
Chuck Gilman

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Personal Data

- Born February 11, 1946 to Allan and Pearl Gilman in Philadelphia, PA.
- Declared a "mathematics genius" at the age of 3 by the University of Pennsylvania
- Graduated from Penn State University in 1968 with a B.S. in Business Administration.
- Married Linda Elaine Bulk in 1969 and had two sons: Jarod Samuel in 1972 and Michael Allan in 1975.
- Avid in-line skater and fitness buff.

Professional Experience

1983 - Present. Founder and Chief Executive Officer, Gilman Licensing Associates, LLC (formerly known as Apparel Connections International), Cherry Hill, NJ. Founded Apparel Connections International for the purpose of developing licensing programs for fashion designers and lifestyle brands. Changed name of company in 1995 to Gilman Licensing Associates, LLC to more accurately reflect the company's broadened expertise in licensing. During the mid to late 90's, changed focus to representing major manufacturers for the acquisition of powerful licenses.

1969 - 1983. Various positions at Al-Mae Company, Croydon, PA.

- **1969 - 1971. Management Trainee**

Learned all phases of the apparel manufacturing business. Created and implemented costing systems and supervised the construction and layout of a new manufacturing facility.

- **1971 - 1977. Administrative Vice President**

Spearheaded the conversion of the business from one that manufactured garments under contract and supplied them to branded manufacturers (who then resold them to retailers) to one that designed, marketed, manufactured and imported garments, and then sold them to prestigious retailers throughout the U.S. on its own. Also, personally identified and negotiated the acquisition of licenses (sometimes including existing businesses) from several prestigious "Seventh Avenue" designers, resulting in exponential growth from 1971 - 1977.

- **1977 - 1983. Chief Executive Officer**

Built and solidified designer businesses, further developed foreign import production resources and licensed Al-Mae's designer trademarks and designs to foreign companies, resulting in international expansion with little risk. Sold a division of the company as a going business and liquidated the balance of the assets of the company in 1983 due to changing domestic retailer practices and very risky supply conditions internationally.

Significant Licensing-Related Accomplishments

- Negotiated over 250 licensing agreements on behalf of both licensee and licensor/brand owner clients since the company's inception in 1984.
- **Accomplishments on Behalf of Licensors/Brand Owners:**
 - Made the introduction of a relatively unknown designer in 1984 named Tommy Hilfiger to Murjani International, a \$250 million apparel company at the time. This license resulted in Hilfiger's launch to fame.
 - Put Mary McFadden and a third-party manufacturer together with J.C. Penney during the "initial wave" of the designer/mass merchant deals in the mid-eighties for an exclusive, moderately-priced designer collection.
 - Built successful licensing programs for L.A. Gear, Inc., Aspen Licensing Corp., The Chippendales, The National Troopers Coalition, Cigarette Racing Team, and Just Say No International.
 - Successfully sold all rights to the Camp Beverly Hills, Eagle's Eye and Rose Marie Reid trademarks on behalf of their owners.
- **Accomplishments on Behalf of Licensees:**
 - **Childrenswear Deals**
 - Helped one of the top department store-oriented childrenswear companies to secure the license rights to the \$1 billion + Timberland brand for children's apparel and accessories. This company was looking for a department store brand that would not cannibalize its existing business. In short time, GLA discovered that Timberland was willing (and legally able) to replace its then current licensee with GLA's client. A few months later, GLA helped this client to acquire this lower to mid eight-figure business without any extraordinary upfront fee.
 - Helped a leading mid-tier childrenswear company to secure the license rights to the \$1 billion + Eddie Bauer brand for a wide range of children's apparel and some children's accessories. Although Eddie Bauer was hesitant at first to license their brand for a category so close to their core adult apparel, GLA was able to effectuate a deal that not only satisfied Eddie Bauer's concerns but also far exceeded expectations in its first year of business.
 - Helped a leading childrenswear company to secure the license rights to the \$1 billion + Skechers brand. This company was looking to quickly replace a license for another billion-dollar brand that had just expired and was concerned about losing precious floor space at its top accounts. GLA immediately discovered that the Skechers childrenswear license, already a low to mid 8-figure business with a competitor, was available and helped this client to secure the license with no time to spare. Around the same time, GLA also helped this client to secure the license rights to the Southpole brand (then a \$500 million brand) for childrenswear. At the time, Southpole was the most coveted streetwear brand in the mid-tier, with several other major childrenswear companies competing for the license.
 - When one of the largest mass market infant/newborn/layette childrenswear companies wanted a brand that could help them to; 1) expand their "mid-tier" presence, 2) address older children, and 3) expand into activewear, GLA helped them to secure the license rights to the Jockey brand, a business which satisfied all 3 criteria. GLA later brought them the New Balance childrenswear license as well.
 - **Eyewear Deals**
 - Helped one of the top 5 eyewear companies in the world to secure the worldwide license rights to the \$1 billion + Skechers brand for eyewear (both ophthalmic and sun). The Skechers brand more than satisfied this client's request for a brand that not only had size, cachet and worldwide recognition, but also one that crossed over different categories (from fashion to active to entertainment) and genders (from men to women to children). This deal brought in sales well into the 8-figure range – with distribution in several continents – in its first full year of shipping.
 - Helped another major global eyewear company to secure the worldwide license rights to the multi-billion-dollar Reebok brand for eyewear (both ophthalmic and sun) to fulfill its need for a well-known athletic brand. Some of these worldwide rights were held by another company at the time.
 - Over the course of a few years, GLA has helped strengthen the domestic brand portfolio of a worldwide eyewear company which up until recently was known mostly for its upscale European fashion brands. The first deal GLA brought in was for the eyewear license rights to the Nicole Miller brand, which was an existing 7-figure business at the time. The next deal was for the eyewear license rights to the very hot Sperry Top-Sider brand. GLA was next able to secure the Ann Taylor brand for both third party license rights and exclusive direct-channel selling rights (for the Ann Taylor stores and e-commerce). GLA not only helped this company to beat out some of the largest worldwide eyewear companies out there for this license but also created a new business model for exclusively servicing major retail chains and their e-commerce divisions. Most recently, GLA satisfied the client's needs for an upscale Italian men's brand by bringing in the world-renowned Canali license. GLA also recently helped them acquire the license rights to the Glamour Magazine and Champion brands as well.
 - **Footwear Deals**

Trademarks Licensed

The following is a partial list of trademarks with which Chuck has participated in licensing or distribution deals, either through representation of the licensor or the licensee.

DESIGNER	LIFESTYLE/FASHION	CELEBRITY	HARD GOODS	SPORTS	CAUSE-RELATED
Karl Lagerfeld	Timberland	Jessica Simpson	Sunbeam	Under Armour	Breast Cancer
Tommy Hilfiger	DKNY	Sofia Vergara	RCA	Reebok	Network of
Donna Karan	Canali	Selena Gomez	Stanley	New Balance	Strength
Canali	Skechers	Beyonce/Dereon	Sylvania	NASCAR	National
Nautica	Eddie Bauer	Donald Trump	Oster	Converse	Troopers
Ann Taylor	Lucky Brand	Jennifer Lopez	Hummer	Fila	Coalition
Elie Tahari	Nautica	Kathy Ireland	Jeep	Champion	Just Say No
Oscar de la	Steve Madden	Hilary Duff	Thermos	TapouT	Foundation
Renta	Hanes	Madonna	Igloo	Avia	Susan G. Komen
Nicole Miller	Jockey	Bon Jovi	Revlon	And 1	Foundation
Isaac Mizrahi	Champion	Janet Jackson		Ryka	
Betsey Johnson	BCBG	Paula Abdul		Everlast	
Joseph Abboud	Izod	Denise Austin		UFC	
Badgley Mischka	Revlon	Ford Models		Dunlop	
Alexander Julian	Lilly Pulitzer	Cristina Saralegui		Bally Total	
VinceCamuto	Lee			Fitness	
Kasper	Wrangler			Goodlife	
Mary McFadden	7 For All Mankind				
Etienne Aigner	Hurley				
Harve Benard	Lilly Pulitzer				
	Glamour Magazine				
	Elle Magazine				
	Sperry Top-Sider				
	Sean John				
	Rocawear				
	Southpole				
	Esprit				
	OshKosh B'Gosh				
	Rampage				
	Bisou Bisou				
	XOXO				
	MacBeth				
	Caribbean Joe				
	Bongo				
	Le Tigre				
	Angels				
	Akademiks				
	Necessary Objects				
	Weatherproof				
	Unionbay				
	Kangol				
	Coppertone				
	FUBU				
	Miss Trish				
	Low Rider				
	Palm Beach				

Trademark Evaluation/Expert Witness Services

- Scott Stewart v. Adidas A.G. and Adidas America, Inc., et al., 95 Civ. 4824 (U.S. District Court, Southern District New York) Retained during 1996 and 1997 as an expert consultant and potential expert trial witness on behalf of plaintiff, Scott Stewart, in a trademark infringement case.
- Retained as a consultant during 1996 and 1997 on behalf of Doral Hotels & Resorts, LLC to evaluate the Doral trademarks for the potential sale of the Doral trademark rights to KSL Recreation Corporation.
- Design Solange v. Lane Bryant, 94 Civ. 1299 (JFK) Provided expert witness services involving damage assessment in 1998 and 1999 in a trademark infringement case.
- Magnum Fashions, Inc., et al v. Steven Madden, Ltd., American Arbitration Association. Retained during 1999 and 2000 as an expert witness on behalf of plaintiff, Magnum Fashions, Inc., et al. in a legal fraud case concerning a license agreement.
- Gucci America Inc., V. Unique International Co., et al, 00 Civ. 7432 (U.S. District Court, Southern District New York) Served as an expert witness on behalf of defendant, Unique International Co., et al., in 2001 in a counterfeiting case.
- Retained as a consultant in June 2005 on behalf of BGW Marketing Company LLC to evaluate the Bellini trademarks for their potential sale by BGW Marketing Company LLC.
- Plaintiff vs. Wal-mart. Provided expert witness services for The Miller Firm, LLC from January 2007 – March 2007 in a counterfeiting case.
- Retained as a consultant in March 2008 on behalf of Tracie Martyn International, LLC to evaluate the Tracie Martyn trademarks for their potential sale by Tracie Martyn International, LLC
- IWORLD GLOBAL LLC, V. MACBETH COLLECTION BY MARGARET JOSEPHS LLC, American Arbitration Association. Retained during 2015 as an expert witness on behalf of Respondent, MacBeth Collection by Margaret Josephs LLC, to opine on the determination of damages in a license agreement termination case.

Professional References Available Upon Request