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BUCHALTER'S

APPAREL & CONSUMER PRODUCTS INDUSTRY GROUP

HELPS CLIENTS FROM BIRTH TO BOOM

JEREMY WEITZ, JEFFREY KAPOR, TANYA VINER



Buchalter's Apparel Team from left: Joshua Mizrahi, Labor & Employment; Jeffrey Kapor, Co-Chair of the Apparel & Consumer Products Industry Group; Jeremy Weitz, Co-Chair of the Apparel & Consumer Products Industry Group; Matthew Seror, Litigation; Tanya Viner, Co-Chair of the Apparel & Consumer Products Industry Group; and Jessie Reider, Intellectual Property.

GUIDING APPAREL'S GIANTS

BUCHALTER'S APPAREL & CONSUMER PRODUCTS GROUP HELPS CLIENTS FROM BIRTH TO BOOM

BY DEBRA HAZEL

An apparel or textile manufacturer expects its legal counsel to understand the intricacies of emerging companies, mergers and acquisitions, intellectual property, trademarks, labor and employment, and more. Companies that retain Los Angeles-based Buchalter's Apparel & Consumer Products Industry Group find attorneys who not only understand the law, but their business as well.

Rare among national law firms, the group possesses an in-depth understanding of the day-to-day challenges faced by companies in the textile and apparel industry, including extensive knowledge of design, dyeing, finishing, knitting, textile engineering, garment manufacturing, importing, factoring and financing, licensing, wholesale distribution and retailing. "Buchalter offers creative and innovative services that go well beyond providing legal advice to becoming trusted advisors," said Jeffrey Kapor, a firm shareholder and co-chair of the Apparel & Consumer Products Industry Group.

Many companies face decisions about how to grow, from

expansion into retail or e-commerce, to bringing in investors. Buchalter's breadth of experience can help with these concerns, the share holders say. As Jeremy Weitz, shareholder and co-chair of the Apparel & Consumer Products Industry Group, explains, "it is crucial that our team is not only knowledgeable of the legal aspects, but of all components that are involved in the growth of an apparel brand."

One of Buchalter's greatest strengths is in mergers and acquisitions. Earlier this year, the apparel team represented Bluefly, one of the largest online retailers of designer brands, in its sale to a private international investor group. Among some of their other many transactions are ready-to-wear brand A.L.C.'s partnership with InterLuxe, a portfolio of Lee Equity Partners that also has partnered with Jason Wu; the sale of JBrand, a contemporary fashion brand that specializes in denim, to Fast Retailing; and the acquisition of Kellwood Company, a leading apparel manufacturer with over a 50-year history for a Hong Kong investor. On the sell side, Buchalter represented the shareholder on its sale of Bailey

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44, Charles David, Creative Recreation, Crew Knitwear, Huf Worldwide, and Trina Turk, among others.

"We are a good fit for companies preparing for sale because we have extensive expertise in the industry," said Weitz. Tanya Viner, shareholder and co-chair of the Consumer Products Industry Group added, "We do this day-in and day-out, and work very efficiently, offering them not just legal advice but trusted strategic advice as well."

Buchalter works with a wide variety of clients ranging from established apparel and fashion companies to startups just entering the booming Los Angeles apparel scene. Over the years, the group has found their services to be valuable to entrepreneurs. The apparel team guided Vince, a global luxury brand best known for utilizing luxury fabrics and innovative techniques, from its inception at a breakfast meeting through its sale (a premier transaction at the time) and eventual spinoff as a public company. They also represented Rampage Clothing

Company, a contemporary junior clothing brand, in its sale to Iconix.

Buchalter has five offices in California, including Los Angeles, Napa Valley, Orange County, Sacramento, San Francisco, and an office in Scottsdale, Arizona. California has become a genuine breeding ground for apparel and textile innovators. "There's a lot of talent in California that generates creativity and design. That is why there has been a lot of growth for apparel companies in California," explained Viner.

"To better serve our apparel clients' needs, especially when it comes to operating in California, we often recruit lawyers from other practices to address other specific concerns, such as labor laws or tax issues," added Kapor.

Servicing the apparel industry is nothing new for the 80-year-old firm, or for the attorneys who comprise the practice. The members of Buchalter's Apparel & Consumer Products Industry Group have developed significant connections to the apparel industry. And the continuing evolution of retail will continue to pose new challenges for the industry—and offer new opportunities for Buchalter.

For more information:
Buchalter
www.buchalter.com

Photography by Laurel Hungerford