angeles, Mizani’s design aesthetic is ultra-feminine and focuses on celebrating the female physique.

After graduating from the prestigious Fashion Institute of Design and Merchandising in downtown L.A., Mizani gained experience and knowledge working with other West Coast designers and procured her skills to execute her own vision. Donna Mizani debuted her first Ready-to-Wear collection in 2004 and has since been recognized as one of the most promising young talents in American fashion. Mizani’s philosophy is that “fashion is a form of personal expression and self-confidence.” Mizani’s clients now include a mix of high-profile celebrities and fashionistas, as well as fashion and beauty industry executives.

DREAMGIRL
Osa can't tell the story of Dreamgirl without first sharing the remarkable background of Christopher C. Schaff, an international executive with a solid track record of business success. With strong multilingual language and excellent communication skills, Schaff has experience leading and managing staff in a variety of settings and in diverse consumer products and service driven industries. For example, from 2001 to 2003, Schaff managed all distributors, wholesale sales, strategic planning, marketing and logistical operations for the international group of the BCBG Max Azria Brand with combined sales of approximately $250 million.

In May of 2003, Schaff purchased Luvini Enterprises, an international manufacturer of Dreamgirl brand lingerie, club wear and costumes and has completely dedicated his time to upgrading the group’s merchandising, product development, quality and domestic & international sales efforts. Currently, this international apparel group is on track to increase its sales & profits over ten fold within six years of the acquisition.

ENSY D
Founded by Dalton Gerlach when he was a college student working out of his dorm room, Ensyd is a custom apparel manufacturer specializing in delivering unique products and services to “Greek” lifestyle customers. Ensyd serves fraternities and sororities across the country, delivering clothes for each and every occasion including Rush, Recruitment, Bid Day, Sisterhood Event, Formal, Philanthropy, Parents Weekend, Panhellenic, Invite, and everything in between! Offering bulk buy and single buy ordering for groups or individuals, Ensyd is a comprehensive source for “everything Greek.” Ensyd offers blank apparel from partner vendors such as Bella, Canvas, American Apparel, Next Level Apparel, Alternative Apparel, Hanes, Gildan, Anvil, and others. Ensyd also offers high-end screen-printing, embroidery, sewing, stitching, tackle twill, and other embellishment out of its Los Angeles facility.

EVE OF CALIFORNIA
Eve of California is a “66 year young” privately held family business. Operating from its home office located in downtown Los Angeles, Eve occupies the space once run by the California Gas Company. Eve has transformed this workspace into an employee friendly, flexible environment creating the ability to be effective and creative at the same time.

Eve has become a leader in Youth Apparel, supplying various products such as, but not limited to, tee shirts, sweatshirts, dresses, fashion apparel, tops, bottoms, sweaters, skirts, sets, sleepwear and many other items. Supplying customers such as Macy’s, Dilard’s, Nordstrom’s, Wal-Mart, Target, Kmart, Sears, JCP, Kohl’s, Costco, The Children’s Place, Claire’s, Justice, Fred Meyer, Meijer’s, Stage Stores and many other retailers, Eve of California has one of the most diversified clientele bases in the industry. Eve has a core culture built around respect, value, honesty, integrity and professionalism. All these qualities have made Eve a comfortable choice for each of its partners.

FASHION BUSINESS INCORPORATED
Established in 1999, The Fashion Business, Inc. is a 501c(3) educational business resource and training center dedicated to the growth and economic viability of the apparel industry. FBI provides entrepreneurs, incumbent and displaced worker training that supports the advancement of domestic garment manufacturers, apparel industry workers and the overall Los Angeles economy. FBI’s free and low cost services promote new job creation, new creative businesses, success, profitable retention of workers and an increase in the overall capabilities of the domestic textile and apparel industry.

FBI is the only educational non-profit, industry specific business development organization within the US whose sole mission is to help apparel and textile manufacturers learn how to profitably operate their businesses. Within the city of Los Angeles, FBI plays a pivotal role in helping the city’s growing design population structure and monetize their talents in order to contribute to economic growth.

FASHION SCOUTS LA
In 2005, Liz Eckert Adams and Amy Schram Menefee joined forces and created Fashion Scouts LA, providing clients with trusted access to the latest merchandise from the LA fashion markets along with innovative trend forecasting. The duo share a love for fashion, trend direction, and helping retailers strengthen and build their businesses. They offer over 30 years of combined experience in retail and buying. Their goal is to help make their clients’ stores more efficient and profitable. Fashion Scouts LA’s mission is to give back to the LA fashion education sector. They continuously offer internships customized to the needs of specific students. Their unique industry niche is the perfect launching platform to ensure that fashion students studying in Los Angeles will stay in Los Angeles to support the apparel industry.

Continued on page 30

2015 Labor & Employment Supplement
As part of the January 19, 2015 issue, the Los Angeles Business Journal is getting ready to publish its annual Labor & Employment Supplement.

Jumpstart your 2015 thought-leadership and branding campaign in a big way by partnering with the Los Angeles Business Journal. The Supplement is aimed at informing and educating LABJ’s business readers about hot-button issues and trends impacting today’s workplace.

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Publishing Date: Monday, January 19

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FITLOGIC
Fashion product designer Cricket Lee of Fitlogic believes modern science can solve the problem of a challenging sizing system. As a globally patented new sizing system could soon be reshaping years of testing, trials and analysis, Fitlogic’s sizing system has been scientifically developed to be an operating system for apparel. Lee hopes to have many brands adopt and support a commercially viable fit standard for the fashion industry beginning with women’s clothing. In the mode of Intel inside or Lyrcra, Fitlogic is an inside brand available as a license to any manufacturer.

FROCK LOS ANGELES
FROCK Los Angeles by Victoria Tik is an eco-friendly women’s fashion design house founded in 2009. FROCK produces and manufactures all their work locally out of Los Angeles and is only FROCK in a fair trade label, they are also a green company through and through, every piece of the collection is at least 95% organic and or sustainable and FROCK recycles nearly all its materials used either by donating or reusing. FROCK is also supporting local charities such as The Princess Project and The Trevor Foundation. Most importantly, the collection is designed to give trending fashion and conscious women, a new way to shop. Gone are the burlap bag green tee shirts, in with haute sustainable fashion. FROCK is carried all over the world at boutique stores such as Patria Field’s in Manhattan and celebrity hot spot Madison in Los Angeles.

GROCERIES APPAREL
GROCERIES is redeeming transparency and human responsibility by supporting family farmers and valuing their labor. They only use, $10 - $17/ hour living wages and GMO-free, organic ingredients. The company empowers people through deeply rooted conditions and fair treatment across its entire supply chain, and by providing full transparency to its customers, empowering them to ensure it is able to follow through with its claims and it would rather close its doors than compromise its values.

Founded in 2010 on the Venice Beach Boardwalk, Groceries is the world’s only manufacturer that features 100% organic and recycled materials and is 100% made in the world. FROCK Los Angeles is redefining transparency and socially and environmentally aware of its impact on people and the planet.

HENRY HANGER
Tie: Henry Hanger Company has been a Garment Hanger Icon since 1929. The Company achieved its present family run and operated in New York, New Hampshire, Los Angeles and with an additional factory in Fortaleza, Brazil. The original Henry Hanger was born in 1919 and at 15 years old started selling hangers for the company and by age 17 was taking the Hangers to the world representing the brand. Today the executives are the grandchildren, Henry Spytz, brother and President, Nancy S. Bittman, Executive Vice President and Amit Mettali, Executive Vice President to showcase the latest “must-have” items.

KAREN KANE
Swing 2015 will mark Karen Kane’s 35th anniversary. The brand’s sportswear has long been a staple in US department stores such as Macy’s, Bloomingdale’s, Nordstrom, Dillard’s, and more. Under the guidance of licensing agency IMG, Karen and Lonnie Kane have set out to expand the brand into a true lifestyle collection. Spring 2015 will mark the launch of Karen Kane’s first-ever jewelry and hat collections. Additional licensed brand extensions will follow in subsequent seasons.

In addition to expanding the Karen Kane lifestyle to new product categories, Karen and Lonnie have also recently received attention for their efforts to support domestic manufacturing. Karen Kane, Inc. currently manufactures approximately 85-90% of its clothing in the United States, almost entirely in Southern California from fabrics that have been sourced from the United States, Japan, Turkey, China, Italy, France, and other countries. The brand’s casually luxurious style reflects the playful vibe of its designer’s home state, California.

KWIZZ MANUFACTURING
KWizZ is the latest brand to have leapt across the part of the world that hosts a clothing line project that houses both a clothing line and online magazine. Inspired by a California culture, the brand is considered a lifestyle project influenced by a variety of Californian culture. The brand’s factories are located in fabric to hip hop surfboarding to skateboarding. What started as a blog and a simple T-shirt by Michael Stars and has expanded beyond apparel, accessories and headgear to a print magazine, a footwear, wear collection and eyewear line. During the month. The collection is currently available in two labels, Knit Works and Knit Works Beaux. The companies have thrived in the shrinking marketplace during the downturn economic climate. In addition to the many women who have designed, they normally have been – largely because of their spontaneous uptake by celebrities and their friends.

Louiza Babouryan
Louiza Babouryan’s destination style was determined at a young age. The daughter of a seamstress mother and jeweler father, she spent her youth immersed in a culture of art and creative thinking. Growing up in Armenia and the United States, Babouryan’s creativity and passion for art and design and fashion rep and owner of Lonnie Er et Cie. The two co-founded the Michael Stars brand.

Michael Stars, Inc.
Taking a leap of faith, she packed up ideas, $10 - $17/ hour living wages and GMO-free, organic ingredients. The company empowers people through deeply rooted conditions and fair treatment across its entire supply chain, and by providing full transparency to its customers, empowering them to ensure it is able to follow through with its claims and it would rather close its doors than compromise its values.

MATTESI
MATTESI is redefining transparency and socially and environmentally aware of its impact on people and the planet. The company has grown to 200 employees. Its products retail throughout all 50 states and are sold at numerous retail and wholesale locations. The philosophy behind the Michael Stars brand as a leader of the Los Angeles community. Sewing is done in LA in a large workshop adjacent to MATTEI’s design studio. The constant interaction between design and production yields a fertile creative environment and uncom¬ pared quality standards. A critical component of this is that local collaborations keep the brand creatively nimble and allow it to continue to explore the LA vibrant textile scene. The Harvard and Stanford educated Lenoci credits his education as being a key element in the development of his passion for creative thinking and group collaborations, concepts that have become the basis for MATTEI’s business model.

Michael Stars, Inc.
While many people think of garment hangers as a nondescript tool used in their closets, Henry Hanger delivers a product that truly need for versatility and innovation in the category. Today, Henry Hanger remains a top-selling item and is the most famous designers on New York’s Fashion Avenue, celebrities, and chic boutiques across America. From elegant vel¬ et hocked and non-slip items to sumptu¬ ous satins, to the company’s own signature acrylic line, Henry Hanger is synonymous with style.

HUDSON JEANS
In 2002, Peter Kim founded Hudson Jeans in the pioneering years of “California Premium Denim.” Since then, Hudson has fueled the growth of the category worldwide through groundbreaking product, unyielding passion and positive energy. Rooted in the legacy of British Cool and liberated by the free spirit of Los Angeles, Hudson is a rebel with a cause—a brand that redefines the standard every time. Today, Hudson is a global leader in premium denim and the mission remains the same as day one: transcend product and inspire people around the world to live their passions, push life to its fullest, and challenge themselves to be their very best.

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MATTESI
MATTHEW Lenoci founded MATTEI in 1996 to create simple sheets from the most luxu¬ rious textiles in the world. Lenoci lived in Italy when he was younger and the Italians called him “Matthew.” His mother recom¬ mended the name MATTEI for the brand and the name stuck. Lenoci is steadfast on growing the com¬ pany and doing so by targeting the Los Angeles community. Sewing is done in LA in a large workshop adjacent to MATTEI’s design studio. The constant interaction between design and production yields a fertile creative environment and uncom¬ pared quality standards. A critical component of this is that local collaborations keep the brand creatively nimble and allow it to continue to explore the LA vibrant textile scene. The Harvard and Stanford educated Lenoci credits his education as being a key element in the development of his passion for creative thinking and group collaborations, concepts that have become the basis for MATTEI’s business model.
SOUTHERN CALIFORNIA APPAREL AWARDS 2014 FINALISTS

That dominated fashion for the next 10 years was the very first peep-toe slingback pump – a style that didn’t break the bank. Miss Jumpin came about because of Lewis’ love for one-piece outerwear, which included jumpsuits, jumpers, rompers, and playsuits. When women wear a Miss Jumpin design, they feel sexy, yet remain classy and with an air of confidence. Since Lewis has been designing, her line has hit the L.A. Fashion Week scene garnering rave reviews from women ranging from 20-something to 40-something.

MY SAINT MY HERO
The mission of My Saint My Hero is to bring elements of faith, hope and purpose into everyday life with “wearable blessings” that have a story and meaning behind each piece and invoke a prayer for power. My Saint My Hero’s jewelry line consists of blessing bracelets, necklaces, handmade heirloom rosaries and prayer tools to help create a place of prayer in ones heart, home and workplace. These are items that are fashionable and speak to a younger generation that wants to connect with their faith and have an outward visible sign of this faith.

The bracelets are made in the sacred town of Medjugorje in Bosnia and Herzegovina. Organization founders Amy D’Ambra and Christine Rich believe that their bracelets connect the wearer to the pilgrims that have traveled to that region, and the sacred site’s energy and essence. Each piece is filled with symbolism evoking and inspired by biblical prayer and references, as well as images significant for blessing and protection.

ONESTOP INTERNET
Established in 2004, Onestop provides a unique, full-service ecommerce offering to its clients on a completely outsourced basis. This full-service offering is provided to clients on a revenue share basis over a multi-year term. Thus, Onestop, as led by its CEO, John Tomich, guarantees an exceptional solution, as its own profit margins depend on it.

Onestop designs and implements digital commerce solutions for an impressive roster of apparel brands, including 7 For All Mankind, Paige Denim, Juicy Couture and Derek Lam. Onestop creates completely tailored solutions for each client, depending on that particular brand’s needs. It offers a suite of six core services, comprised of performance marketing, enterprise platform, creative development, digital imaging and video, warehousing and fulfillment and customer service. Since each solution is customized to meet each brand’s unique needs, clients have the option of employing any or all of Onestop’s services, to all six. Onestop carries out all of its operations out of a state-of-the-art warehouse in Los Angeles.

PALTER DELISO
Stuffed in a rich fashion history that Cemented the brand as a bona fide classic 87 years ago, recently relaunched Palter Deliso today celebrates its original DNA of dating design and lace details throughout every aspect of the brand. Originally established in New York in 1927 by Daniel Palter and Vincent DeLiso, the footwear and accessories brand was a pioneer in the American luxury market innovating new shapes and styles for many decades. Among its various innovations in footwear design, in 1937 Palter DeLiso invented the very first peep-toe slingback pump – a style that dominated fashion for the next 10 years and still reigns as a construction for modern-day footwear designers.

Relaunched in 2011 by new co-founders Lauren Brulach and Taz Saunders as a modern-day luxury brand and picking up as if it had never gone away, today’s Palter DeLiso celebrates the brand’s commitment to break-frame design and ultimate luxury, with the company’s original tagline and philosophy, “The Mark of Couturier Shoes,” still at its core.

PIN UP GIRL INC.
Designed by women for women and manufactured here in Southern California, the clothing lines from Pinup Girl Clothing, affectionately referred to as “PUG” by customers, have achieved a cult-like following thanks to the high-quality clothing, intimate connection to fans, and belief in a core ethos, “Couture for Every Body,” manifested in the production of clothing ranging from XS-4X with models of every ethnicity, shape, and size showcasing the designs. Beginning in 1997 in a garage in Altadena, Pinup Girl Clothing’s CEO and Head Designer Laura Bymes began sewing vintage-inspired designs with the desire to create well-made garments with modernized fits for herself and her friends. After recognizing that there was a lack of vintage reproduction apparel that was both high quality and available to women of all sizes, she and John Flores launched www.pinupgirldressing.com in 1999. This self-funded company grew into a successful corporation, Pin Up Girl Inc., that continues to manufacture garments in Downtown Los Angeles in line with their commitment to quality and positive business practices.

PORRIDGE
Arts graduating in Merchandising Marketing From FIDM, Laura Stang worked as a sales person at the highly respected boutique, Market in Brentwood. She loved to travel with her then boyfriend Jason Odell, visiting different countries and bringing back momentos from their trips. She started designing shirts applying flowers and shapes made from her vintage finds and soon the shirts were selling out in the store! Borrowing a small sum from her family and with Odell photographing her designs and putting together line sheets, Porridge was launched in 2013 by new co-founders Lauren Brulach and Taz Saunders as a modern-day luxury brand and picking up as if it had never gone away, today’s Palter DeLiso celebrates the brand’s commitment to break-frame design and ultimate luxury, with the company’s original tagline and philosophy, “The Mark of Couturier Shoes,” still at its core.

Continued on page 32
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