



The California Fashion Association (CFA) is focused on building a knowledge base to identify and meet the needs of the various constituents of the industry.

March 9, 2022

In Case You Missed CFA Panels

SOURCING at MAGIC

February 14th:

SOURCING at MAGIC hosted two seminars. Ilse Metchek, CFA President, moderated panels on industry issues for “the business of the fashion” business” and “global trade”.

‘Creativity is Not Enough’

Topics Covered:

- Defining your Cost-of-Sales
- Creating a Financial Business Plan
- ‘Staying Power’ of a New Brand...What are Retailers Looking For?
- You Need a Lawyer!

Panel:

- **Michael Alic**, *President, Management One*
- **Scott Shaw**, *Partner, Merchant & Gould*
- **Matthew Moeck**, *Director of Business Development, Hilldun Corporation*

‘Global Trade Session’

Topics Covered:

- Importing solutions for Ecommerce
- Supply-side issues; import management
- Alternative international sourcing options

Panel:

- **Vincent Iacopella**, *EVP Growth & Strategy, Alba Wheels Up*
- **Sebastian Echavarria**, *West Coast Trade Representative, ProColombia*
- **Sherin Hosni**, *Executive Director, Apparel Export Council of Egypt*



Cons

- Potential for bad debts
- Extra overhead (more AR needed if in-house)
- Cash Flow Disruptions
- Higher Fees (4% to 6%)

LOS ANGELES INTERNATIONAL TEXTILES at the CALIFORNIA MARKET CENTER **‘Global Trade’**

February 24th:

LA Textile’s trade event presented a seminar featuring speakers Heather Litman (GDLSK), Chris Walia (Tukatech), Marquis Blanc (Krieger Worldwide).

Ilse Metchek, (CFA) moderated the panel focusing on issues impacting the industry; tariffs, containers, US Customs, and ‘nearshoring’ technology.



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California Fashion Association

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