



CFA Member Spotlight

October 9th, 2012

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:

October 10: West Coast Apparel & Footwear Credit Association Meeting / CFA on panel

October 10: City of Hope Celebration Honoring Ben Malka of Halston

October 11: Fox Rothschild LLP Seminar "Dressing Up IP: Copyright, Trademark & Licensing Issues in the Fashion Industry / The Beverly Hills Bar Association

October 15-18: LA Fashion Market/ California Market Center, Cooper Design Space, New Mart

October 16: *Webinar:* What Every Textile/Apparel and Footwear Company Should Know about U.S. Export Laws and Regulations / Sandler, Travis & Rosenberg, P.A.

October 17: LAEDC Economic Forecast & Industry Update 2012

October 18: Southern California Leadership Council's Board of Directors Meeting / The California Club



David Perry
Owner

Visit their website [here](#)

The DSP Group, based in downtown Los Angeles, offers an experienced team, expert affiliations, and professional factories in the LA region, for packaged goods and private label manufacturing.

Members of **The DSP Group** team are specialists with decades of experience in garment design, development, manufacturing, production, marketing and branding. From pants to premium denim, T-shirts to button ups, custom knits to basic wovens, headwear to outerwear; they can bring the client's product to market. There is also a specifically dedicated team for the design, development and production of denim garments.

David Perry, owner, has been an outspoken advocate for "Made-in-USA" production for years and his organization is proud to offer these domestic manufacturing programs, all close at hand, enabling his staff and his clients to accurately manage production in-person, cost-effectively and responsibly.

In addition to the production partners, **The DSP Group** includes a team of consultants for marketing, sales, branding and positioning. Mr. Perry states, "We count some of the largest brands in the world among our valued clients".

Click [here](#) to view a recent interview with David Perry at SOURCING at MAGIC

Contact: David Perry at david@thedspgroup.com

October 22-24: LA International Textile Show/ California Market Center

October 23:CFA Seminar - LA International Textile Show: "Brand Expansion... A Growth Pattern for the Future"

October 23:Moss Adams Annual Apparel Meeting

October 23:Moss Adams Apparel Industry Networking Reception / JW Marriott at L.A. LIVE

October 25: Fashion Industries Guild Meeting / CMC

November 4: Los Angeles Museum of the Holocaust Annual Dinner and Celebration, Honoring CFA Member Steve Wasserman / Beverly Wilshire Hotel

November 15: 5th Annual 'Economic Crystal Ball' / City Club /Host Sponsor: Wells Fargo Capital Finance / Event Sponsor: Moss Adams Featured Speaker: Marshal Cohen, NPD Group

December 6:CFA Advisory Board Meeting

Dec. 6:The Professionals Club Networking Event / The Palms, Downtown LA



Monte Heinge
Chief Executive Officer

Visit their website [here](#)

Tru Fragrance designs, produces and distributes fragrance products for private label brands for over 70 product lines sold in national and international retailers including department stores, specialty retailers, mass merchandisers and independent boutiques with licensing agreements under the Tru label (formerly Romane Fragrances, LLC).

The company manages the entire product life-cycle from conception, to distribution (taking your fragrance to market), and marketing (driving consumer demand). This integrated approach to fragrance development is what sets them apart from other fragrance manufacturers in the industry, offering the 'made-in-USA' marketing opportunity for perfume.

Contact: Tom Tompkins at Tom.Tompkins@trufragrance.com

> **Upcoming Event:** Tru Fragrance's CEO and majority owner Monte Henige is participating on the CFA Panel and Seminar at the LA Textile Show:

"Brand Expansion...A Growth Pattern for the Future"

Tuesday, October 23rd/ California Market Center

Apparel Industry Consulting Services



Steven Goldman
President

Steven Goldman is president of **Apparel Industry Consulting Services** with more than 20 years managing and consulting for Manufacturing, Operations, I.T., Finance, Distribution and Licensing in the apparel, home furnishings, jewelry and light manufacturing arenas. He also serves as part time Chief Operating Officer for growing companies.

Steven is a continuing contributor to the *California Apparel News*; educator at the Junior Achievement Education Program for working professionals in Los Angeles City High Schools, and member of the Academic Advisory Committee to Fremont College.

A recent article by Steven on the topic of Financing Options was published in the *California Apparel News*. To view that article, click [here](#).

Contact: Steven Goldman at sbgoldman@earthlink.net

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

Please contact the CFA office:

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