



Spring 2018 Market

Spring has sprung!

**Saturday, Sunday and Monday
September 9, 10 and 11, 2017, 9a-6p
Tuesday, September 12, 2017, 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

Directory Updates and Show Specials

FRANK LYMAN[®]

DESIGN

**Northwest Market Association
Spring 2018 Market**

September 9th-11th, 2017

**3 day show
Embassy Suites by Hilton
Portland Washington Square
Room #524
9000 SW Washington
Square Road
Tigard, Oregon 97223
503-644-4000**

**Robert Friedman
(213) 488-1114**

Introducing the Fidji SS'18 Collection
featuring classic European shoes
and new handbags.



Fidji

Fidji Shoes & Handbags
Made in Portugal

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Suite #427

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EUROMODAGROUP.COM

New Exhibitors

- Jennifer Asis** 821
 C: 925-381-9829
 jenniferasis@comcast.net
(2 day) Women's & Children's Shoes
 Emu Australia
- ★ **Elizabeth Chekouras** 803
 C: 707-228-3869
 liz@samuelhubbard.com
(2 day) Men's & Women's Shoes
 Samuel Hubbard
- Patrick Coyle** 418
 C: 425-891-8489
 rieker.nw@gmail.com
(3 day) Men's & Women's Shoes
 Rieker
- ★ **Eric Edmonds** 715
 P: 714-342-6674 / C: 714-342-6674
 F: 657-217-5033
 eedmonds@trask.com
(2 day) Women's Shoes / Accessories
 Trask
- ★ **Billie Fisher** 617
 P: 503-655-2258 / C: 541-490-8683
 F: 503-655-2207
 fishett1@msn.com
(3day) Women's App / Acc / Jewelry
 Spirit & Soul
- ★ **Jeana Goan** 809
 P: 415-420-5166
 jeana.goan@gmail.com
(2 day) MWC Shoes / Apparel / Lingerie / Swimwear
 Gola
 jeana G.
- ★ **Grant Hampton** 415
 P: 314-854-2765 / C: 360-921-0253
 ghampton@caleras.com
(3 day) Men's & Women's Shoes
 Dr. Scholl's Original Collection
- ★ **Ann Maurice** 619
 P: 707-874-3855
 annmaurice954@gmail.com
(3 day) Women's App/ Acc / Jewelry
 Ann Maurice

Felina
 JUST RELAX

Contact: Joan Perry
 Phone: 425-260-1600
 Email: jperrysales@comcast.net
 Show Room #510



New Exhibitors

★ **Aimee Mercer** 517
 P: 213-623-4573 / C: 201-306-9638
 F: 213-623-4574
 aimee.mercer@dgp.com
(3 day) Women's Apparel
Splendid

Michael O'Brien 819
 C: 619-892-1428
 michael@mkosales.com
(2 day) Men's & Women's Shoes
Sanosan
Sanita
Royal Canadian
Cambiarni

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

Sandy Ramirez 618
 P: 213-629-2822 / C: 626-672-9156
 sandy@wbcshowroom.com
(3 day) Women's Apparel / Accessories
Children's apparel
Anama · Bel Kazan · Brokedown
Knitwit · Love Token · Level 99
Analili · Atina Cristina

Bettina Schmitt 714
 C: 347-439-6534
 bettina.schmitt@geox.com
(2 day) MW Shoes / Apparel
Geox

★ **Ravi Shajwani** DB5
 P: 858-943-1334 / F: 858-746-4216
 info@shanaapparel.com
(4 day) Women's Apparel / Accessories
Shana Apparel

★ **J.J. Taylor** 427
 C: 602-321-2167
 jjtaylor1919@gmail.com
(3 day) Women's Shoes
Fidji

★ **Hillary Wernlund** 820
 C: 816-516-1330
 hillarywernlund@toms.com
(2 day) MWC Shoes / MW Accessories
Toms



Line Changes (deletions and additions)

Bill Cohen 426-427

C: 503-708-9962 F: 503-210-0858
 shoepdx@gmail.com
(3 day) Men's & Women's Shoes / Acc
 BioNatura, Bos and Co, Fly London,
 Softinos, **Fidji**

Lauren Fenner 326

P: 213-488-3371 / C: 714-329-1856
 F: 213-488-8062
 lauren@triddleshowroom.com
(3 day) Women's Apparel
 Apricot, California Moonrise, Kensie
 Macbeth Collection, Yumi
NEW! PRESS
NEW! Kersh

Peggy Finnegan 305

P: 707-778-1592 / F: 707-778-1873
 peggyjfinnegan@gmail.com
(3 day) Women's Apparel / Accessories
 Dunlap Weavers, IVKO
 Little Journeys, URU
Yasuko-Kurisaka Yasuo Kurisaka
New! Fat Hat
New! Komi

Linda French DB10-12

P: 530-244-7088 / C: 209-815-4989
 F: 530-244-7608
 lindafrench612@charter.net
(4 day) Women's Apparel
 Chalet, CMC, Color Me Cotton
 Effie's Heart, Inside Out
 Miss Lulo, Sleeve Wonders
NEW! Cielo BLU

★ **Kyleah Gist** 624

P: 213-624-9021 / C: 951-640-6705
 kyleah@barbarajamesshowroom.com
(3 day) Women's Apparel
 Adelyn Rae, Coin 1804
 Foxiedox, Fraiche by J
Rebecca Elliot

Beth Merriman 229

P: 206-300-8400 / F: 425-557-9708
 bethmerriman@msn.com
(3 day) Women's Acc / Handbags
 Lodis Acc / belts
Chinar scarves

Teri Shearer 519

P: 626-827-4660 / F: 626-209-4313
 terijshearer@msn.com
(3 day) Women's Apparel
 Marble, Mosaic
 Paz Torras
NEW! Artex

Jill Stevenson-Moreland CB4

P: 360-576-7820 / F: 360-576-0872
 jillsm@pacifier.com
(4 day) Men's & Women's Apparel / Acc
 Bleu Bayou Basics, High Seas,
 Mademoiselle Accessories
 Oh My Guaze, Status Accessories
 Trisha Tyler
Ethyl-L

★ **Lisa Xeros-VandenBos** 615

P: 541-403-0956
 lxeros65@gmail.com
(3 day) Women's Shoes / Apparel / Acc
 Cinch
 Montanaco
Johnny-Ringo

Cancellations

Ryan Hogan 803

P: 415-381-4800 / C: 206-375-4111
 ryan.hogan@samuelhubbard.com
(2 day) Men's & Women's Shoes
 Samuel Hubbard

Brett Peters 415

P: 510-579-9819
 bpeters@millennial-brands.com
(3 day) Women's & Children's Shoes
 Rocket Dog
 Rocket Dog Girls

BABY & KIDS



Gifts | Clothes | Accessories | Shoes

Kevin Gallagher SUITE ~ 222
978-919-8020 sales.veranda@gmail.com

Darlene Garcia SUITE ~ 223
310-871-2983 darlene2@vidagroup.com

Farida Kornbluth SUITE ~ 224
800-284-0226 femsls@sbcglobal.net

Leslie Nielsen SUITE ~ 225
206-601-0598 lesniel@comcast.net

Jo Ann Farese SUITE ~ 226
415-742-5422 j_farese@sbcglobal.net

Tanya Hawkins SUITE ~ 227
503-799-6221 monkeybizreps@gmail.com

Kim Kenson SUITE ~ 228
310-403-8191 kimkenson@yahoo.com

We're on the 2nd floor next to the Candy Bar

Show Specials

- Shar Aberi** 600
– Lily and Layla: 10% off orders of 12 and more.
- Bryan Acheson** 604
– New Balance Accessories: 15% discount.
- Tony Adams** 818
– Me Too: 10% off.
– Adam Tucker: 10% off.
- Talitha Allen** DB13
– Peacock Pearl Jewelry: 5% off purchase of \$200 or more; 10% off purchase of \$400 or more.
- Jennifer Asis** 821
– Emu Australia: Women's & Kid's 3% discount.
- Deb Atiyeh** 308
– Rain Jewelry: Orders over \$500 get free shipping.
– Maruca Design: Orders over \$700 get 2 free traveler bags.
- Brandy Audette** 601
– Baggallini: Free shipping on at once orders over \$1000.00
- David Baccus** 424
– Ziera: 5% early buy discount.
– Sergio Tomani: Offers will be made.
– Aquadiva: 32-99 pr=3% discount. 100 to-250 pr = 5% discount. 251+ = 8% discount. (6 pr per SKU minimum)
- Kathy Barrett** 218
– Leaders in Leather: Free shipping on orders over \$500. Free gift with all orders placed at the show.
- Clifton Bates** 215
– Ole: Evening handbags \$15
- Laura Bedell** 208
– Wallaroo Hat Company: 2 Free Hats
– Adajio Jewelry: Free earrings or free freight.
– Sienna Sky Jewelry: Free earrings or free freight.
– Lemon Tree Jewelry: Free earrings or free freight.
- Trevor Bellmore** 721
– Old Friend Footwear: Women's Swey Flipper Reg. \$49.50, Show \$25.00.
- Rick Bittner** 802
– Sacha London: \$2 pair discount Net 60.
– Baske-California: \$2 pair discount Net 60.
- Ed Boehl** 200
– Osgoode Marley: 5% on orders written at show.
- Adam Brown** 801
– Florsheim: \$2.50 off per pair for orders written at show.
– Florsheim Kids: \$2.50 off per pair for orders written at show.
– Nunn Bush: \$5.00 off per pair for orders written at show.
- Amy Busch** 300
– Sockwell: Discounts and Net 60 terms on qualifying pre-booked seasonal orders and free freight on all at once orders turned in at the show.
- Richard Cardall** 701
– Neil M USA: 10% discount for orders written at show.
- Bill Cohen** 426
– Fly London: 30%-50% off discontinued footwear.
– Bos and Co.: 30%-50% off discontinued footwear.
– Softinos: 30%-50% off discontinued footwear.
- Linda Conley** RR4-5
– Carreli Tops: Free shipping.
– NYDJ: 5% discount for show orders.
- Daphne Dang** 628
– Relished: Choice of scarf with purchase of \$500+!
- Carrie DelCurto** CB7-8
– Diana Acuesta: Free shipping on orders placed at show.
– Woolflower: Free shipping on orders \$500 and above.
– Ebza Dresses: Free shipping with orders placed at show.
- Paul Dukich** 611
– SocksMux: Free freight for \$400 order.
- Eric Edmonds** 715
– Trask: 48+ Pairs = Net 90 - %5 / 72+ Pairs = Net 90 - 10%
- Julie Elas** CB15-16
– All Hours/Style-rite: Guarantee pant sell thru - select colors only.
- Linda Errico** CB19-20
– Holly Yashi: Free freight.
– HOBO: Free handbag with qualifying order.
- Jason Fallon** 621
– CAT Ladies Lifestyle Footwear: Incentives for at once and Spring 18 as well as dating and Free Freight.
- Jim Fink** 707
– Clarks: Incentives - dating.
- Jenna Fisher** 322
– Elan: 10% off orders placed at show.
- Robert Friedman** 524
– Frank Lyman: Free shipping and gift with purchase.
- Kevin Gallagher** 222
Hot Deals over 20% off on the following items:
– PVC Rain Pants: \$5.40 each, normally \$7.00, suggested retail is \$14.99.
– PVC Rain 2 Piece Sets: \$8.90 each, normally \$11.50, suggested retail is \$23.99.
– Patented SnowStoppers Ski & Snowboard

Show Specials

Gloves: Kids & adults at \$8.40, normally \$10.55, suggested retail is \$22.95 #1 selling glove best deal at show.

– Jester Hats: \$3.75 each, regular wholesales is \$4.75, suggested retail is \$9.50

All HOT DEALS must be placed at show for immediate delivery and paid by credit card at time of shipment.

****Kevin also has Show Specials on all orders independent of the Hot Deals!!!! 10% off on first orders and 5% off for loyal customers Hot Deals and Show Specials are booked separately.****

Darlene Garcia 223

- Jambu KD: See rep for market specials.
- Stride Rite: See rep for market specials.
- Hanna Andersson: See rep for market specials.

Missy Gefkovicz 504

- Coobie Seamless Bras: 12pc free with \$500 order. Free shipping new accounts.

Stephanie Gissing 219

- Stephanie Gissing: All NEW buyers receive a chance to win one of their written orders for free.
- Emma Zookie: Free shipping for immediate orders.

Christopher Glenn 719

- Troentorp Clogs: 8% off orders written at show.
- Maguba: Free international shipping with 24+ pair order.

Teresa Goodall 612

- Teresa Goodall Jewelry: 50% off two statement signature necklaces with opening order. Free shipping on orders over \$500.

Jeff Gutmann 606

- Corkys Footwear: All shoes \$1.00 off.
- Corkys Boutique: \$2.00 off per pair.
- Corkys Boots: \$5.00 off on select styles.
- Corky Kids: \$1.00 off.

Valerie Hambas 307

- Commando: Free shipping for new accounts.

Christine Harris 403

- Softwalk: 7% - 75 days.
- Trotters: 7% - 75 days.
- Grey's Anatomy by Softwalk: 7% - 75 days.

Tanya Hawkins 227

- Meri Meri: 5% off \$250+
- MarshMueller: Free shipping over \$200
- Petunia Pickle Bottom: Free shipping on orders \$750+
- Saranoni: Free shipping over \$250

Mark Heiman 622

- Lur Apparel: Up to 50% off on selected styles and free gift with orders placed at show.

Hillary Hickmann 817

- Aetrex: 60 pairs= 3% discount / 120 pairs= 7% discount w/6 month financing available! / 240 pairs= 9% discount w/6 month financing available! / 360 pairs= 11% discount w/6 month financing available! / 600 pairs= 13% discount w/6 month financing available!

Brittany Holboke 817

- Aetrex-Lynco: Exclusive show specials. See Rep for details.

Kelly Holliman CB33-35

- Shedrain: 10% off all Rain Jackets.
- Hipsi Belts: Free Display with an \$500 order.

Lori Hughes 609

- UGG: Net 90 @ 10% discount for pre-book w/ minimum order.

Cheryl Hunter CB32

- Asian Eye: Free Fall scarf with orders over \$300.

Judy Johnson CB11

- Hatley Kids: Booking incentives, free shipping.

Vijay Karnani 321

- Vejaiz: Fall & Holiday Items available for shipping thru December. Perfect for Boutiques who do not wish to commit way ahead.

Kim Kenson 228

- Robeez: 10% off with qualifying orders.
- Turtledove London: Free shipping.
- Little Green Radicals: Free shipping.
- Stride Rite Hosiery: 15% discount.

Hersh Kothari 620

- Cloud Footwear: Cloud Footwear: 5% on show orders + net 60 days.

Kristi Lulay 513

- Anita International: 10% discount for orders written at show.

Leroy Lumiah 804

- Fidelio: 5% Net 60 days.
- Vital: 5% Net 60 days.
- IMAC: 5% Net 60 days.
- Padders: 5% Net 60 days.

Kristy Lunde 507-508

- Ally Rose Toppers: Free camisole with 41pc order.
- Arianne: Free shipping on \$1,000 orders placed at show.
- HaZe Apparel & Accessories: Free Shipping and 10% Discount on orders over \$300 left at show.

Kim Marks 610

- Organic Massage Oil: Buy 5 of one scent and get the 6th free for your store tester.
- Organic Bodybutter: First order of 12 for any scent you get the 12th one free for your store tester.
- Vegan Foot Cream: Buy 5 and get the 6th one free for your store tester.
- General offer: Free shipping for orders placed at show that are over \$200.00:

Rena Marnani 728

- Aerosoles: Margin builders.

Show Specials

- Ann Maurice** 619
 – Ann Maurice: Free shipping for orders placed at the show.
- Lesley McEntire** 327
 – Alasham Cashmere: 10% off spring styles if order is placed at market.
- Mitch Melwani** 318
 – Silver Stream: Immediate shipping and market specials.
 – India Art Palace: Immediate shipping and market specials.
- Aimee Mercer** 517
 – Splendid: All orders left at the show receive 5% discount and free shipping.
- Bill Miller** 400
 – Bearpaw: 10% discount orders taken at show.
- Stan Morris** 521
 – Lynn Ritchie: We will have select styles at 20% off for immediate delivery.
- Pat Muller** 311
 – Janska Outerwear: Free Coat of your choice with a \$1200 order (Faux Fur excluded)
- Michael K. O'Brien** 819
 – Sanosan: 36 pairs 5% discount
- Jessica Ramirez** 223
 – Stride Rite: Spring 2018 Futures Program - Orders received 8/7/17 - 9/10/17 for requested ship dates 1/25/18 - 5/25/18 receive 8% 45 days (Discount at Line Level)
- Eliana Ramsay** 603
 – Jambu: 10% discount at the show.
 – Naomi: \$69.50 \$54.50 60% GM (24-pair min.) / \$69.50 \$49.50 64% GM (36-pair min.)
- Ann Reinhart** 407
 – Sockwell: Discounts and net 60 terms on qualifying pre-booked Seasonal orders and free freight on all at once orders turned in at the show!
- Lisa Richardt** 221
 – Boma Jewelry: 5% off orders \$1000 and up or free shipping on orders \$500 and up.
 – Estrella Soap: Free samples with order.
- Jessica Russell** 212
 – Tumbleweed, Tasi, Stowaway: Free shipping for orders placed at show.
- Derry Ryan** 423
 – Relax Shoe: Extra dating & discount.
 – Crosstown: Extra dating & discount.
- Michael Schurr** 602
 – Azura, L'Artiste, Spring Step, Spring Step Professional, Patrizia, Flexus: Early buy program for Spring 2018 - See rep for details.
- Deborah Signoretti** DB14
 – Eagle Ray Traders LLC: Fun, hi-quality, Batik resortwear and everyday wear Missy & Plus sizes dresses, tops, jackets, skirts and pants: 30% off current styles from 2016 and earlier on specific fabrications you choose; 50% off current styles from 2016 and earlier on assorted fabrications; 50% off discontinued styles from years gone by.
 – Benjamin International: Jewelry, clothing, accessories, gifts and much more! Free shipping on orders over \$500.
- Shivi Singh** DB6-8
 – Papillon: 50% off shipping on Spring order over \$500 placed at show.
- David Snyder** 405
 – Earth: Spring 18 incentives, show specials.
 – Earthies: Spring 18 incentives, show specials.
 – Earth Origins: Show specials.
 – Kalso: Spring 18 incentives, show specials.
- Jennifer Stenson** L1
 – Kharmic Creations: Kharmic's choice of \$20 in free products on sales over \$150.00.
- Paul Swenson** 705
 – Blundstone: Quantity discounts with dating.
 – El Naturalista: Quantity discounts with dating and free freight.
 – Dromedaris: Quantity discounts with dating.
 – Glerups: Quantity discounts with dating.
 – Jerusalem: Quantity discounts with dating.
- Kendra Terlouw** 420
 – Anuschka: 6 pack of leather protector for each order left at the show.
- Fernando Todeschini** 205
 – Blue Pacific Scarves: \$75 of additional product with purchase of \$500 or more.
- April von Backstrom** 317
 – Konplott: Receive free scarf with \$1,000.00 order, free candle with any order.
- G. Craig Williams** DB1-3
 – Monkey Mango: Buy one for the price of two. Get the second one free.
- Lisa Xeros-VandenBos** 615
 – Montanaco: Free Freight for all Fall 17 orders written and turned in at show. Fall 16 Styles (samples on hand to view): 30% off orders under 24 units, 50% off orders over 24 units.

All show specials subject to change.

*Splendid**

Aimee Mercer
201.306.9638
Suite 517



 **aunts & uncles**
DESIGNER LEATHER GOODS



Sheryl Draper - Suite 327
Designer leather
goods & jewelry
415 519-4424
www.sheryldraper.com

