

CFA Member *Spotlight!*

November 22nd, 2013

The **California Fashion Association (CFA)** is a non-profit organization established to provide information for business expansion and growth to the apparel and textile industry of California. The mission of the CFA is to define the industry's economic impact, and to outline export opportunities as well as global sourcing options.

California is the "Gate to the Americas" and American style!

Upcoming Events:

December 6: Los Angeles Manufacturing Summit - Speakers: Ilse Metchek, CFA and Steve Lee, KAMA / California Metals Coalition

December 10: Webinar: Kelley Drye & Warren LLP - "First Sale Rule - Are you paying too much duty for your imports?"

December 11: CFF 66th Annual Christmas Party & Toy Drive for Downtown Children / Cooper Design Space

December 12: The Professionals Club Networking Event / The Palm Restaurant

December 12: Korean Apparel Manufacturers Association (KAMA) 25th Annual Meeting and Year-End Gala

December 17: CFA Advisory Board Meeting

January 5-7: Designers & Agents Tradeshow, New York

January 9: CFA Presentation to Union Bank and Fineman West & Co. - "California's Fashion Industry... a Snapshot of 'Hot Button' Issues"

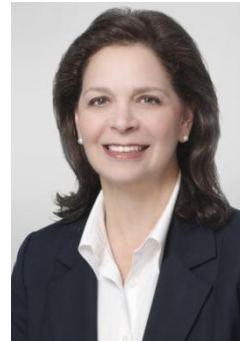
January 12-15: LA Fashion Market / California Market Center

January 12-14: Select Contemporary Tradeshow / California Market Center

January 12-14: Transit LA Shoe Tradeshow / California Market Center

January 12-15: LA Kids Market / California Market Center

January 13-15: Designers &



Laura Siegel Rabinowitz
Special Counsel



Visit their website [here](#)

Are you paying too much duty for your imports?

Kelley Drye & Warren LLP is holding a free webinar for CFA members on utilizing the "First Sale Rule". Each year, millions of dollars are paid in US Customs duties unnecessarily because importers fail to take advantage of the "First Sale Rule."

In most import transactions, importers pay US Customs duties on the FOB price charged by the vendors. Application of the First Sale Rule permits importers to legally pay duties on a lower value. The First Sale value is based on the purchase price between the vendor and the factory, rather than the higher price between the vendor and the importer.

Discussion topics will include:

- How to assess your company's duty savings potential
- Maximize first sale duty savings when working with vendors
- Creating a First Sale program with minimal impact to current structure
- Preparing documentation to meet US Customs rigid standards

Kelley Drye & Warren LLP is an international law firm founded in 1836 with approximately 350 lawyers and other professionals. Ms. Siegel Rabinowitz has extensive experience in handling international trade projects for a wide range of clients including importers, exporters, retailers, manufacturers, customs brokers, and freight forwarders.

Upcoming Event:

December 10th at 12:30pm: "First Sale Rule" Webinar

Manufacturers may reserve their webinar space now by [clicking here](#)

Contact: Laura Siegel Rabinowitz, lrabinowitz@kelleydrye.com

Agents Tradeshow, LA, New Mart

January 13-16: LA Fashion Market / Cooper Design Space, New Mart

January 13-16: Brand Assembly Tradeshow / Cooper Design Space

January 14-15: Premiere Vision, New York

January 21-22: Kingpins Show, New York / The Tunnel

January 21-27: Gift and Home Market/ California Market Center

January 29: WWD Digital Forum Los Angeles / Hammer Museum

February 17-19: Liberty Fairs - Sands Expo Venetian / Palazzo, Las Vegas

February 17-20: MAGIC Market Week (SOURCING at MAGIC, FN PLATFORM, WWD MAGIC, WSA@MAGIC)

February 18-20: MAGIC Market Week (MAGIC MEN'S, PROJECT, ENKVEGAS, THE TENTS @ PROJECT, PROJECT MVMNT, POOLTRADESHOW)

February 21-23: Designers & Agents Tradeshow, New York

March 9-12: ROTH 26th Annual Conference / Ritz Carlton, Laguna Nigel

April 4: 7th Annual Apparel Magazine Tech Conference West / FIDM

For more event information, please call the CFA office.



Mike Farid
President

Visit their website [here](#)

Since 1997, **NatureUSA** has been committed to manufacturing apparel, as a full package garment facility, *with a reduced impact on the environment*. They use eco-friendly fibers, less water, less energy and local manufacturing for an overall smaller carbon footprint.

NatureUSA believes that quality can only be produced by a happy workforce. Their production facilities are third party audited for compliance with FLA standards (Fair Labor Association).. **They are the only FLA member with its manufacturing facilities located in the United States.**

NatureUSA is a fully integrated vertical operation; their flexible manufacturing process creates a variety of production lines for individual projects. Services include developing yarn, fabric, first sample, duplicates, cut & sew, and full package manufacturing. Commitment to superior quality, on-time delivery and excellent customer service has enabled Nature USA to work for some of the best-known brands in the United States.

Contact: Mike Farid, mike1@natureusa.net



Polygon Solutions

View the NEW **Polygon Solutions** website [here](#)

An Innovative Inter-Organizational Process

Polygon Solutions provides front office business solutions for emerging brands... managing the non-creative processes of a growing business. During a young company's 'growth spurt', these vital parts of an organization become a drain of time and capital, and a significant distraction to the company's brand building endeavor.

Polygon's management team has over 50 years experience in the development and growth of companies from small to medium to large. Polygon's specialized computer system manages style catalogs, customer orders, production orders, EDI, inventory, and invoicing...and provides complete customer service and returns management. The client is provided with detailed reports of all business activities and has complete visibility of the business.

When **Polygon** manages these processes, the CEO is free to focus on growing the brand unencumbered by the day-to-day operations.

For more information, contact:

Ted Houston, President: ted@polygonsolutionsnow.com

Interested in being featured in an upcoming 'Member Spotlight'?

Please contact the CFA office:

phone: (213) 688-6288

email: info@calfashion.org