



Fall 2018 Market

# flavors of fall

**Saturday, Sunday and Monday  
March 3, 4, and 5, 2018, 9a-6p  
Tuesday, March 6, 2018, 9a-4p  
FOR BALLROOMS ONLY**

The Pacific Northwest's regional buying show for women's, men's and children's apparel, footwear, lingerie and undergarments, handbags, accessories and gifts.

Embassy Suites by Hilton, Portland, Washington Square  
9000 SW Washington Square Road, Tigard, Oregon 97223

[www.NorthwestMarket.org](http://www.NorthwestMarket.org)

**Directory Updates and Show Specials**

## New Exhibitors

★ **Aida Yodites** ..... 922  
 800-771-6174 x700  
 C: 951-205-8414  
 F: 888-426-4056  
 aida@delicateseams.com  
**(3 day) Children's Apparel**  
**Delicate Seams**

## Line Changes

**Nan Bolton/Carolyn Cussac** ..... 501  
 Nan: 206-910-5498 / F: 206-284-6195  
 Carolyn: 206-335-5989  
 nkbolton@comcast.net  
**(3 day) Apparel / Lingerie / Accessories**  
**Mod o doc · Just Jill**  
**Hanky Panky · Fraas**  
**New! Tush and Bush**  
**New! Jessica Elliot Jewelry**

**Amy Busch** ..... 300  
 317-645-6080  
 amy.busch@icloud.com  
**(3 day) Men's & Women's Acc / Apparel**  
**Sockwell Merino Wool Socks**  
**Sockwell Compression Socks**  
**NEW! Life is Good - socks that spread optimism.**  
**NEW! Free Country - active socks for the outdoors.**

★ **Greg Hagerman** ..... 822  
 310-863-8831 / F: 310-872-5433  
 greg.hagerman@me.com  
**(2 day) Men's Women's Shoes**  
**Sperry**  
**Saucony**

**Kristy Lunde** ..... 507-508  
 206-783-4243 / C: 206-890-2003  
 F: 206-706-6253 / kalunde@comcast.net  
**(3 day) Women's Apparel / Lingerie / Acc**  
**Testimony · Haze · Elana Kattan**  
**Zen Knits · Laura Havac · Ally Rose**  
**DIMR's · NuBra**  
**NEW! Arianne**  
**NEW! Hip Bag Company**

**Jessica Ramirez** ..... 223  
 713-533-2522  
 jessica.ramirez@vidagroup.com  
**(3 day) Children's Shoes**  
**JambuKD**  
**Stride Rite**  
**NEW! BCBgirl**

**Staci Schubert** ..... 612  
 208-627-3033 / info@sxsleather.com  
**(3 day) Leather jewelry, men's & women's accessories, Gifts**  
**SXS Leather**



## Show Specials

- Hilary Anderson ..... CB19-20**
- Holly Yashi Jewelry - Free Freight and Show Orders over \$800 receive Net 60!
  - Silver Sparrow Jewelry (New Line!) - Opening order of \$300 receives a free pair of earrings!
  - La Vie Parisienne - Order 60 pr. of earrings and get a beautiful 3 tier display for Free! A \$45 value!!
  - Hobo Handbags - A \$4000 Spring or Summer order and receive a Free Handbag!
- Theresa Antretter ..... 511**
- Anita Care -10% discount on show order.
  - Anita Maternity -10% discount on show order.
  - Anita Comfort -10% discount on show order.
  - Anita Active -10% discount on show order.
  - Rosa Faia -10% discount on show order. Rosa Faia -10% discount on show order.
- Randee Arneson ..... 905**
- Me Too - Free shipping on 50 unit min/ \$750
  - Blueberry Hill - \$10 special hats
  - Melton - 5% off orders over \$500
  - Kyte Baby - Free shipping on orders over \$500
- Tracy Askew ..... DB18+DB13**
- April Cornell - Flat Rate shipping of \$9.99
- Deb Atiyeh ..... 308**
- Maruca Design - Orders over \$700 get pack coin purses.
  - Rain Jewelry - Orders over \$500 get free shipping.
- Kathy Barrett ..... 219**
- Leaders in Leather - Free shipping on orders over \$500. Free gift with purchase.
- Clifton Bates ..... 215**
- Ole Collection - Free gift with purchase. Free shipping over \$150.
- Laura Bedell ..... 208**
- Wallaroo Hats - 2 free hats for each show order.
  - Adajio Jewelry - Free freight or earrings. Sienna Sky - Free freight or earrings.
- Ed Boehl ..... 200**
- Osgoode Marley - 5% off on orders written at the show.
- Jeff Bos ..... 709**
- Born - Complimentary pair of Born Men's for an order submitted at the show.
- Amy Busch ..... 300**
- Sockwell Socks - Free freight on orders placed during the show.
- Chris Carpenter ..... 408-414**
- Eric Michael - Extended dating programs.
  - Bueno - Discount & dating prebook programs available.
  - Fiji - Discount & dating programs.
  - Dkcode - Discount & dating programs.
- Clint Cartledge ..... 816**
- Drew - See rep for pre-book specials.
- Ofelia Cisneros ..... 218**
- OC - Free shipping orders \$400+
- Bill Cohen ..... 426-427**
- Fly London - Up to 50% off promo shoes and boots.
  - Bos and Co - Up to 50% off promo shoes and boots.
  - Softinos - Up to 50% off promo shoes and boots.
- Gary DeBiasi ..... 403**
- Pikolinos - Free shipping with minimum order.
- Greg Devey ..... 728**
- Chinese Laundry / CL by Laundry - Up to 50% off promo shoes and boots
- Lara Dittoe ..... 517**
- Dex - Offering our 'Guaranteed Sales' Return Program.

## Show Specials

### Jay Dufresne ..... 800

- Oboz Footwear - New to Oboz Footwear? Come see what makes the brand unique and get a free pair to try out!

### Paul Dukich ..... 611

- Socksmith - Free shipping on \$300 order.

### Eric Edmonds ..... 812

- Trask - 48+ pairs = -5% / 72+ pairs = -10%

### Linda Errico ..... CB19-20

- Holly Yashi Jewelry - Free Freight and Show Orders over \$800 receive Net 60!
- Silver Sparrow Jewelry (New Line!) - Opening order of \$300 receives a free pair of earrings!
- La Vie Parisienne - Order 60 pr. of earrings and get a beautiful 3 tier display for Free! A \$45 value!!
- Hobo Handbags - A \$4000 Spring or Summer order and receive a Free Handbag!

### Brian Eskelson ..... 415

- Icebug Shoes - Free pair of insoles for orders written at the show.!

### Jason Fallon ..... 416

- Caterpillar Men's & Women's - At once incentives. Future programs with special terms.

### Amy Ferro ..... 814

- Livie & Luca - 2% off FW18 Orders.

### Jim Fink ..... 707

- Clarks - Incentives - Dating.

### Kristin Ford ..... CB40

- Back by popular demand, choose your favorite show special.

### Robert Friedman ..... 519

- Frank Lyman - Gift with purchase.

### Shannon Frischknecht ..... 201

- Buffalo Girls Salvage - Free Shipping for orders \$300+
- Shift Accessories - Free Shipping for orders \$200+
- Yo Soy Candle - Free Shipping for orders \$300+

### Kevin Gallagher ..... 224

- Snow Stoppers - 10% discount for first time buyers (including a guaranteed sale). 5% trade show discount for loyal customers.
- Splashy Rain Wear - 10% discount for first time buyers. 5% discount for loyal customers.

### Missy Gefkovicz ..... 504

- Coobie Seamless Bra - 12pc free with \$500 order.
- Angie - Free shipping on orders placed at the show.

### Christopher Glenn ..... 716

- Troentorp Clogs - Discount for orders written at show.
- Maguba - Free air shipping w/qualifying order.

### Jeana Goan ..... 301

- Jeana G. - 10% off first order.

### Jeff Gutmann ..... 606

- Corkys Footwear - \$1.00 off per pair.
- Boutique by Corkys - \$2.00 off
- Corkys Featherlites - \$2.00 off
- Corkys Kids - \$1.00 off
- Corkys Boots-Some Styles - \$5.00 off

### Greg Hagerman ..... 822

- Sperry -10%, 45 days for 8/25 and 9/25 deliveries

### Valerie Hambas ..... 307

- Commando - Free shipping for orders over \$500.

### Christine Harris ..... 404

- Softwalk Shoes - 7% - Net 75 days.
- Trotters - 7% - Net 75 days.
- Grey's Anatomy Professional Footwear - 7% - Net 75 days.

## Show Specials

- Kent Herzer** ..... 715  
 • Valdini - \$2 off/pair at show.
- Brittany Holboke** ..... 817  
 • Aetrex - See rep for exclusive show specials.
- Kelly Holliman** ..... CB33-35  
 • ShedRain Umbrellas - Free freight on orders over \$500.
- Liv Hong** ..... CL  
 • Et'Lois - Free shipping.
- Lori Hughes** ..... 609  
 • UGG Apparel & Accessories -10% and net 90 for prebook orders.
- Cheryl Hunter** ..... CB32  
 • Asian Eye - Free scarf for order over \$300.
- Susan Hurwitz** ..... 714  
 • Blackstone Shoes - 5% discount & free freight for 72 pairs or more on initial order written at the show.
- Dirk Irvin** ..... 719  
 • Merrell Work Footwear - Free freight 4% 60. Market special terms will be applied to orders that meet 4sku/48 pair minimum.
- Vijay Karnani** ..... 321  
 • Vejaiz - Spring & Summer fashions - Immediate Delivery
- Richard Kaufman** ..... 819  
 • Red Wing Shoes - 24-71 pairs Net 180 - free freight  
 • Worx Shoes - 24-71 pairs Net 180 - free freight  
 • Irish Setter Work - 24-71 pairs Net 180 - free freight  
 • Irish Setter Hunt - 24-71 pairs Net 180 - free freight
- Kim Kenson** ..... 900-901  
 • Robeez - Percentage discount.  
 • Stride Rite Hosiery - Percentage discount.  
 • Jojo Maman Bebe - Free shipping.  
 • Lilly & Sid - Free shipping.  
 • Turtledove London - Free shipping.
- Farida Kornbluth** ..... L1 + 228  
 • Catherine Lillywhite - No minimum.  
 • Center Court - Fixture program - free displays.
- Hersh Kothari** ..... 419  
 • Unity In Diversity - 5% write at show discount.  
 • Cloud Footwear - 5% write at show discount.  
 • Fantasy Sandals - 5% write at show discount.  
 • Ruby Shoo - 5% write at show discount.  
 • Loints of Holland - 5% write at show discount.
- Tura Kovara** ..... 619  
 • Modesce - One free scarf with orders left at the show.
- Betty Lewis** ..... 923  
 • iplay -10% off.  
 • Green Sprouts - 10% off.  
 • Halo Innovations - \$2.00 off on SleepSacks & SleepSack Swaddles.  
 • Product of the North - \$5 off each diaper/parenting bag.
- Tatiana Llamo** ..... 620  
 • Noblu - Newbie discount - \$50 discount on orders left at market.
- Leroy Lumiah** ..... 804  
 • Fidelio - 5% off Net 60 days.  
 • Vital - 5% off Net 60 days.  
 • IMAC - 5% off Net 60 days.  
 • Padders - 5% off Net 60 days.  
 • Cibatta - 5% off Net 60 days.
- Kristy Lunde** ..... 507-508  
 • Haze Apparel & Accessories - 10% discount & free shipping on orders of \$300.  
 • Ally Rose - Free camisole with 41pc order. Free shipping.

# Show Specials

- Kim Marks ..... 610**
- As You Like It Organic Massage Oil - Buy 5 of one scent and get the 6th free for your store tester. Save on shipping - leave with your order.
  - As You Like It Organic Body Butter - First order of 12 for any scent you get the 12th one free for your store tester. Save on shipping - leave with your order.
  - As You Like It Vegan Foot Cream - Buy 5 and get the 6th one free for your store tester. Save on shipping - leave with your order.
- Ann Maurice ..... 622**
- Ann Maurice - Free shipping for orders \$200 or more.
- Lesley McEntire ..... 327**
- Alashan Cashmere - 10% off all Fall sweaters placed at show.
- Mitch Melwani ..... 318**
- Silver Stream - Discounted items - market specials - Immediate shipping.
  - India Art Palace - Discounted items - market specials - Immediate shipping.
- Bill Miller ..... 400**
- Bearpaw - 10% discount - prebook Fall 18
- Stan Morris ..... 521**
- Lynn Ritchie - Select items at 25% off !
  - Ryan Michael - Select shirts from \$49
- Dianna Mullen ..... 618**
- Simply Life - 15% off and free shipping on all show orders over \$600.
- Richard Quiming ..... 720**
- Xelero - New accounts: 5% discount, 60 days, 20 pair minimum. Partnership program discounts.
- Jessica Ramirez ..... 223**
- JambuKD - New Accounts and Same Day orders will receive POP, Display Fixtures and a chance to win a new iPad for your store! See Jessica for more details.
  - Stride Rite - New Accounts and Same Day orders will receive POP, Display Fixtures and a chance to win a new iPad for your store! See Jessica for more details.
- Eliana Ramsay ..... 603**
- Jambu - 10% show discount.
  - JBU - 10% show discount.
  - J-Sport - 10% show discount.
- Ann Reinhart ..... 407**
- Sockwell - Early buy discount and dating.
- Lisa Richardt ..... 221**
- Boma: 5% off orders over \$500
  - Estrella: Free soap with order
- Jessica Russell ..... 212**
- Tumbleweed: Free shipping. 8 pairs of studs free for \$600+ order.
  - TASI: Free shipping.
  - Stowaway: Free shipping.
- Tera Sands ..... 201**
- Buffalo Girls Salvage: Free Shipping for orders \$300+
  - Shift Accessories: Free Shipping for orders \$200+
  - Yo Soy Candle: Free Shipping for orders \$300+
- Lynette Scheid ..... 822**
- Sperry: 10%, 45 days for 8/25 and 9/25 deliveries
- Bettina Schmitt ..... 602**
- Spring Footwear: Early Buy Program thru March 31, 2018 with tier discounts of 3%-5% on Fall & Winter 2018 60 Days, Net 61 / 60 days Net 91 / 90 Days, Net 91, plus 3-5% co-op. See Bettina for details.
- Jeff Seldin ..... DB4**
- Fits Socks: Pre-book discounts - free pair for qualified buyers.
- Ravi Shajwani ..... DB5**
- Shana Apparel: Free shipping over \$300 order.
- Cherry Shore ..... 718**
- Ara: 5% off show discount.
  - Salamander: 5% off show discount.
  - Jenny: 5% off show discount.

## Show Specials

- Deborah Signoretti ..... DB14**
- Eagle Ray Traders LLC: 50 % and 30 % off select styles in Assorted Batik Prints from 2017 and older...Come see me for details..Booth DB 14.
  - Benjamin International: FREE SHIPPING ON ORDERS PLACED AT THE SHOW OVER \$1,000.00
- Kealy Sims ..... 823**
- Ryka: 10% discount on initial order and all future Ryka orders.
- Shivi Singh ..... DB6-8**
- Papillon: Fall orders over \$600 - 1/2 shipping.
- Teresa Stephen ..... 925**
- Baby Deer by Trimfoot: Free shipping on orders place at show w/minimum purchase.
  - First Steps: Free shipping on orders place at show w/minimum purchase.
  - The Amber Monkey: 10% discount on orders placed at show.
- Meredith Strauss ..... 222**
- Meredith Strauss: Free shipping on first order placed at show. Free gift after viewing line with postcard.
- Paul Swenson ..... 802**
- Blundstone: Tiered quantity discounts that renew and continue through the season.
  - El Naturalista: Multi-level preseason discount programs that continue through the season with free freight and dating!
  - Dromedaris: Preseason booking program with multil levels.
  - Glerups: Multi-level preseason program.
  - Skola: Tiered quantity discounts that renew and continue through the season.
- Kendra Terlouw ..... 421**
- Anuschka: 6 pack of leather protector for orders left at the show.
- Fernando Todeschini ..... 205**
- Blue Pacific Scarves: \$75 of additional product free with purchase of \$500 or more.
- Michael Urban – Room 207**
- Chala Handbags: 1/2 freight on orders over \$600. Free freight on orders over \$1000
  - Troll Beads: Free shipping on orders over \$500. 35% discount on all silver foxtail chain bracelets 30 day terms on orders over \$1500, pending credit check
  - My Saint, My Hero Jewelry: \$30 off Triptych Display / \$15 off Carded Display
  - Helping Hand Partners: Free shipping on orders over \$500
- Robyn Vilhelmsen ..... 209**
- Origin: Free shipping with minimum order.
  - Tomas: Free display with minimum order.
- April von Backstrom ..... 317**
- Konplott: Free candle with any purchase \$350 or more. Free shipping with \$1000 or more confirmed order.
- Julie Waterman-Buser ..... 309**
- Hat Stuff: Free shipping with \$300 order.
  - Snoaty: Free display for \$300 order.
  - Sweet Romance: Free shipping - free ring display - free earring display.
- G. Craig Williams ..... DB1-3**
- Monkey Mango: Buy one for the price of two, get the second one free.
- Steve Wittstock ..... 616**
- Nicole: Free shipping on all orders written at this show.
  - Naked Feet: Free shipping on all orders written at this show.
- Lisa Xeros-VandenBos ..... 614**
- Montanaco: Free freight on orders placed AT show for 24 units or more.
- Aida Yodites ..... 922**
- Delicate Seams: Free shipping on all show-placed orders!



*aj*  
andrea jovine

**Come see what's new:**

**Introducing Andrea Jovine  
Fall 2018 Sweaters**

**PORTLAND, OR  
BOOTH 322  
MARCH 3-5**

**Nancy Huber  
425.785.1427  
nancy.closet.trends@gmail.com**

*style is how you live your life*