

BAKER AND RANNELLS, P.A.
ATTORNEYS AT LAW

STEPHEN L. BAKER
JOHN M. RANNELLS
BRIAN M. GAYNOR
NEIL B. FRIEDMAN
FRANK S. KALAMAJKA

626 N. THOMPSON STREET
RARITAN, NJ 08869
TELEPHONE (908) 722-5640
FACSIMILE (908) 725-7088
WWW.TMLAWWORLDWIDE.COM

NEW YORK OFFICE
1350 BROADWAY, 10TH FLOOR
NEW YORK, NY 10018
TELEPHONE (212) 481-7007
FACSIMILE (800) 688-8235

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EMAIL: N.FRIEDMAN@BR-TMLAW.COM

July 11, 2006

VIA FEDERAL EXPRESS

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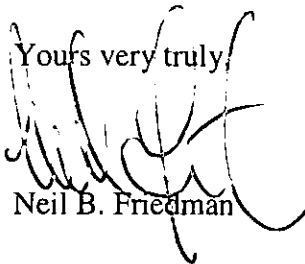
Re: Nautica Apparel, Inc. v. Brian Carlucci
Mark: NAUTIGIRL
Opposition No.: 91165909

Dear Sir/Madam:

We are writing to you on behalf of Opposer, Nautica Apparel, Inc.

Please find enclosed a CD Rom which contains Opposer's Notices of Reliance numbered One (1) through Twenty-One (21) and their corresponding materials.

Yours very truly,



Neil B. Friedman

NBF:ak
Enclosures (1)

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

-----X
NAUTICA APPAREL, INC.,

Opposer,

v.

BRIAN CARLUCCI,

Applicant.
-----X

Opposition No. 91165909

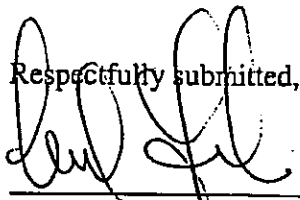
Mark: NAUTI GIRL

**OPPOSER'S EIGHTH NOTICE OF RELIANCE
PURSUANT TO 37 CFR §2.122(e)**

Please take notice that Opposer, Nautica Apparel, Inc., pursuant to 37 CFR §2.122(e) is hereby noticing its reliance on various excerpts from printed publications downloaded and printed from Nexis. The excerpts are comprised of representative examples of English language third party articles from the year 1993 that reference Opposer and/or Opposer's goods and/or services.

Each of the excerpts are relevant to the renown and fame of Opposer and its services and products, use by Opposer of the mark and name NAUTICA, the goods and services marketed and sold by Opposer, the channels of trade through which Opposer's goods and services are and have been, offered and sold, and the similarity of the parties' respective marks, goods and services, and the legal similarity in channels of trade.

The excerpts are identified in the attached summary by date, name of publication, page, and article headline. Copies of the excerpts are attached immediately following the summary.

Respectfully submitted,


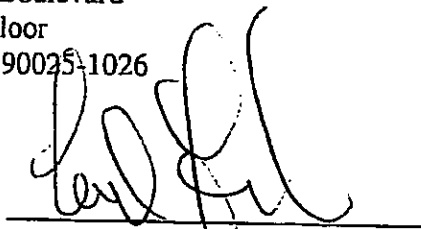
Dated: July 11, 2006

Stephen L. Baker
Neil B. Friedman
Attorneys for Opposer
Nautica Apparel, Inc.
626 North Thompson St.
Raritan, New Jersey 08869
(908) 722-5640
n.friedman@br-tmlaw.com

CERTIFICATE OF SERVICE

I hereby certify that a true and complete copy of the foregoing OPPOSER'S EIGHTH NOTICE OF RELIANCE in re Nautica Apparel, Inc. v. Brian Carlucci, Opposition No. 91165909 was forwarded by first class postage pre-paid mail this 11th day of July, 2006 to the attorney for the Applicant at the following address:

Lori Stockton Kozak, Esq.
BLAKELY, SOKOLOFF, TAYLOR & ZAFMAN
12400 Wilshire Boulevard
Seventh Floor
Los Angeles, CA 90025-1026


Neil B. Friedman

NAUTICA APPAREL, INC.

January – Jun 1993

Third Party Articles

Date	Publication	Page	Headline
1/1993	Children's Business	Vol. 8, No. 1; pg. 20	USA Classic goes public
1/8/1993	The Associated Press	Business News	Detroit Auto Show Opens Saturday with Gizmos and Concept Cars
1/11/1993	Automotive News	Pg. 6	Show Briefs
1/13/1993	Daily News Record	Vol. 23; No. 8; pg. 11	State-O-Maine profits jump 32% in the third quarter
1/27/1993	Daily News Record	Vol. 23; no. 17, pg. 3	Stores book, not look, at Dallas men's show
2/1993	Children's Business	Vol. 8, No. 2, pg. 38	Who's who in retail
2/5/1993	St. Petersburg Times	Sailing; pg. 4	'96 Olympic format gets a tryout
2/20/1993	Morning Journal	Sec. 1; pg. 1	Ford exec ties sales to economy
2/21/1993	The New York Times	Sect. 6; part 2, pg 42, col. 1	Keeping in shape
2/25/1993	St. Louis Dispatch	Style West; pg. 1	Easing into spring
3/5/1993	St. Petersburg Times	Sailing, p. 5	14 year old continues her exploits
3/5/1993	New Hampshire Business Review	Vol. 15, no. 3, sect. 1, pg. 1	Can yet another giant mall make it?
3/10/1993	The Dallas Morning News	Fashion!Dallas; Gentlemen's Guide; pg. 5E	Active wear switches its gears
3/21/1993	The Atlanta Journal and Constitution	Style; Sect. L, pg. 1	Men's newfound freedom
4/4/1993	Newsday	Car show '93; pg. 3	Auto show revving up at Javits
4/4/1993	Buffalo News	Magazine; pg. 4	The latest look is long, light and layered.
4/8/1993	USA Today	Money; pg. 8B	Ford lets Mustang roar after 15 years.
4/12/1993	Automotive News	Auto show; pg. 8	GM's Smith dodges darts in New York
4/13/1993	Daily News Record	Vol. 23; No. 69; pg. 12	A licensing vehicle
4/22/1993	St. Louis Post Dispatch	Style West; pg. 1	Getting along swimmingly
4/23/1993	Orange County Register	Image; Pg. Q02	Fashion Flashes
4/26/1993	Brandweek	Licensing; pg. 4	Timex on Upscale Watch
4/30/1993	Los Angeles Times	View; Part E; pg. 1, col. 2	Fitting the bill, traditional on the job
5/7/1993	Los Angeles Times	View; part E; pg. 2; col. 1	Price savvy
5/7/1993	Business Wire	Business Editors	USA Classic reports revenues and earnings
5/14/1993	USA Today	Life; pg. 4D	USA Today's swimsuit makeover
5/17/1993	Footwear News	Vol. 49; no. 20, pg. 21	Genesco pares 1 st qtr. loss

NAUTICA APPAREL, INC.

January – Jun 1993

Third Party Articles

Date	Publication	Page	Headline
5/17/1993	Brandweek	Global Marketing; pg. 20	Japan's Home-shopping hit
5/18/1993	Daily News Record	Vol. 23; no. 94; pg. 3	Structure seeking bigger piece of collection sportswear pie.
5/27/1993	Newsday	At Home; pg. 93	Sales and Service
6/1993	Lane Report	Vol. 9; No. 6; Sec. 1, pg. 50	We listen to our customers
6/4/1993	Orange County Register	Image; pg. Q02	Fashion Flashes
6/4/1993	Buffalo News	Lifestyles; pg. 6	Think flannel for fall
6/8/1993	The Associated press	Sports News	(no title)
6/9/1993	The New York Times	Sect. B; pg. 13, col. 1	Yachting
6/9/1993	Buffalo News	Lifestyles; p. 7	In designers closets
6/10/1993	USA Today	Sports; pg. 2C	Group moves youth championships
6/10/1993	St. Petersburg Times	Sports; Sailing; pg. 7C	Race moved after denial of application
6/13/1993	Sun-Sentinel	Lifestyle; pg. 3E	Mainstream man from toned down grunge to the anglophile plunge..
6/13/1993	Chicago sun times	Sect. 2; features p. 44	Suits dad to a tee
6/14/1993	Newsday	Business; pg. 35	New positions
6/17/1993	USA Today	Sports; pg. 1C	All star field
6/17/1993	The Toronto Star	Fashion; pg. FA1	Knees, please
6/17/1993	Orange County Register	Look; pg. H03	Stripes Ahoy
6/21/1993	The Business Journal	Vol. 10; No. 17; Sect. 1; pg. 4	Pendleton looking to Far East sites to produce men's shirts
6/23/1993	Daily News Record	Vol. 23; No. 119; pg. 10	Henry's to close doors on last Wichita store
6/24/1993	USA Today	Sports; pg. 10C	Blind skipper plots Atlantic crossing
6/25/1993	Daily News Record	Vol. 23; no. 121p pg. 8	Why middle America waltzes to Tennessee
6/29/1993	Daily News Record	Vol 23; no. 123; pg. 3	Swimwear fails to make a big splash for '93

Jul - Dec 1993

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
7/8/1993	The Houston Chronicle	Pg. 14	Recreation Notebook
7/10/1993	The Los Angeles Times	Part C, Pg. 9, col. 1	Sailing/Rich Roberts
7/12/1993	USA Today	Pg. 11 C	Optimistic Raiders get jump on NFL brethren
7/12/1993	Business Week	Pg. 141	At Timex, They're positively glowing
7/13/1993	Herald Sun	Not specified	Australian coasts to easy Nautica Cup win
7/15/1993	Daily News Record	Vol.23, No.134, pg.8	State-O-Maine changes name to Nautica Enterprises
7/18/1993	Newsday	Pg. 20	Sailing
7/19/1993	Forbes	Pg. 88	Milan proposes, Des Moines disposes
7/21/1993	Chicago Sun Times	Sect. 2, Pg. 34	The Crinkles are cool when it's made of linen
7/29/1993	St. Petersburg Times	Sailing; pg. 5	Out of town races pull sailors onto high seas.
8/1/1993	St. Louis Post Dispatch	Style Plus; Pg. 1	Taking comfort in the classics
8/5/1993	Pittsburg Post Gazette	Entertainment Pg. C4	Family life
8/8/1993	The New York Times	Sect.6,p.43,col.1	Fashion: Who's been sitting in my chair
8/9/1993	Footwear News	Vol.49, No.32, pg.23	Genesco's growth path strewn with brands.
8/9/1993	Crain's New York Business	Pg. 28	Profiles
8/11/1993	The Dallas Morning News	Pg. 2 E	Power Party
8/13/1993	Buffalo News	Pg. 1	Vendors add spice to city life
8/22/1993	Daily Oklahoma	Pg. 7	Flannel everywhere for men
8/30/1993	Memphis Business Journal	Vol.15, No.16, Sect.1, Pg. 3	Midtown store will specialize in casual styles
9/1993	Children's Business	Vol.8, No.9, pg. 14	Two classic labels downsize
9/5/1993	Pittsburg Post Gazette	Pg. G 2	Watch: it's always time for fashion
9/24/1993	Women's Wear Daily	Vol.166, No.59, pg.4	Evelyn Lauder launches breast cancer research promotion campaign
9/27/1993	Forbes	Features, pg. 168	A day in Donegal
9/30/1993	Daily News Record	Vol.23, No.187, pg.3	Nautica to more than triple number of in-store shops
10/5/1993	The New York Times	Sect.D, pg.6, Col.1	Nautica Enterprises Inc. reports earnings for Qtr
10/6/1993	The Atlanta Journal and Constitution	Sect. B., pg. 6	Getaway in Chattanooga
10/10/1993	Sun Sentinel	Pg. 3 E	Watch it
10/12/1993	Columbus Dispatch	Pg. 1 B	Service at the heart of new mens wear shop

Jul - Dec 1993

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
10/19/1993	The Vancouver Sun	Pg. C 3	Guy Saddy; Special to the sun
10/25/1993	USA Today	Pg. 4 B	Top small companies 10/25/1993
10/25/1993	The Atlanta Journal and Constitution	Sect. B, Pg. 5	Wrists 2 Watch
11/8/1993	Forbes	Pg. 230	Picking America's best small companies
11/14/1993	St. Louis Dispatch	Pg. 4	Here's what you'll find at the outlet mall
11/18/1993	Herald Sun	Not specified	Ranking those water warriors
12/1/1993	Daily News Record	Vol.23, No.227, pg.4	Nautica signs small leather goods licensee
12/3/1993	Daily News Record	Vol.23, No.229; pg.8A	Break open a sailpack
12/5/1993	The Commercial Appeal	Image; Pg. F 1	Rugged Wear
12/6/1993	Crain's Chicago Business	Storefront; pg. 20	Run of the mills: the trouble with Gurnee
12/9/1993	USA Today	Life; Pg. 14 D	Squeezing hip looks out of kids clothes
12/12/1993	The New York Times	Sect.8, pg.9, col.1	Yacht racing
12/13/1993	Brandweek	Pg. 4	Linking a clothes line to golf
12/14/1993	Daily News Record	Vol.23, No.236, pg. 12	Nautica earnings soar 56 percent in period
12/17/1993	PR Newswire	Financial News	Nautica Enterprises, Inc. offers 1.9 million shares of common stock
12/20/1993	Footwear News	Vol.49, No.51, Pg. 12	Natural instincts
12/22/1993	Daily News Record	Vol.23, No.242, pg.2	Sportswear collection going global for growth
12/24/1993	The Washington Times	Pg. E 11	Special to the Washington Times
12/28/1993	Hartford Courant	Pg. A 5	Watches keep up with fashions of times
12/28/1993	Daily News Record	Vol.23, no.245, pg.8	Final Christmas sales results mixed for men's wear stores
12/29/1993	Daily News Record	Vol.23, No.246, pg.11	State-O-Maine moving New York offices

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]
Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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USA Classic goes public; On the Money Children's Business January, 1993

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Children's Business

January, 1993

SECTION: Vol. 8 ; No. 1 ; Pg. 20; ISSN: 0884-2280

LENGTH: 498 words

HEADLINE: USA Classic goes public; On the Money

BYLINE: MacIntosh, Jeane

BODY:

The new issues market is booming again, and USA Classic, Inc.--maker of kids' apparel under the **Nautica**, B.U.M. Equipment and Everlast brands--has jumped into the game.

The company hit the market in November, with an initial public offering of 2.7 million shares at \$ 13 each. The deal, which came out above the originally estimated price range of \$ 10 to \$ 12 a share, brought the company \$ 35.1 million before expenses, with proceeds slated to go toward debt reduction.

USA Classic holds the license to make Everlast brand boys' wear and **Nautica** and B.U.M. Equipment brand activewear, outerwear and sportswear for boys and girls. In addition, the company has recently acquired the license to make girls' activewear and sportswear under the Danskin Sport label.

New categories for 1993 include girls' and boys' denim products under the B.U.M. license, and activewear for toddlers and young boys under the Everlast brand. Both categories will be introduced for the fall season.

USA Classic turned a profit of \$ 1 million, or 40 cents a share, in fiscal 1992, on sales of \$ 55 million.

USA Classic also makes apparel for adults under several of its licenses and through private labels.

Everlast, **Nautica** and B.U.M. are the company's three biggest brands, accounting for about 74 percent of total business.

Separately, USA Classic announced it has named Mitchell Shinkman to the post of president. Shinkman joined the company's sales staff in 1983 and was promoted to vice president of sales, in 1990.

In his new position, Shinkman will be responsible for management and growth of USA Classic's eight branded divisions. He reports to Milton Adams, chairman and chief executive officer.

Other promotions include Eddie Miller to group director of B.U.M. Equipment Kids and Phillippe Monet men's outerwear; he previously was a division manager for B.U.M. Peter Tannenbaum was named national sales manager of Phillippe Monet; he was formerly regional sales manager of that unit.

Elsewhere in manufacturing, The Gitano Group, Inc., reported a profit of \$ 1.5 million on an operating basis for the third quarter, but after restructuring charges and interest costs the apparel maker had a net loss of

\$ 8.9 million.

Gitano's operating profit for the quarter ended September 30 compares with a year-ago operating income of \$ 10.1 million. The net loss for the period ended September 30 is after \$ 775,000 in operational restructuring costs; \$ 3.3 million in debt restructuring costs; and \$ 6.5 million in interest. Gitano had a net profit of \$ 3.8 million, or 24 cents a share, in the year-ago third quarter.

Interest costs were nearly 31 percent higher this quarter than last. Sales for the quarter grew seven percent, to \$ 236.1 million.

For the nine months, Gitano lost \$ 97.8 million, after several special items, against year-ago earnings of \$ 4.2 million, or 26 cents a share. Sales for the nine months rose 14.9 percent, to \$ 680.3 million.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 2321 Men's and boys' shirts ; 2331 Women's & misses' blouses & shirts

IAC-NUMBER: IAC 13464741

IAC-CLASS: Trade & Industry

LOAD-DATE: August 22, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Date/Time: Friday, March 24, 2006 - 5:02 PM EST



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Detroit Auto Show Opens Saturday With Gizmos and Concept Cars The Associated Press January 8, 1993, Friday, AM cycle

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January 8, 1993, Friday, AM cycle

SECTION: Business News

LENGTH: 551 words

HEADLINE: Detroit Auto Show Opens Saturday With Gizmos and Concept Cars

BYLINE: By JULIA PRODIS, Associated Press Writer

DATELINE: DETROIT

BODY:

It rocks, it rolls, It spews fog, it flashes neon lights. It's ... a Ford Ranger?

"It's just a plain stock '93 Ford Ranger and they did a lot of things to it," model Michelle Moore said at the North American International Auto Show opening Saturday.

The misty-blue Ford "Jukebox," modeled after a California-style low rider, has a chopped-off-top, wraparound windshield and hydraulic flatbed that dances to music pounding from a 2400-watt amplifier and eight speakers imbedded in the back.

"It's not a utility vehicle," the model deadpans.

The Jukebox is one of numerous "concept cars" displayed by automakers this week and next to show the possible look of things to come. Whether they ever will hit the streets is always uncertain.

But there's little doubt the vehicles and the interior of the cavernous Cobo Center in downtown Detroit inspire awe.

Inside, spectators are greeted by a race track appearing to float in space, platforms spinning cars in colors never seen before, and leggy models seeming to melt into curvaceous cars.

"I'm getting dizzy," one model said after another platform revolution.

Wander over to the Chrysler Corp. exhibit and see its vision for the future, the Thunderbolt - a daunting gray sports car harkening to Chrysler's 1941 concept car that set the trend for a full fender look. The hardtop coupe has a back-seat sunroof, 270-horsepower engine and a combination entertainment center

and satellite navigation system that helps drivers avoid traffic, potholes and other hazards.

Chevrolet has dubbed its concept car the "Impala SS," a name borrowed from an earlier era for its sporty version of the Caprice with a Corvette engine, a new grille and spoiler.

"People want to know if we actually plan to produce and sell it," Chevy General Manager Jim Perkins said. "That wasn't the idea. All we were trying to do was tweak the interest of the automotive after market, but based on the reaction we're getting, I guess we ought to at least consider its potential."

Porsche unveiled to reporters this week its sexy futuristic car, with styling elements taken from its popular speedster and roadster sports cars. The Porsche "Boxter" has a long front and a short rear overhang, a middle engine and a leg bolster that doubles as a hand brake lever.

Jaunt over to the Lincoln-Mercury display, and find a concept minivan that combines the 1993 Villager body with interior fashioned by **Nautica** sportswear company. The front lights reflect like chrome when viewed with the lights off, but function as traditional headlights when in use.

And while the minivan is geared for function, a nearby \$ 239,000 red Lamborghini Diablo is geared for display.

"It's kind of hard to drive up to a 7-Eleven to get a newspaper in a Lamborghini," said Joseph Hannan Jr, Lamborghini's president and chief operating officer. "It's a pleasure car you take out on Sunday afternoon."

At the ASC Inc. exhibit, a blue-green Nissan 300ZX appears with a metal hardtop that retracts into the trunk at the touch of a button. Another ASC design, a roomy Freightliner cab with bunk beds and television, is also on display.


"I think it's a great thing," ASC Chairman and CEO Heinz Prechter said getting out of the Nissan. "But I always think the greatest thing hasn't been invented yet."

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) ⓘ

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SHOW BRIEFS Automotive News January 11, 1993

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Automotive News

January 11, 1993

SECTION: Pg. 6

LENGTH: 1014 words

HEADLINE: SHOW BRIEFS

BODY:

CAPRICE SPAWNS IMPALA

Chevrolet showed those attending its press conference the 300-horsepower Impala SS, a concept based on the production Caprice LTZ. The Impala carries the LT1 Corvette engine, a four-speed automatic transmission and 17-inch wheels. It was lowered two inches, and has body-colored grille, a rear spoiler and a revised rear-quarter window design. The car, however, is not being displayed at the Chevrolet exhibit.

HIGH-LINE VILLAGER EYED

Lincoln-Mercury Division may add a more upscale model to its Mercury Villager minivan line, similar to what Ford Division has done with the Eddie Bauer edition of the Explorer.

L-M, in collaboration with New York sportswear retailer **Nautica** International Inc., has designed a **Nautica** Villager concept vehicle that could be on the market within a year, said L-M General Manager Lee Miskowski. **Nautica** features an open-panel grille; high-mounted side mirrors that incorporate turn-signal lights; and plush leather interior.

TO EASE THE WAIT

Although the redesigned 1993 Jetta and Golf models have yet to roll into showrooms, Volkswagen United States is looking to the future by showing off its Jetta III GLX V-6, which is due to go on sale next fall as a 1994.

Standard equipment includes anti-lock brakes and dual airbags. All 1994 VWs will have dual airbags.

LEXUS GS 300 DUE MARCH 1

Lexus' new GS300 will help the division top 100,000 sales in 1993, said General Manager J. Davis Illingworth.

Lexus is counting on the new mid-luxury sedan, which goes on sale March 1, for about 25,000 sales annually. It will fill a price void created since the LS400 flagship has climbed from \$ 35,000 in 1989 to \$ 46,000 today.

The GS300 has the same 220-horsepower, 24-valve 3.0-liter straight six that is used in the SC300 coupe. Prices have not been announced but will likely be in the upper \$ 30,000 range.

ISUZU, HONDA DISAGREE

Top officials at American Isuzu Motors Inc. suggest there will be a Honda vehicle in their future, but counterparts at American Honda Motor Co. Inc. say there won't.

John Reilly, American Isuzu chairman, said the details of the marriage between Isuzu and Honda are still being determined and could mean that U.S. Isuzu dealers will get a Honda vehicle -- "maybe a car."

But Koichi Amemiya, president of American Honda, said the agreement does not include a Honda product for U.S. Isuzu dealers.

Honda will provide a version of its Domani subcompact to Isuzu in Japan, and Isuzu will sell its U.S.-built Rodeo sport-utility to Honda in the United States. Reilly also suggested that Honda might even share its planned minivan with Isuzu here.

"I don't think so," Amemiya responded to that idea. "We've not discussed those plans with Isuzu."

CAMARO STARTS AT \$ 13,999

Prices for the redesigned Chevrolet Camaro have been set at \$ 13,999 for V-6-equipped based car and \$ 16,799 for the V-8-equipped Z28 model.

ENTRY-LEVEL PORSCHE

Porsche AG unveiled its Boxster concept car, and early vision of the "entry-level" Porsche, which will be introduced as a 1995 model.

Wendelin Wiedeking, spokesman of the Porsche AG board of management, said Porsche will introduce a new car for 1995-96 priced below the 968, which is currently \$ 39,950. He hinted it will be based on the Boxster concept car.

AURORA NOT BADGED OLDS

The all-new G-platform Aurora sedan, scheduled to arrive for the 1994 model year, will not carry Oldsmobile badging on the exterior of the car, said General Manager John Rock.

The only Oldsmobile identification attached to the car will be on the radio, he said. The car with an Oldsmobile badge scored 25 to 32 percent worse than the unbadged car in consumer clinics conducted by the division,. The car will say *Aurora* on the back. The front will have an Aurora badge -- a fancy script "A" inside an oblong circle.

SUBARU'S IMPREZA PLANS

Subaru is depending on its first new subcompact car in eight years to boost sales almost 30 percent for the coming year, said Chuck Worrell, Subaru executive vice president.

The 1993 Impreza sedan and sport wagon will be in dealerships in mid-February, with a two-door model on the way in spring 1994, Worrell said. Subaru wants to sell 50,000 Imprezas in 1993. An aggressive Imprezas ad campaign will begin during the Super Bowl.

HONDA RACES AGAIN IN '94

American Honda Motor Co. will enter PPG Indy Car World Series Racing next year through a new subsidiary in Valencia, Calif.

Honda Performance Development Inc. will build a 2.7-liter V-8 to power the Indy cars.

Earlier this year, Honda Motor Co. Ltd. dropped out of Formula One racing, citing high costs.

CADILLAC FOR CLINTON

Cadillac General Manager John Grettenberger announced that Cadillac will deliver three Fleetwood Brougham presidential limousines in 1993.

One of the specially built vehicles has already been delivered.

The cars feature a special chassis and powertrain designed and built by Cadillac in cooperation with General Motors' advanced engineering staff and Powertrain Division. Cadillac's design studio developed the vehicles' interior and exterior design. Body structure and special armoring systems were also designed by Cadillac engineering.

ASC GOES FISHIN'

ASC Inc. of Southgate, Mich., hoping for additional automaker business, displayed several concepts:

- * A Saturn convertible with a folding top that retracts into the rear-seat area, converting the car into a two seater without robbing trunk space.
- * A Nissan 300ZX with a folding hard top. A spokesman said the system is nearly ready for production.
- * A two-door Cadillac Seville.

HYUNDAI HCD-II BOWS

Hyundai Motor America unveiled its flashy HCD-II prototype sports coupe, saying its 504 dealers can expect a production vehicle priced below \$ 15,000 in the 1997 model year.

The front-wheel-drive HCD-II is powered by a 2.0-liter narrow-angle double-overhead-camshaft 16-valve four-cylinder engine. It has a lightweight aluminum alloy block that features ceramic impregnated cylinder bores.

GRAPHIC: Photo 1, What's Caprice need? More power? JIM FRENAK; Photo 2, Dressy Villager **Nautica** eyed. JOE WILSENS/AUTOMOTIVE NEWS; Photo 3, GS300 aims for younger buyers; Photo 4, Porsche Boxster could pack a four- or six-banger.; Photo 5, Chevrolet unveiled its Highlander concept truck, which is based on the next-generation 1994 S10 extended cab pickup. The concept has an extra sliding door on the driver side for better access to the extended cab.; Photo 6, Dodge showed its restyled 1994 full-sized van, which will be available this spring. It has an aero design from the A-pillar forward.; Photo 7, ASC hopes to woo Saturn management with this ragtop.; Photo 8, Hyundai's Design Studio in California created the three-seat HCD-II.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [!]

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State-O-Maine profits jump 32% in the third quarter; Brief Article Daily News Record January 13, 1993

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Daily News Record

January 13, 1993

SECTION: Vol. 23 ; No. 8 ; Pg. 11; ISSN: 0162-2161

LENGTH: 150 words

HEADLINE: State-O-Maine profits jump 32% in the third quarter; Brief Article

BODY:

NEW YORK (FNS) -- State-O-Maine, Inc., reported that increased sales of **Nautica** products helped boost profits 32.1 percent for the third quarter and 35 percent for the nine months ended Nov.30.

Earnings for the quarter jumped to \$ 4.2 million, or 55 cents a share, from \$ 3.2 million, or 43 cents, a year ago. Year-ago earnings per share have been adjusted to reflect a stock split. Sales grew 14.7 percent, to \$ 56.1 million from \$ 48.9 million.

For the nine month, profits came to \$ 7.3 million, or 95 cents, from \$ 5.4 million, or 72 cents. Sales were ahead 22.4 percent, to \$ 113.8 million from \$ 92.9 million.

In addition to Nautic sportswear, outerwear, activewer and furnishings, State-O-Maine makes men's bathrobes and jogging suits under the Christian Dior label through its Van Baalen divisio.

The company's Bayou Sport division produces activewear and Sportswear.

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2320 Men's and Boys' Furnishings ; 2339 Women's and misses' outerwear, not elsewhere classified

IAC-NUMBER: IAC 13324907

IAC-CLASS: Trade & Industry

LOAD-DATE: August 22, 1995

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BOCA SHOP ALL IN ONE KIDS STOP Sun-Sentinel (Fort Lauderdale, FL) January 25, 1993, Monday,

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Sun-Sentinel (Fort Lauderdale, FL)

January 25, 1993, Monday, SPORTS FINAL EDITION

SECTION: WEEKLY BUSINESS, Pg. 3

LENGTH: 1044 words

HEADLINE: BOCA SHOP ALL IN ONE KIDS STOP

BYLINE: ROBERTA SANDLER,; Special to the Sun-Sentinel

BODY:

Pam Sacks' 2-year-old daughter Ashley needed a haircut. She also needed a pair of sneakers and underwear.

For the haircut and shoe and clothing purchases, most mothers would drive to three destinations. But Sacks, who lives in Boca Raton, made one stop -- The Children's Collection.

The Children's Collection on Powerline Road at Palms Plaza in Boca Raton is an upscale specialty retailer of brand name children's apparel, accessories and shoes for infants through preteens.

The 10,000-square-foot store, one of five, is trying to distinguish itself for its concept of one-stop shopping.

Never mind the expected racks and rows of accessories and clothes. The store also features a shoe department, a layette department, a gift wrap center, a baby registry, a children's hair salon and a play area with kid-size chairs, a Lego table, toys, and continuous showings of Disney videos.

"Ashley likes to run all over when I take her into a store," Sacks said. "At the Children's Collection, the videos keep her busy, and I can actually feel relaxed when I shop there. I also like the salespeople there."

The Boca Raton store, which opened in late July 1992, is the fifth in a private chain that was founded in 1981 in Houston by a woman named Gay Roan, who was tired of the inconvenience of running all over town to provide her three children, ages 7-12, with shoes, haircuts and wardrobe.

What Roan was seeing were 1,000-square-foot, mom-and-pop units that could not provide an assortment. She envisioned a store where every component of children's clothing would become part of one-stop shopping.

Roan had no retail background, but she had a good idea and the capital to support it. She bought space that had formerly been used as a shoe store, and gradually bought up available space surrounding it until the original 4,000 square feet had mushroomed into 10,000 square feet.

Roan hired the buyer for children's clothing at Foleys, a Houston department store. She hired Sherrie Rino, a former children's buyer for Joske's. As merchandise manager, Rino developed a departmental system for The Children's Collection.

She tracked sales by department, did the merchandise planning by department and set up the store similar

to a department store. The store represents upscale vendors like IYA, Polo, **Nautica**, J.G. Hook, Adrienne Vittadini, MEXX and Cole Haan.

In 1986, the 9,500-square-foot Dallas branch opened in the affluent Highland Park area, followed by a third store in Tulsa, across from Saks, whose children's department competed with The Children's Collection.

It is the only one of the stores that deviated from the prototype because, at 6,500 square feet, it lacked space for a hair salon. The stores generate 4 percent of their revenue from the hair salons, with the stylists averaging six to 15 haircuts a day. The Tulsa store will eventually expand. The Scottsdale store opened in March of 1992.

Roan remains on the board of directors of The Children's Collection, but she no longer is involved in the daily operations of the company. That is the task of Michael Lindblad, formerly with the May Company, and who, for the past two years, has been chairman and chief executive of The Children's Collection.

"Dallas is coming back from a slump and is growing rapidly," he said. "It's presently the site of our fastest growing store, but I hope Boca Raton will be our biggest store."

"Right now, we're running in the range of \$ 250, \$ 400 a foot, which is highly productive in terms of retail space. We're projecting that in 1993 the company will do \$ 12 million net in the five stores."

Lindblad looked at Miami as a market for The Children's Collection. In evaluating an appropriate site in Florida, he studied a set of demographics including household income, number of children, and number of children in school in Tampa, West Palm, Fort Lauderdale and Boca Raton.

"We found that one of the biggest retail sales bases, not only in Florida but in the country, is right between Miami and West Palm," he said.

"Boca Raton was the best suited of any of the markets. I was amazed at the number of children within a five-mile radius of the Boca Raton store."

As a retailer with roots in the south, The Children's Collection aims for southern markets in its expansion because the company knows what it needs in each store. In northern markets, it would need a greater seasonal assortment.

The company looks for expansion sites in upscale centers that provide easy customer access. It won't build near power discounters such as an Office Depot or a PharMor.

"I could see another two stores in Florida, but we really want to be exclusive in the markets we're in," Lindblad said. "We're looking at Atlanta. We're seriously looking at Washington, D.C., close to Tyson's Corner. Our current plans call for us to open two stores a year for the next five years."

Several customers return to The Children's Collection because they build a rapport with the sales staff, said Julia Beren-Sosnick, a former Neiman Marcus manager, and now manager of The Children's Collection's Boca Raton store. "We want to be known for our employee-customer relationship," she said.

The store is best known for its large, but pricey inventory, an inventory that can literally dress from head to toe, any newborn to preteen, or a boy up to size 20, whether it's a \$ 200 party dress, a \$ 25 tie, or a size 0 to size 3 pair of \$ 25 white cowboy boots.

Lindblad admits that his biggest problem is getting the consumer into the store. "Even though we advertise, the consumer sees us as just a small retailer until he comes through the door."

On a noon weekday, the Boca Raton store was nearly empty. One resident said the store is too expensive for her. Another mother said the store's hours -- from 10 a.m. to 6 p.m. Monday through Saturday and noon to 5 p.m. Sunday -- are difficult for working parents.

Still, Lindblad is optimistic. "I see us as the FAO Schwarz of children's stores," Lindblad said. "Our store is for kids whose parents want them to dress the way the parents do. In each major metropolitan market, there's a pocket of consumers who are looking for this type of apparel."

GRAPHIC: PHOTOS (2), Jordan Bargas, 3, of Boca Raton gets a trim from Deb Gallagher.; Ilene Katzman attends to Whitney Bohner, 14 months, and her mother, Jan Bohner. (Staff photos/JIM VIRGA)

LOAD-DATE: May 30, 1996

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#)

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*Stores book, not look at Dallas men's show; Men's, Boys' and Western Apparel Market Daily News Record
January 27, 1993*

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Copyright 1993 Capital Cities Media Inc.
Daily News Record

January 27, 1993

SECTION: Vol. 23 ; No. 17 ; Pg. 3; ISSN: 0162-2161

LENGTH: 787 words

HEADLINE: Stores book, not look at Dallas men's show; Men's, Boys' and Western Apparel Market

BYLINE: Vargo, Julie

BODY:

DALLAS -- Blame or credit the economy. Or a bustling holiday business. Whatever the reason, retailers attending the Men's, Boys' and Western Apparel Market in Dallas came not to look but to book.

The show ended its four-day run Tuesday.

Traditionally, the January men's and boys' market focuses on tailored clothing and outer-wear. While major department stores such as Dillard's spent most of the week working fall suit selections, specialty retailers low on goods were scooping up at-once merchandise and booking hot sportswear lines for fall. Others had bought light for spring, forcing them to scour this market for warm-weather wear.

Most manufacturers reported increased sales over last year, despite the fact that attendance at the four-day market remained in step with last year's figures, according to Cindy Morris, executive vice-president of marketing for the Dallas Market Center. Morris estimates approximately 2,750 buyers representing 1,500 stores from across the nation shopped the showrooms.

The Dallas men's wear show also coincided with the Women's and Children's Apparel Market as well as the Dallas Jewelry and Accessories Market. "This is the first time we've combined the men's and women's markets in January," said Morris. "We have a lot of retailers consolidating their buying trips and shopping both markets."

While the consolidated markets drew rave reviews from retailers, the Dallas Market Center has no plans to combine future markets other than the traditional Mega Markets in March and October. "We are always looking at the market dates and various ways to better serve our reps and retailers," said Morris. "We will keep reviewing this."

Joseph and Paul Calapa, the father-and-son team behind J&O Menswear in Brownsville, Texas, were buying at-once merchandise for their specialty store. "We don't buy in advance anymore," said Joseph Calapa. "It's too dangerous in this economy. Instead, we like to come in closer to the season and find the best buys we can."

Randy Clark, buyer for Stadium Sportswear in Tulsa, Okla., also devoted his hefty open-to-buy for at-once fill-ins. Casual trend sportswear from Pepe, Ivy Brown and International News tweaked his interest.

"The economy has us buying closer to the season," he said. "We went as thin as possible for spring and that left holes I'm now here to fill. I'll be back later for fall."

For spring fill-ins, retailers stocked up on basics -- denim, khaki trousers, knit shirts. Spring's stripe hype remained hot. Ditto deep colors -- especially basic blues. While some shopped for spring fill-ins, others came prepared to preview and purchase fall.

Bryan Martin, owner of Martin's, Inc., in Warren, Ark., told DNR, "We are making major buys with those lines that require an upfront commitment early like Tommy Hilfiger and **Nautica**." Martin doubled his commitment to Tommy Hilfiger for fall '93. "That line is phenomenal and it sells," he said. "The look and colors are exciting and the price is good."

Hot items for fall '93 include jog suits, fashion fleece, rugged outerwear, rugby shirts and lightweight sweaters. Denim continues as a must-have on most retailer shopping lists.

While the stalled economy has provided few reasons to celebrate, it did offer a pleasant surprise this market for some retailers' wallets. "It seems like lines are backing down off their prices some," said Kevin Eltife, owner of Walker & Co., a traditional men's sportswear store in Tyler, Texas. Eltife noticed the lower price points while shopping the market for fall goods.

The Western wear industry was equally active. After brisk business at Denver's recent market, many Western manufacturers saw increased action in Dallas as well.

In the Territory, the Dallas International Menswear Mart's fifth floor area devoted entirely to Western merchandise, retailers were snapping up outerwear, boots, brightly tinted shirts and plenty of denim to satisfy the continued demand for cowboy chic.

Steve Hamlin of Chambers Co. noted a trickle-down effect from Denver to Dallas. "It was so busy in Denver. A lot of retailers previewed there, then put their open-to-buy together and dropped paper in Dallas. I've never seen so many people feel so good about the economy and so excited about Western wear."

Mike Cavender of Texas-based Cavender's Boot City was scouting the market for new boot lines and booking fall outerwear and clothing for the chain's 30 stores. Unlike many big Western wear retailers, Cavender missed the Denver show.


"It's more economical for us to come to Dallas since we live around here," he said. "We couldn't have made it anyhow -- we had to inventory 30 stores last week."

SIC: 2320 Men's and Boys' Furnishings ; 5651 Family clothing stores ; 5611 Men's & boys' clothing stores

IAC-NUMBER: IAC 13373484

IAC-CLASS: Trade & Industry

LOAD-DATE: August 22, 1995

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Who's who in retail: department stores. Children's Business February, 1993

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Copyright 1993 Capital Cities Media Inc.
Children's Business

February, 1993

SECTION: Vol. 8 ; No. 2 ; Pg. 38; ISSN: 0884-2280

LENGTH: 1692 words

HEADLINE: Who's who in retail: department stores.

BODY:

Children's Business gives you the lowdown on who belongs to whom among the top 10 department store companies.

J.C.PENNEY W.R. Howell, Chairman and CEO Jim Oesterreicher, President and COO Henry Scott, President, children's div. (retiring in mid-1993) Sales, 1991: \$ 16.2 B Number of stores: 1,300

The largest children's wear retailer in the country, J.C. Penney struggled during 1991 but picked up steam last year as the company, in general, and the children's division, in particular, emphasized competitive prices, while continuing to upgrade the stores' fixturing and appearance. Comparable store sales grew around 10 percent in 1992 compared to the year before, according to the company. Penney's children's wear division carries most of the leading national brands, as well as private label, and is often among the first to capitalize on popular licensed characters. Successful promotions, for example, have been based on the popular TV show, "Beverly Hills 90210," and, especially last year, on the 6-foot, purple, preschool mesmerist, Barney the dinosaur, which appears on PBS.

DAYTON HUDSON Kenneth A. Macke, Chairman Stephen E. Watson, Sales, 1991: \$ 16.1 B Number of stores: 835

Department store divisions: Mervyn's Mary Kwan, to merchandising, children's

Department Stores (Marshall Fields, Daytons, Hudsons) Allan Dittrich, GMM, children's

Dayton Hudson Corp. addresses all segments of the children's wear market. Both Target, the company's discount department store chain, and Mervyn's, its moderately-priced department store chain, are estimated to be among the top half-dozen children's wear retailers in the U.S. The department store division has also had its share of success in children's wear in recent years. The Dayton Hudson group of department stores, for instance, was among the first to carry a significant amount of product based on the PBS show Thomas the Tank Engine and Friends, one of the most popular preschool licensed properties. In August, the company announced a merchandising reorganization in several of Mervyn's apparel departments, but not in children's wear, as it has been among Mervyn's best-performing departments for a number of years.

THE MAY DEPARTMENT STORES COMPANY David C. Farrell, Chairman and CEO Thomas A. Hays, Sales, 1991: \$ 10.4 B Number of stores: 320

Department store divisions: Lord & Taylor Gary Kellman, senior vp, GMM, children's

Hecht's Harold Brooks, DMM, children's

Foley's Dan Payne, DMM, children's

Robinsons-May Fiona McDonald-Bullen, DMM, children's

Famous-Barr Gwen Cotter, vp, DMM, children's

Kaufmann's Pam Einhauser, vp, DMM, children's

Filene's Drew Pickman, vp, GMM, children's

May D&F Sher Meagher, DMM, children's

Meier & Frank Joanne Anderson, DMM, children's

The May Company remains among the most successful department store companies, with comparable-store sales growing consistently throughout the Recession. At one time, a number of its stores, such as Lord & Taylor, sold mainly high - end apparel, but today most sell moderate - to - better branded children's wear. During 1992, the company consolidated a number of divisions. The two Los Angeles divisions became Robinson-May, with the buying being taken over by the May Company staff. May Company, Ohio, was merged into Kaufmann's, Pittsburgh, and G. Fox, Hartford, was merged into Filene's Boston.

FEDERATED DEPARTMENT STORES

Allen 1. Questrom, Chairman and CEO James M. Zimmerman, President and COO Sales, 1991: \$ 6.9B
Number of stores: 220

Department store divisions: Abraham & Straus/Jordan Marsh Kevin Monissey, senior vp, GMM, children's

Bloomingdale's Stuart Glasser, exec vp, GMM, children's

The Bon Marche Kevin Fredenckson, DMM, children's

Burdines Len Cohen, vp, MM, children's

Lazarus Nancy Pierce, divisional vp, children's

Rich's/Goldsmith's Herhert Blondheim, vp, DMM, children's

Stern's Edward Schletcher, GMM, children's

Federated is often considered a model of how to leave Chapter 11 bankruptcy protection. Since coming out of bankruptcy in February of last year, the company has produced solid comparable-store sales gains and growing earnings. In 1991 the company sold slightly over \$ 300 million in children's wear, a figure it expects to have exceeded for 1992. National brands reportedly account for more than 80 percent of the company's children's wear sales.

R.H. MACY Myron Ullman, Co-Chairman, CO-CEO Mark Handler, Co-chairman, CO-CEO Mark Shapiro, senior vp merchandising, children's

Macy's Northeast Julian Geiger, president, young divisions.

Macy's West/Bullochs & I. Magnin Sheila Arnold, president merchandising, children's

Sales, 1991: \$ 6.4 B Number of stores: 240

Macy's, which entered Chapter 11 bankruptcy protection last year, has some of the largest children's wear departments in the country. Children's wear takes up nearly half of the fifth floor in its 2 million-square-foot New York flagship store. The company is also known for the high share of private label in its children's wear collection, although the sheer size of the departments allow it to stock a generous selection of national brands. Going forward, the company plans to bring in more moderate sportswear, maintain a more reliable stock of basic merchandise, and move out dead merchandise more quickly by shipping it to its Macy's Close-out stores.

DILLARD DEPARTMENT STORES William Dillard, Chairman and CEO William Dillard, 2nd, President and COO
Sales, 1991: \$ 4B Number of stores: 198

Department store divisions: Phoenix, AZ Phyllis Naujokaitis, DMM, children's Forth Worth, TX

Paul Reed, DMM, children's

Cleveland, OH Jim Byrnes, DMM, children's

San Antonio, TX Karen Anderson, DMM, children's

St. Louis, MO Bert Verdigets, DMM, children's

Florida Jay Rosenzweig, DMM, children's

Dillard joins The May Company in the select club of successful department store companies, even as the company attempts to wean its customers off regular sales and accept every-day pricing, a goal of many department stores recently. The company has put extra emphasis on national brands in the past two years, including such major children's wear brands as Levi's, **Nautica** and Polo Ralph Lauren.

BELK STORE SERVICES John M. Belk, Chairman & CEO Thomas M. Belk, President Robert N Wildrick, Executive Vice- President McKay Belk, Senior Vice-President

Jay Ferguson, Vice-President, GMM Men's, Boy's, Infants' and Toddlers Ted Klutz, DMM, Boys, Infants Zena Kelly, DMM, Girls Sales, 1991: \$ 4B (est.) Department store divisions:

Belk Triad Group Greensboro, NC Judy Lemmons, DMM, girls, children's Keith Hutchens, DMM, boys'

Belk-Beery Wilmington, NC Steve Pickard, DMM, children's

Belk Fayettevine (NC) Group Jeff Ashman, DMM, children's

Belk Hudson Spartanburg, SC Melinda Lawter, DMM, children's

Hudson-Belk Raleigh, NC Henry Bunn DMM, children's

Belk Adanta, Norcross GA Leigh Kitchens, DMM, children's

Belk Simpson Greenville, SC Roger Brown, DMM, children's

Matthews Belk, Gastonia, NC Beverly Rainey, DMM, children's

Belk Matthews Macon GA John Woodford, DMM, children's

Belk Anderson Group Anderson, SC Teresa Lance, DMM, children's

Belk Hudson, Huntsville, Al Neena Drake, DMM, children's

Belk Tyler Group, Rocky Mount NC Al Hunter, GMM, children's

Belk Brothers Charlotte, NC Joe Forhidussi, DMM, children's

Belk Florence SC Group Raymond Church, DMM, children's

Belk Lindsey Orlando, FL Tildon Bnttle, DMM, children's

Belk Yates Asheboro NC Kim Davis, DMM, children's

The largest family-owned deparment store company, Belk Stores Services sells moderate to better children's wear, including nationally advertised brands, as well as a significant amount of private label. Most of the buying is done through its two corporate offices in Charlotte and New York. Though figures are closely held, sales reportedly grew significantly during the past year.

MERCANTILE STORES COMPANY David Nichols, Chairman and CEO Sales, 1991: \$ 2.4B Number of stores: 99

Department store divisions: Gayfers (Mobile, Al)/Maison Blanche (Baton Rouge, IA) Charles Harrison, DMM, children's

Gayfers (Montgomery, AL)/J.B. White (Augusta, GA) Mike Tribby, DMM, children's

The Jones Store (Kansas City, MO) Steve Turner, DMM, children's

McAlpin's (Cincinnati, OH) Stanley Cox, DMM, children's

Castner Knott (Nashville, TN) Dana Katterjohn, DMM, children's

Bacons (Louisville, KY)/roots (Terre Haute, IN)/Lion, (Toledo, OH)/McAlpin's (Lexington, KY) Randy Puryear, DMM, children's

Joslins (Englewood, CO)/Hennessys (Billings, MT)/de Lendrecies (Fargo, ND)/Glass Block (Duluth, MN) Norma Leising, DMM, children's

Mercantile sells moderate to upper-moderate children's wear, which consists largely of nationally advertised brands. After a disappointing 1991, the company has improved results by consolidating buying operations, moving the buying office from New York to Cincinnati, and building on the strengths of Maison Blanch, which it acquired in 1991.

CARTER HAWLEY HALE Phillip Hawley, Chairman President (open) Diane Hillman, vp children's Sales, 1991: \$ 2.1 B Number of stores: 87

Carter Hawley Hale struggled through a difficult year in 1992, partly due to the slow California economy, where it derives almost 90 percent of its sales. Nonetheless the company managed to emerge from Chapter 11 bankruptcy protection on October 8 of last year, and posted comparable-store sales increases during both November and December. The company sells moderate to better children's wear, including national brands as well as private label.

NEIMAN-MARCUS Richard Smith, Chairman Robert Tarr, President and CEO

Leslie LePore, vp, DMM, children's Sales, 1991: \$ 1.8B Number of stores: 27

Neiman Marcus' sells upper-moderate to better children's wear, including a large selection of the top national brands. According to Leslie Le Pore, vice president and DMM of the children's division, children's wear has performed well throughout the Recession, and it saw strong gains during the recent back-to-school and holiday seasons. A great deal of the children's wear is purchased as gifts.

GRAPHIC: Graph

SIC: 5311 Department stores

IAC-NUMBER: IAC 13568019

IAC-CLASS: Trade & Industry

LOAD-DATE: August 22, 1995

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Terms: [nautica and date\(gtq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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'96 Olympic format gets a tryout *St. Petersburg Times (Florida) February 5, 1993, Friday, City Edition*

Times Publishing Company
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February 5, 1993, Friday, City Edition

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DISTRIBUTION: LARGO-SEMINOLE TIMES; NORTH PINELLAS TIMES; CLEARWATER TIMES; CITY TIMES

LENGTH: 589 words

HEADLINE: '96 Olympic format gets a tryout

BYLINE: AMY E. SMITH

BODY:

This weekend finds most of the U.S. Olympic sailing team - plus dozens of Olympic hopefuls - trying out the new Games format. The partly rebuilt U.S. Sailing Center in Coconut Grove will host the Olympic Classes Regatta through Sunday.

While the 1996 summer games will be in Atlanta, the geography there dictates that the yachting events be held 256 miles away in Savannah. The traditional forms of Olympic competition have been overturned. New courses, new scoring, and several different classes are among the changes that will be seen in Savannah.

Mistral windsurfers will replace the Lechner boards used in past years. This change will ideally allow for more competition, as the Mistral board is less expensive and far more widely used than the Lechner, especially in the United States.

Another very popular sailboat model, the single-handed Laser dinghy, also will be seen at the '96 Games. Again, the Olympic Steering Committee chose the Laser for its relative inexpensiveness and wide popularity.

The addition of these two sailboats could mean that local sailors have a good chance to represent the United States and make use of the home-court advantage in Savannah.

Sarasota's Jayne Fenner, U.S. Boardsailor of the Year, may find it easier to finance a campaign. Last summer, after ranking No. 1 on the U.S. Sailing Team, she missed her berth in Barcelona by one place. Funding woes also chased Courtenay Becker, the 1990 Rolex Yachswoman of the Year and Eckerd College alumna who placed second at the Olympic Trials in the Europe Dinghy class. Organizers of this weekend's event expect both Fenner and Becker to compete.

Last week, the Olympic Committee named Mark Reynolds (San Diego), Hal Haenel (Los Angeles), and Julia Trotman (Cold Spring Harbor, N.Y.) as the 1992 U.S. Olympic Committee Athletes of the Year for Yachting. Reynolds and Haenel won for their medal-winning performance at the '92 (gold) and '88 (silver) Olympic Games. Trotman made her Olympic debut in '92 and brought home bronze in the Europe Dinghy class.

Other Olympic news involves Bill Koch, skipper of America 3, the 1992 America's Cup winner. Koch announced that the America 3 Foundation has agreed to support U.S. Sailing through hiring and training coaches, providing transportation and equipment for the team, aiding in fund-raising, and making available for the Olympic effort the technology that helped Koch win the America's Cup.

Other regattas: On the local sailing scene this weekend, the Sonar Midwinter Regatta is set to start off The Pier in St. Petersburg today. Sailors from across the United States, including the designer of the 23-foot-long keelboats, Bruce Kirby, will compete.

Next weekend marks the beginning of the Suncoast Woman Skipper of the Year series of regattas around Tampa Bay. The Davis Island Yacht Club race will start Saturday, Feb. 13. Any interested women are invited to participate; call 254-9968 in Tampa.

Youth championships: Young sailors are invited to apply for spots in the **Nautica**/U.S. Sailing Youth Championships to be held this June in Jacksonville. Sailors must be under age 18, and will be selected to compete by application. Applications are due on April 1 and are available through U.S. Sailing, the governing body of the sport (call 401-849-5200).

The event is a qualifier for the International Yacht Racing Union Nautical World Youth Sailing Championship on Lake Garda in Italy in July.

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Ford exec ties sales to economy Morning Journal-Lorain February 20, 1993

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February 20, 1993

SECTION: Sec 1; pg 1

LENGTH: 852 words

HEADLINE: Ford exec ties sales to economy

BYLINE: Glenn Gamboa

DATELINE: Cleveland; OH; US

BODY:

CLEVELAND--Although Ford Thunderbird sales are skyrocketing and Lorain workers have seven weeks of overtime coming up, a Ford executive said yesterday this year's sales depend on public perception of President Clinton's new economic plan.

Robert Rewey, Ford's vice president for North American sales, said the nation's economic recovery remains "very fragile" and is based on consumers' beliefs that the economy will continue to get better.

"As long as people are reading into that overall message that the programs are either going to be neutral against their expectations or enhance their expectations, then our optimism about sales is still there," Rewey said. "But there's so many different polls you can read on how people feel that I just don't know yet."

However, Rewey's news for Lorain County Ford workers was nothing but positive.

Sales of the repackaged Ford Thunderbird and Mercury Cougar have jumped 251 percent and 175 percent respectively since they were released in October, compared to the same period a year earlier, Rewey said.

Speaking at the opening ceremonies of the Greater Cleveland Auto Show at the I-X Center in Cleveland, Rewey said the company has taken a wait-and-see attitude before deciding to increase the assembly line speed at the Lorain Assembly Plant. However, he said he expects high demand of the Thunderbird to continue throughout the year, resulting in overtime extending to the next quarter.

"We're just taking things one step at a time," Rewey said, adding that last year at this time, the plant was still in the midst of a string of layoffs. "Compared to last year at this time, I think shifts will continue to work the maximum amount of overtime on the successful Mercury Villager minivan line or the foreseeable future.

He also confirmed the **Nautica** Villager minivan, a marketing venture with the upscale clothing company **Nautica**, will begin production at the plant in about six months.

"Even with the Ohio Assembly Plant operating at minimum overtime, we can't provide Lincoln-Mercury

dealers with the Villager inventory levels they'd like to have," he said.

INJURED WORKER FILES \$ 20 MILLION LAWSUIT

ELYRIA--A Ford worker sued the automaker for \$ 20 million yesterday, claiming he was injured when the accelerator stuck on a van being safety-tested in a manner a federal agency had already outlawed as hazardous.

Donald Eicher of Vermilion claims he was injured during a "spike test"--when another employee tested the brakes and seat belt locking mechanism of a new Econoline van by hitting the accelerator and then slamming on the brakes, the lawsuit said.

A van went out of control when the accelerator stuck and hit the van in which Eicher was working, causing him serious injury, according to the suit.

The attorney representing Eicher and his wife, Elizabeth, filed the suit against Ford and three Ford supervisory employees, Russell Mayer, Dick Adams and Gary Townsend.

The suit alleges Ford knew a hazardous condition existed because of previous complaints from employees as well as citations from the U.S. Occupational Safety and Health Administration (OSHA). but the suit said Ford continued to require employees "to work in the area without any safety precautions" taken to prevent injury.

Eicher's attorney, W. Patrick Murray of Sandusky, said Eicher sustained serious back injuries while he worked under the dashboard of an Econoline van on Dec. 2 in an area immediately in front of where other vans were being "spike tested."

According to the lawsuit, union safety officials had complained to Ford supervisory employees about the danger of having people work in the same area where spike tests were being performed because "on previous occasions the accelerator of Econoline vans had stuck, causing them to careen out of control, striking the rear of vehicles on which employees such as (Eicher) were working."

Murray said he has filed a similar lawsuit on behalf of another Ford employee injured during spike tests, Paul Trippett, who sustained a herniated disc.

"After three people were hurt (Ford) finally suspended this operation," said Murray. "It was a terribly, terribly dangerous operation."

A spokesman at the United Auto Workers union hall yesterday said Ford moved the spike test area after the accident that injured Eicher. The spokesman said Eicher's case was one of the negotiating points of the health and safety issues in recent contract negotiations.

OSHA cited Ford last spring for spike testing, and Jerry Gillooly, an assistant area director for OSHA, confirmed that several workers had been struck by vans during spike tests.

OSHA cited Ford on April 1 for exposing employees to "recognized hazards that were causing or likely to cause death or serious physical harm to employees."

Ford appealed the spike test citation from OSHA but agreed to pay the \$ 25,000 fine in November to settle the spike test citation and one for slippery floor conditions.

A May 13 citation was issued by OSHA for spike testing procedures, said the lawsuit.

The case was assigned to the docket of Judge Kosma J. Glavas.

GRAPHIC: Photo

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Keeping in Shape The New York Times February 21, 1993, Sunday, Late Edition - Final

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The New York Times

February 21, 1993, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 42; Column 1; Fashions of The Times Magazine

LENGTH: 1408 words

HEADLINE: Keeping in Shape

BYLINE: By Molly O'Neill; Molly O'Neill, as penance for her day job as food reporter for The New York Times, makes daily pilgrimages to spas, dance studios and gyms.

BODY:

Unlike most fashion, which seems to march from east to west, athletic style moves from west to east. The beaches of Santa Monica and the sidewalks of Beverly Hills are to workout gear what the runways of Paris are to haute couture. In the past decade, the sunny clime and the quest for status via fitness have coalesced to make Southern California and the Western mountain and desert spots the places where gym clothes crossed the line and became all-purpose casual wear.

During that time, the lean, mean contours of aerobic gear inspired the ubiquitous tights-and-long-jacket look. Today, the billowing and baggy style that began to appear last year on the mats at the Jackson Sousa Training Facility in Santa Monica and nearby at Muscle Beach has an eerie resonance with shapes in the current spring clothes collections.

Already this softer jock look is moving to the hiking trails around Tucson's Canyon Ranch spa, the main street of Telluride, Colo., and on toward New York. Last fall, the Manhattan Plaza Health Club changed its employee uniform from tights and polo shirts to cotton sweat pants cut as wide as long boxer shorts, as wide as the trousers Calvin Klein is showing for spring.

Call it synchronicity. Or call it smart marketing. Athletic apparel, like the perfect sneaker, needs an image that fits as well as the toe and heel.

The shape of today's gym clothes is a Baedeker to life-style changes beyond the gym: the move from a pumped-up way of life to one of leisure pursuits. A well-developed anatomy remains a basic fashion accessory, but the form of one's dreams is becoming less bulky and more lithe and supple. At the Molly Fox Fitness Club in Manhattan, the Sports Connection in Los Angeles and at tony spas across the country, the craze for muscle-isolating machines is dwindling, and free weights and medicine balls are making a comeback. So are big, baggy gym socks and the basic Champion sweatshirt.

Bye-bye, Jane Fonda. Hello, Hardy Boys. Fitness has marched from diligent drills into an era of endless summer camp, with shadow boxing, beach volleyball, rafting, hiking, hoops, dumbbells and the occasional calisthenics class. The isolated workout, performed solely to achieve form, and the clothes designed to firmly contain and showcase that form, have given way to social athletics -- and fashions -- in which function determines form.

"We've moved away from the Jane Fonda burn -- obsessing with individual muscles -- to softer exercise," said Bonnie August, a designer and the president of Bonnie August Bodywear in Manhattan. "Body

sculpting, low-impact aerobics and sports are back." The popularity of "boxercise," she said, made her turn to traditional boxing shorts and shirts for inspiration in her recent designs. Other athletic-wear designers cite the return to outdoor sports such as hiking, volleyball and kayaking as the impetus behind the trend toward more versatility in workout clothes.

Loose Polo, Gap and **Nautica** layered T-shirts and basic gray Champion T-shirts signal the confidently fit today. The tyranny of the aerobic era's girdling Lycra tights, unforgiving halter tops and thongs has been eclipsed by pliant waistbands and sweat pants as generous as a sultan's. You can exhale now.

Of course the clothes changed. The Great Loosening is one of attitude as well as of wardrobe. There had to be a way to show that you're not just another driven Type-A who works out because good health is good business. Quality of life is the message. Playful is the image.

But like the hats of proper Brahmin ladies, today's athletic gear doesn't look like the sort of clothes people *buy*, they're clothes people *have*. (But looks are deceiving. According to the Council of Fashion Designers of America, athletic apparel is one of the fastest-growing areas in the garment industry.)

THE GREAT LOOSENING IS also a reaction against the separation of private and public lives. Increasingly, the clothes you play in are the clothes you stay in, to travel, to shop, to dine, even to work. And who can stand a thong for that long? The designer Tommy Hilfiger, for instance, calls his baggy khaki shorts "public shorts." "People wear them to play tennis, go to the gym, hike in or go to the grocery store," he said.

Consider the "cross-training" shoe. "People were burned out on aerobics, bored with working isolated muscles," said Jackson Sousa, owner of the eponymous spa. "So here is an emblem of mixing up the workout, allowing some spontaneity and adaptability."

He couldn't explain the other change that took place several years ago when cross-training shoes got big: People suddenly started putting a pair of baggy, boxer-style shorts over skin-hugging spandex tights and bicycle shorts.

Perhaps they were simply trying on a new modesty for size. More likely the layering brought a touch of outdoor chic into the gym. Layering loose cotton fleece garments over those made of nonabsorbent polypropylene is now the style of choice for climbing, hiking and skiing.

At Canyon Ranch, Phyllis Hochman, who created the spa's hiking program, has watched outdoor trappings drift indoors over the past 13 years. "In 1979, the look was still 'Flash Dance' -- footed tights, leg warmers and cut-up T-shirts. Gradually, the tights got tighter, shinier and shorter; they took off the leg warmers and dispensed with the T-shirts."

As the aerobics era crested, its costumes were whittled down along with the physiques of its devotees, she went on. By 1989, tights were pedal-pusher length; midriff-covering leotards had been lost to halters and high-cut thongs. The fabric of choice was spandex; the operative colors, neon pink, purple, orange and blue. But then the confines of the gym began to open to the great outdoors, and the cut, fabric and color of workout clothes changed dramatically.

By the turn of the decade, said Mrs. Hochman, the cognoscenti were shrugging off the prescriptive workout in favor of a more holistic approach. Paralleling the eco-chic in "natural" foods, fibers and cosmetics, the return to nature in exercise has fostered subdued earth tones -- brown, burgundy, rust, teal and navy -- in workout wear. Except on the ski slope, neon hues separate the wearer from the good earth below his or her feet. What was appropriate for a dance class came off as *declassé* on the hiking trail.

Outdoor-clothing companies such as Timberland and Patagonia seem to have led the parade back to colors and shapes that become one with the landscape. But even just-do-it Nike is toning down its palette.

The treadmill and Stairmaster haven't been totally abandoned, but they've been supplemented with hiking. State-of-the-art workout centers are adding stretching and yoga classes to the standard aerobics routines.

And while there are still vigorous lap swimmers, increasingly people are taking off the goggles and joining nonimpact water movement classes.

The curiosity to experiment and vary a workout bespeaks a certain confidence. Breaking with a rote regime requires the individual to be confident in her ability to discipline herself without a drill sergeant.


The operative word in body fashion today is "toned," and the inescapable truth is that toning comes from an active life. A crash course in aerobics and lifting can lay the groundwork, but truly sustained tone reflects a style of living, not an hour at the gym. When a woman is confident in her ability to maintain a well-toned body, she becomes more supple and agile, both physically and psychologically. Fitness is now a fact of life, just as it always has been with professional athletes.

Sitting down to lunch last month at Canyon Ranch, Jim Lefebvre, the manager of the Chicago Cubs, looked circa-1950 in his gray crewneck sweatshirt and matching drawstring pants. At the Doral Telluride Resort and Spa, Geoff Stump, the former North American freestyle ski champion, looked equally unassuming, plying the cross-country trails in the kind of flannel-lined warm-up windbreaker that lay people tend to travel and hang out in.

Neither athlete needed a garment that coated his well-developed contours like a second skin. Rather, athletic ability and a lifetime of physical training resonated beneath the soft and unassuming lines of their ensembles. The body made the clothes; the clothes didn't make the body. The athletes were suited for any game, any physical challenge -- and any fun -- that came their way.

GRAPHIC: Photos: New exercise regimes emphasize curves and a long, supple shape; Fading are the muscle-defining workouts and with them the era's unforgiving spandex outfits.; 1910: Modesty was preserved though movement was curtailed by early sportswear. Shape was a function of corsets.; 1920's: The swimming vogue bared thighs -- and the thighs consequently bore toning.; 1940's: Marilyn Monroe's curvy shape was sportily draped.; 1980's: Sculpted, isolated muscles were girdled and contained by spandex in the age of aerobics.; 1990's: Natural fibers and soft workout garb in subdued earth tones follows a revival of "natural exercise" that includes hiking, kayaking and yoga classes. (PHOTOGRAPHS JACQUES-HENRI LARTIGUE; FPG INTERNATIONAL; KOBAL COLLECTION/SUPERSTOCK; TOM ROSENTHAL/SUPERSTOCK; JOSE PICAYO.)

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EASING INTO SPRING St. Louis Post-Dispatch (Missouri) February 25, 1993, THURSDAY, FIVE STAR Edition

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 St. Louis Post-Dispatch (Missouri)

February 25, 1993, THURSDAY, FIVE STAR Edition

SECTION: STYLE WEST; Pg. 1

LENGTH: 1704 words

HEADLINE: EASING INTO SPRING

BYLINE: Lucyann Boston

BODY:

OUT THERE ON the road in his jogging shorts and T-shirts, President Bill Clinton may think he's working off the extra pounds he put on campaigning.

But men's fashion experts see him as a trend setter. Just the fact that he's been photographed so often in about the most informal clothes a guy can wear marks him as a man who operates easily in a casual mode. His penchant for sweats, light colors, easy-fitting suits and patterned rather than striped ties will signal "a widening of the American male's options," according to Tom Julian, fashion director of the Men's Fashion Association of America.

Julian sees the somber pinstripe suits and sober ties of former President George Bush and the male members of his administration "retreating before a tide of lighter colors, softened silhouettes and maybe even some vivid patterns and bold stripes."

This first post World War II generation to assume the presidency is not necessarily young, Julian pointed out at the recent Men's Fashion Association of America Spring and Summer Press Preview in Los Angeles. Many of the baby boomers will soon be turning 50. Comfort in the form of looser fits and relaxed silhouettes will be one of the keys to getting them to "unlock their fashion dollars," he said.

Sales gains in menswear are already the highest percentage-wise of any category in the American apparel industry. To break free even more dollars, designers, manufacturers and retailers are striving to offer men clothing they will find hard to pass up both in terms of price and styling.

There is a concentrated effort to make the price of a garment "believable when a consumer first looks at a ticket, not after it's put on sale," according to a spokesman for Dillard's.

High-end designers such as Alan Flusser and Nick Hilton are bringing out lower-priced lines.

Major tailored clothing manufacturers, such as Pincus Bros.-Maxwell, which markets suits, sport coats and trousers under a variety of labels, are offering greater depth and variety at their least expensive price points. For PBM that's around \$ 295 to \$ 350, according to company president Alvin Kohn.

Broad-based, fashion-oriented manufacturers are working with retailers to produce goods for the lowest possible cost. Perry Ellis Menswear, for instance, is exploring the possibility of developing lines earlier and having retailers order earlier. With more lead time, they reason, they could cut costs and eliminate waste by producing only what they know will be purchased. This also would eliminate expensive, last-minute

shipping charges, they say.

Manufacturers and retailers are actively seeking out the least expensive sources for raw materials and finished products and passing the savings along to the consumer.

Where style is concerned, the operative word is casual. It's "the most important single direction in men's fashion," said designer Henry Grethel, who markets his tailored clothing and sportswear under the Hartmarx banner.

Even in business dress the movement of a number of top corporations from downtown areas to campus-like office parks and the institution of "dress-down" Fridays at many companies means there is less emphasis on a strict "dress for success" business code, according to Julian.

From Clinton to the man on the street, clothing manufacturers see men willing to experiment with what they wear and how they wear it.

Here's a rundown from both national and local sources on what men will find when they begin to explore their expanding options.

Dressed down suits. Polyester double knits may be dead, but the idea of the suit as a leisure-wear item is being resuscitated. Designer Ralph Lauren, for instance, views tailored clothing trends not so much in terms of the width of a lapel or the shape of a jacket as in "style and suits worn in many different ways."

Comfort continues to be a keynote in the fit of a suit. Although there is a trend toward slightly less fullness in the shoulder and chest in high fashion lines, there is a continual emphasis on making jackets light in weight through the choice of fabric and construction techniques. As if to prove how easy-to-wear the garments were, designers showed almost as many suits with T-shirts as with ties.

While various tones of brown and green have been setting the color pace in tailored clothing for the last year or so, both nationally and locally stores see blues and grays returning to prominence.

"Olives and tans have peaked," said Mari Jo Winfrey, who manages the Joseph A. Bank Clothiers store in St. Louis. "We're going back to basic blues and grays."

Double-breasted styling. Men need no longer worry about whether it is "safe" to buy a double-breasted suit. "They're not going away," said Joe Sapiensa, vice president and director of merchandise development for JC Penney stores nationwide. Depending upon the manufacturer, estimates are that double-breasted suit sales will range from 25 percent to 40 percent of the market.

Designer Luciano Franzoni noted that double-breasted suits are outselling single breasted in his Confezioni Riserva line.

"One of my best sellers is a double-breasted suit in black priced around \$ 300," he said. "Dillard's has it on quick response (a high-speed reorder system). Men on a limited budget like it because it's a solid color and they can dress it up and down. With the right accessories and depending upon the occasion, it can even pass for formalwear."

Suit separates. The concept of tailored jackets and pants being sold separately to allow men to create a variety of looks, much as women can, is growing in popularity.

Well-known manufacturers such as Haggard and Palm Beach are marketing suit separates and the concept is spreading to the formalwear industry, with stores such as Brooks Brothers marketing tuxedo separates.

Textured sport coats. There is an emphasis on blending different fibers and fabrics to create interesting textures and patterns, according to Susan Tierney, creative merchandising manager for Famous-Barr Co.

Because designers and manufacturers want men to feel as comfortable putting on a sport coat with a denim shirt and jeans as with a dress shirt and tie, they are being designed with what Winfrey calls "a relaxed attitude."

Vests. For now mark them as accessory items that, particularly in the young men's market, are being tossed on with shirts, shorts and jeans.

Computer-enhanced patterns. In designing everything from suits to sport shirts, designers are using computers to test patterns and color combinations. "You can take a traditional pattern, change the colors slightly and it will look completely different," said Norman Karr, executive director of the Men's Fashion Association. Computers allow designers to see how something will look without going to the expense of creating an actual sample.

Trendy ties. They just won't go away. Florals may be wilting but novelty ties - displaying everything from bottles of Tabasco sauce to Mickey Mouse - abound. For business wear patterns are smaller but ties get optical pop through the use of bright, sharply contrasting colors.

White dress shirts. Tie colors and patterns are so strong, the white shirt, either plain or with subdued stripes, has become the perfect background.

Stripes. Whether vertical, horizontal or diagonal, designers like stripes on everything from suits to T-shirts. In both Paris and New York, fashion experts are talking up the return of the seersucker suit.

Sportswear collections. Men are more and more identifying with specific designers and manufacturers who reflect their personal style, according a Dillard's spokesman. Topping the current list are Ralph Lauren, **Nautica** by David Chu and Tommy Hilfiger.

Touches of the sea, the West or the links. Even if a man's vehicle of choice is not a sailboat, a horse or a golf cart, he'll likely be sporting some type of garment that reflects the water, the range or the golf course come spring.

Eye-catching sport shirts. Nothing is ordinary when it comes to sport shirts. They come in bright prints, bold stripes and patchwork. Designers love to mix fabrics or patterns in a single shirt. Knit shirts that traditionally have featured horizontal stripes, now have vertical stripes.

Silk shirts continue to sell well across the country, and woven shirts that trade a collar for an old fashioned banded neckline are beginning to make an impact.

Fashion experts also expect sales of knit shirts with collars to begin encroaching on the T-shirt market. "People already have enough T-shirts," says **Nautica's** David Chu. In addition many traditional men who view wearing a T-shirt with a sport coat as too trendy, feel comfortable wearing collared knits with sport coats.

Wrinkle-free cotton pants. Special fabric treatments are allowing all-cotton pants to emerge from washing machines and dryers sans wrinkles. Consumers are snapping them up faster than you can say permanent press.

Casual pants, in general, continue to be styled with a relaxed, easy fit. Shorts are roomy and long enough to graze the top of the knee.

Denim. It's as firmly planted in fashion as the redwoods at Yosemite. Denim and chambray shirts continue to be top sellers. Jeans are being cut with a more relaxed fit. Denim jackets remain a hot fashion item. While faded blue is still the top shade, denim in a variety of colors is increasing in popularity.

Hip hop styling. Credit the rappers and rockers on MTV for some of the styling trends that are sweeping the young men's market, particularly vests, long, baggy, "knee-buster" shorts, bold, over-sized shirts,

industrial Doc Marten-style shoes and boots and backwards baseball "rally" caps. Layer the look up a bit, distress it by whacking the sleeves out of shirts and substitute a knit cap for a rally cap and you have "grunge," a style which originated in Seattle and also is showing up in the young, contemporary market.

Softened fabrics and colors. To the touch and the eye, sportswear has a washed look. Fabrics have been softened or sanded and color tends toward grayed versions of more intense hues. Spring also will bring an emphasis on neutrals.

GRAPHIC: PHOTO; (1) COLOR photo of Long "knee buster" shorts, an oversized shirt, a rally cap and black athletic shoes, all by Marithe & Francois Girbaud, are elements of hip-hop street styles borrowed from rap and rock music. (2) COLOR photo - Designer Jhane Barnes uses a computer to create the intricate patterns and subtle colors that are the hallmark of her Barnes Storm collection for spring and summer. (3) COLOR photo - ABOVE: From the Boston Preparatory Co., a golf-themed collection that includes an argyle shirt with chambray pleated shorts, and a medallion shirt paired with cotton oxford pants. (4) COLOR photo - RIGHT: Navy and red bandanna-print swim trunks are topped with a gold and navy foul-weather bomber jacket when sea and prairie blend in this ensemble from **Nautica** by David Chu. (5) COLOR photo of A knit shirt from Gant's Salty Dog collection. (6) Photo of - Designer Barry Bricken dresses down a blue and white seersucker suit with an indigo-dyed linen shirt.

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14-year-old continues her exploits St. Petersburg Times (Florida) March 5, 1993, Friday, City Edition

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LENGTH: 437 words

HEADLINE: 14-year-old continues her exploits

BYLINE: AMY E. SMITH

BODY:

When asked what she has planned now, Christina Bickley of St. Petersburg Beach answers with an emphatic, "More sailing!"

After all, why stop a good thing?

The 14-year-old has been to Italy, Mexico, Portugal, Greece and Uruguay, winning trophies in her tiny, square-ended dinghy.

In April, she'll be sailing at Mar Del Plata, Argentina, in the South American Championships. Almost as soon as she gets back from Argentina, she'll dash off to Mississippi to compete in the World Trials for next year. The 1993 World Championships will be in Spain.

Bickley traveled to Argentina this past New Year's, recovering from sunstroke and a disqualification to finish fourth among girls and 27th overall at the World Championships for the International Optimist Dinghy class. She was the only girl on the U.S. team, which included Brad Funk of Clearwater, David Ames of Miami, Bryan Wynn of New Orleans and Dave Dabney of Mobile, Ala.

She won the Valentine's Day regatta last weekend, defeating her former teammates. This coming weekend she hopes to win the Florida State Championships.

Bickley and Stephanie Doyle of St. Petersburg are teaming up to compete at the U.S. **Nautica** Youth Championships. If they earn the right to represent the United States, the two will compete in Italy next July.

World-class: St. Petersburg's Ed Baird continues to compete at the world-class level. He is on the roster of the International 50-foot class boat Champosa VII for the 1993 season.

Season hits stride: Sailors from near and far will be on Suncoast waters this weekend as the local "midwinter" season hits its stride.

The Thistle Midwinter regatta has begun at the St. Petersburg Yacht Club. The three-person dinghies will be racing just off The Pier in downtown St. Petersburg through Friday. The event has been well attended for decades by out-of-towners, and for many years, no local skippers have competed at the event.


Starting today in Tampa, the MORC Midwinters sail through the weekend. MORC stands for Midget Ocean Racing Club - a somewhat misleading name since the boats range between 21 and 30 feet in length. The Midwinters draw entries from all over the Eastern Seaboard and into Canada.

Sunfish sailboats, the 13-foot, single-handed dinghies on which so many people learned to sail, will race in Sarasota this weekend. Up to 100 of the little boats will compete on Sarasota Bay through Monday.

The rush continues next weekend with the Snipe Midwinter in Clearwater, the Fireball Midwinters in Tampa, and the Lightning Midwinter in St. Petersburg.

GRAPHIC: BLACK AND WHITE PHOTO, Times files; Christina Bickley is bound for the South American Championships.

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Can yet another giant mall make it? -- This one 70 stores in Tilton New Hampshire Business Review March 5, 1993

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March 5, 1993

SECTION: Vol 15; No 3; Sec 1; pg 1

LENGTH: 1298 words

HEADLINE: Can yet another giant mall make it? -- This one 70 stores in Tilton

BYLINE: Jeff Feingold

DATELINE: Tilton; NH; US

BODY:

To some people, the mere thought building a more than 200,000-square-foot retail mall off Interstate 93 in Tilton, provokes something close to snickering. But to David Ober and his employer, the idea not only makes sense, it could very well spark an economic revolution in the area.

Considering the economic climate, and the thousands of square feet of empty, ghost like retail space that dot the Granite State's real estate landscape, it's difficult to blame people for being cynical about a giant retail development in, of all places, central New Hampshire. But Ober, assistant director of real estate for Lancaster, Pa.-based Fisher Development Group, isn't only self-assured --he's actually getting tired of having to explain to people why he knows his company's doing exactly the right thing at the right time.

But that doesn't top people from asking him, almost daily: Are you guys crazy?

"I get that question asked of me all the time," says Ober. "It's funny. There is a pessimism in New Hampshire lately. You guys have been through some hard times, and there is a cynicism that nothing can succeed here anymore. We have more confidence in the state than you do."

Fisher Development's confidence will take the form of a 236,000-square-foot outlet mall off Exit 20 of Interstate 93, one of the major access points to the Lakes Region. The mall which is expected to have between 60 and 70 Stores, will be upscale, featuring the likes of Ralph Lauren, Anne Klein, **Nautica**, Mikasa, Cape Isle Knitters, West Point Pepperell--"the list kind of goes on and on," say's Ober. Construction is scheduled to begin at the end of March, with an opening planned for the end of summer.

The reason Ober is so confident about the different "than normal retail," he say, and the industry is "thriving, with growth in every sector." And the Tilton site is perfect for what Fisher sees as an outlet boom.

"We spent a lot of time with state tourism people," he says. And the result was numbers that certainly sound enticing.

About 16 million tourists go into the White Mountains every year, and about nine million of them go into the Mt. Washington Valley, according to Ober. Of that nine million, some 5.6 percent of those surveyed say

their primary reason for visiting the area is to shop in North Conway, one of the Northeast's premier outlet shopping destinations. And, of course, many, many others are lured to the stores once they arrive.

Fisher Development sees the same kind of draw in Tilton. According to Ober, 11 million go to the Lakes Region each year, "and our position is that if 11 million people are going there and are actually not very well served by outlet shopping--we want to tap into that market. We truly believe in it."

While North Conway has been a success story, other stabs at creating outlet shopping have been notable failures. Since the mid-1980s, highly publicized attempts to open outlet centers failed in Lincoln, Newington and Keene. Those projects were either too small, had bad locations or serious financial troubles.

Ober says the key is creating a "destination," with enough variety and stores to give people reason to spend a lot of time there. According to Ober, the average outlet mall shopper spends two hours store-hopping. "That's why outlets do well in tourist areas," says Ober. "Shopping time is the most important and critical mass."

Outlet stores don't rely on local shoppers to do the buying because they're drawing customers from a huge area. In Tilton, being attracted to that region is the key, he says, because that's why his project won't compete with the outlets in North Conway, Kittery or Freeport, Me. "The Mt. Washington Valley is a different vacation than a vacation to the Lakes Region," says Ober. "The reasons for going there are different. The accommodations are different." In other words, the nine million people who pass through North Conway each year are not the same as the 11 million who go to the Lakes Region.

Fisher apparently knows what it's doing when it comes to outlets malls. While it's been developing more mainstream retail and commercial projects over its 30 years, it has been building outlet malls for about the last seven, and is one of the major players in a still very young industry. Fisher has one million square feet of outlet mall space around the country, including a 92-stores 385,000-square-foot project in Lancaster, Pa. --one of the granddaddys of the outlet industry. It also has outlet malls in other tourist areas: Rehobeth Beach, Del., and Sarasota, Fla.

Whether or not Fisher Development succeeds in Tilton, the retail industry in New Hampshire and elsewhere is undergoing a change unlike any it has seen before. While mainstream retailers--the kind you see in regular enclosed and strip shopping malls and in downtown areas--are having very visible troubles, "a whole range of discount retailing concepts is emerging," led by retailers like Wal-Mart, the "warehouse" shopping idea and outlet stores, says Gary Mongeon, an economist and project manager for Durham-based RKG Associates. At the same time, retailing giants like Sears, Macy's and others are being forced to adapt to changing times, and it's anybody's guess if they'll succeed.

"A lot of old-line retailers have gone out of business or consolidated," says Mongeon. "A number of players were flushed out, and these others have emerged to take their place. Discount retailing is a growth sector of the market right now. Five years ago, when the retail malls were being planned, people thought the trend was toward more upscale and specialty stores. But the high-end and non-discount stores have suffered the most."

Discount retailers certainly seem to be busy filling that void in New Hampshire. Despite a still-depressed real estate market, drivers through cities like Concord, Portsmouth and Manchester in the last year have seen construction activity on a whole range of "new concept" retailers, like Wal-Mart and its affiliated Sam's Club warehouse store, BJ's Warehouse. Home Quarters--all giant stores that give mainstream retailers the feeling that an elephant has just walked into their living room. The reason for much of the construction, says Mongeon, is that the sheer size of these stores, and "there aren't many existing buildings that fit their specialized needs."

"The retail sales captured by these new facilities comes from existing businesses. The result is a shift in shopping patterns," says Mongeon. The retailing pie isn't getting any larger, it's simply getting cut up differently.

(Retail sales in 1991, for example, fell by 7.2 percent, from about \$ 11.8 billion to \$ 11 billion, between 1990 and 1991, according to the N.H. Department of Employment Security. Total wholesale and retail trade jobs fell by about 11,000, or 8.4 percent, in the same period.)


But, according to Ober of Fisher Development, projects like his don't compete, as warehouse-type stores and discount retailers do with local business. "Warehouse stores are a totally different animal," he says. "Their thing is being a grocery store, a hardware store, a drug store. The reason your business is good for a town is because I don't compete with local businesses. We don't sell toilet paper. That's what Sam's does."

Ober also say's that his kind of development sparks other building as well--hotels, restaurants and other businesses, including plans to start up a Laconia-to-Tilton railroad. "Things are going to happen on Exit 20. What we're doing will help Tilton kick-start the economy. It will make Tilton a center of things, not someplace you pass through, but a place where you stop. There are four or five towns (in the Lancaster area) that 10 years ago looked like downtown Tilton, and now they're showplaces."

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Active wear switches its gears; Designers combine function with style THE DALLAS MORNING NEWS March 10, 1993, Wednesday, HOME FINAL EDITION

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THE DALLAS MORNING NEWS

March 10, 1993, Wednesday, HOME FINAL EDITION

SECTION: FASHION!DALLAS; GENTLEMEN'S GUIDE; Pg. 5E

LENGTH: 726 words

HEADLINE: Active wear switches its gears;
Designers combine function with style

BYLINE: Valli Herman

BODY:

Alexander Julian likes to call Coloursport, his new active wear line, a sports car for the body.

"Wearing things that are high-tech, things that are designed for real activity . . . is like driving a sports car. Those cars were originally racing vehicles. But people liked the look. It had a sexiness to it. It had a connotation of prowess. There's a parallel between the two."

As men's sportswear evolves, like the automobile, it is driving toward a new era of efficiency that blends high function with higher fashion.

It hasn't taken long for Mr. Julian and a host of other menswear designers to give men the sports car equivalent in clothing, especially outerwear.

They've borrowed the tools of the active wear trade and the high-performance fabrics that can keep out the wind, the rain and the cold while cleverly regulating trapped body heat and moisture. They've studied the clothing requirements of the athlete, the sailor and the fashionable couch potato to create a look that suits all three.

(Coloursport's inspiration came from Mr. Julian's experience designing uniforms for professional sports teams and athletes.)

Unlike their sport-specific forebears, the new coats possess the kind of tailored details that separate them from run-of-the-mill clothes for sports. Many of the jackets coordinate with sportswear collections that are more dignified than jogging suits or bicycle shorts. These more versatile collections let men dress for the movies or golf in the driving rain -- and look good doing it.

This generation of outerwear also offers more protection,

durability and often affordability than garments made of rubberized linen, oiled cotton or microfiber.

Designers didn't have to strain to see the trend coming. According to the Sporting Goods Manufacturers Association, 80 percent of all sports apparel is used for nonsports purposes or for sports other than the ones for which they were designed. But finding the right fabrics and the right look wasn't so obvious.

David Chu, the designer and president of **Nautica**, says he was making a line of luggage when he started getting ideas about a new fabric. He liked the heavy-duty nylon he was using for the cases but found it was too stiff.

Mr. Chu developed a pliable, laminated and breathable nylon fabric called Nautex. He cut it into jackets, sealed the seams to make the garment waterproof and gave men a jacket to take them to the 18th hole in a downpour.

Ralph Lauren's Polo collection was among the first to tread the territory of designer sportswear with activewear features. The designer says he creates "outdoor utility clothing for men who want to spend their spare time hiking, kayaking, white-water rafting, fly-fishing and mountain biking. ' Of course, the "modern mountaineers,' as Mr. Lauren calls them, had better not tumble: His cotton chinos cost about \$ 65, and his high-tech Windbreakers are nearly \$ 200.

Like the options package on a new car, extra details on clothing drive up the price. Mr. Julian estimates that his Coloursport collection costs about 20 percent more than regular sportswear. But he and others note the garments' multi-purpose appeal.

Eventually, tailored clothing also will benefit from the active wear crossover, producing the fashion equivalent of a Cadillac with four-wheel drive. Already, the upscale Italian clothing company, Ermenegildo Zegna, has developed a high-performance wool that helps suits resist wrinkles.

But it's the sailing parkas made of Microtene 10,000, an exclusive waterproof fabric, that are Zegna's ultimate in active sportswear, says company spokeswoman Anna Zegna. The company tests garments on teams at several international sailing regattas. The company's designers are building their experience from the tests into a new project Ms. Zegna says is "a bit of a secret' but probably will have something to do with tailored clothing.

Although the market for high-tech features in sportswear or tailored clothing is relatively small for now, it may have huge potential. Mr. Julian says the one-season-old Coloursport is the fastest-growing division of his business. He also recalls that once upon a time, track suits were shocking to see in restaurants and blazers were "as inappropriate for business as a bathrobe. '

GRAPHIC: PHOTO(S): 1. Yellow and navy waterproof slicker, \$ 240, and navy, red and white cotton rugby shirt, \$ 59, by Coloursport by Alexander Julian. Collection available this spring and fall at Dillard's and Lord & Taylor. 2. Microtene 10,000 waterproof parka, \$ 560; mattress-stripe shirt, \$ 120; washed cotton jeans,

\$ 126; and red cotton sweater, \$ 140; all by Ermenegildo Zegna. Collection available at Neiman Marcus and Pockets Menswear. 3. Royal blue zip-front, waterproof bomber jacket of Nautex, \$ 240; checked cotton shirt, \$ 68; cotton sweater, \$ 88; unbleached cotton jeans, \$ 50, all by **Nautica**. Collection available at Foley's and Dillard's. (1. - 3. DMN: Evans Caglase)

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MEN'S NEWFOUND FREEDOM Button-down look is way out as guys of the '90s sample a wearable feast of options *The Atlanta Journal and Constitution March 21, 1993, Sunday*

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The Atlanta Journal and Constitution

March 21, 1993, Sunday

SECTION: STYLE; Section L; Page 1

LENGTH: 1343 words

HEADLINE: MEN'S NEWFOUND FREEDOM Button-down look is way out as guys of the '90s sample a wearable feast of options

BYLINE: Doug Cress Staff writerfashion; men; trends; design; profiles

BODY:

There is just one rule of thumb for men's fashion in 1993: There are no rules.

Finally freed from the traditional color and cut restraints that have bound men's clothing for decades, big-name designers are rushing to fill the gap this spring with everything from baggy trousers and boxer shorts to cashmere sweaters and saronglike skirts. Donna Karan, Calvin Klein and Giorgio Armani have introduced couture and casual lines for 1993, and Ralph Lauren and Luciano Franzoni are expanding their collections to appeal to every age and taste.

The idea, according to Ms. Karan, is to give men the freedom to wear whatever feels right, be it designer grunge or a baseball cap with a business suit. "The man doesn't have to sit and think what goes with what," she told *The Wall Street Journal*.

Mr. Franzoni agreed. "There is much more flexibility now," he said in a phone interview. "Everything is wide open."

Most of the collections are targeted at college men and baby boomers and follow generally the same relaxed guidelines: vests, sleeveless shirts, trousers with cuffs, single-breasted suits (with three and four buttons) for dressier occasions, and everything from tie-dyed shirts to white jeans and combat boots by way of leisure wear. Accessories like bandanas and baseball caps are encouraged, as is jewelry like heavy necklaces and bracelets.

Prices range from about \$ 1,000 for a business suit to \$ 300 for a jacket, \$ 100 for pants and \$ 75 for a shirt. But flexibility is the key. Mr. Armani, for instance, boasts that his 1993 spring-summer suits can be worn at least five ways, depending on the shirt and accessories, and Calvin Klein demonstrated the versatility of his three-piece suit recently by mixing its components with shorts and bluejeans.

But will it play in Peoria? More important, will it play in Atlanta? Although Neiman Marcus officials report the 50 Donna Karan men's skirts they ordered sold out through preorders before even reaching the Lenox Square store, other area retailers are less sure the men's clothing revolution is for real. They concede three-piece suits may be back - albeit with a slightly fuller cut - but a consensus on anything is impossible. And men's skirts?

"If you put out a headline, 'Men Are Wearing Skirts,' all that means is that two people are wearing skirts,"

grumbled Hamilton Stockton Jr., president of H. Stockton Inc. stores. "The market is so fragmented right now that you can't say everybody is doing anything at all. There has been so much change in the market over the last 36 months that it's hard to know what to believe. All we can do is continue to give our customers the sort of classy, dependable clothing they are used to."

Neil Kaplowitz, owner of the Buckhead Men's Shop, is even more blunt. "We wouldn't touch a men's skirt with a 10-foot pole," he said.

But along with upscale department stores like Neiman Marcus and Saks Fifth Avenue, many of the hipper, more urban retailers in and around Atlanta, such as The Rogue at 284 Buckhead Ave. N.E., are grappling with the flood of styles and variations available to men.

"It's hard to keep up, but we have no choice but to accept what's coming," said store manager Gregoirecq Duncan, whose customers range from bank CEOs and heart surgeons to musicians and major league baseball players. "One day it's a suit from Donna Karan [that's in vogue], the next day it's a suit from Commes des Garcones. No one is current - everything works now. All you need is a good eye to sort it all out."

And therein lies the problem. Many fashion insiders wonder aloud whether men have the skill - let alone the confidence - to mix and match their clothes, especially in an era when anything goes. There is such a thing as too much freedom, and men are notorious for either a) letting their wives dress them or b) choosing safe, familiar clothing that will last longer over something that could be out of style by September.

Colby L. McWilliams, vice president of men's fashion for Neiman Marcus, admits as much but believes the current fashion freedom could last four to five years.

"The problem in America is that men are not educated at a young age in how to dress," he said. "Women are; they develop a fashion sense very early on. But daddy doesn't take his son to the clothing store on Saturday, and that's why so many men have trouble deciding what their 'style' is. More often than not, they end up wearing somebody else's style."

"Men don't get enough information. The press doesn't stress men's fashion enough, and as a result they don't develop."

Reinventing men's fashion is not without risk, however, especially for those who have made their name in women's fashion. Isaac Mizrahi lasted less than two years in the menswear business - despite winning the 1991 Council of Fashion Designers of America menswear award - and others such as Anne Klein and Adrienne Vittadini pulled out recently after lackluster sales. Liz Claiborne Inc. founded a menswear division in 1985 but eventually abandoned the idea of suits and ensembles for mostly shirts and sweaters.

Part of the problem may be plain old chauvinism. Designer Jhane Barnes reportedly added an H to her name at the suggestion of a business partner in order to make her menswear appear more masculine, and Ms. Karan experimented with the name Don Karan for her line before deciding to stick with her signature DKNY (Donna Karan New York) label.

In fact, it is Ms. Karan's line that has generated the greatest publicity and figures to stand as the bellwether of the crossover industry, especially now that President Clinton has begun wearing her couture suits. But while her DKNY womenswear raked in \$ 185 million in sales last year, DKNY Men is projected at \$ 30 million in sales this year, and industry analysts are watching her progress closely.

"This could be her big breakthrough," said retail industry consultant Alan Millstein. "This could put her in the big leagues with Ralph Lauren, Tommy Hilfiger and **Nautica**. Only one other American designer has ever successfully produced both a men's and women's line, and that was Ralph Lauren. This is her ticket to the hundred-million-dollar club."

Real men render a verdict

Big-name designers such as Calvin Klein and Donna Karan are releasing couture and leisure-wear lines appealing to a broader spectrum. To get the real man's take on these lines, The Atlanta Journal-Constitution asked four nonmodels to try on the clothes and comment.

They tried everything from a Giorgio Armani suit to a Donna Karan skirt and offered these insights:

Alan Urech, 44, owns a market research company: "I like the Armani jacket and the linen shirt but not the (Calvin Klein) hooded vest. I like the layered look very much, but the vest is too much. I would wear this out, though, maybe to Buckhead or the Peachtree Cafe, but not for business. I'm 44, and I was always told you have to wear long sleeves to work. I was always told to wear a suit - not a jack - and it's hard to get past that."

Harris Bostic II, 30, works in press operations for the Atlanta Committee for the Atlanta Committee for the Olympic Games: "I love clothes. If you looked at my closet, you'd think 10 people lived there. I like the Donna Karan pants and leather vest, but I wouldn't wear the plaid shirt. I'd put maybe a T-shirt under it, maybe my 'Boris & Natasha' shirt or a Mickey Mouse T-shirt."


Wayne Dubiel, 43, is head chef at Delectables: "Men's skirts will never catch on. I wouldn't buy one; I don't even wear a towel at the beach. We have tried to change people's eating habits here, and that didn't work. People here say, 'This is the way we do it, and we are not changing.' Atlantans are too self-conscious to wear skirts."

Eric Safran, 33, works in sales and marketing for a flooring company: "The Donna Karan sweater is very comfortable, but the prices of her stuff are still a little too high for me. I think women would be most likely to buy these things, though, as special gifts for their boyfriends and husbands."

Doug Cress

GRAPHIC: color photo: Alan Urech (right) wears a Giorgio Armani Collection wool suit (\$ 1,175) and T-shirt (\$ 85) with a De Vecchi belt (\$ 85). At Neiman Marcus. / JOEY IVANSCO / Staff color photo: Eric Safran (left) models a DKNY Men's sweater (\$ 255) and DKNY Men's T (\$ 33). At Saks Fifth Avenue. / JOEY IVANSCO / Staff color photo: Harris Bostic II (above) sports a DKNY Men's leather vest (\$ 375), shirt (\$ 98), tank top (\$ 52) and black jeans (\$ 67). At Saks Fifth Avenue. / Joey Ivansco / Staff color photo: Wayne Dubiel sports a linen jacket (\$ 585) and "beach wrap" skirt (\$ 165) from Donna Karan. Available by special order from Neiman Marcus. / Joey Ivansco / Staff photo: Harris Bostic II (above) wears a San Remo blazer (\$ 475), San Remo pants (\$ 110) and Jhane Barnes shirt (\$ 155). / Joey Ivansco / Staff photo: Alan Urech (left) wears a Calvin Klein Collection wool suit (\$ 1,020), hooded cardigan (\$ 175) and T-shirt (\$ 150). At Neiman Marcus. / Joey Ivansco / Staff

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Auto Show Revving Up at Javits. Newsday (New York) April 4, 1993, Sunday, ALL EDITIONS

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April 4, 1993, Sunday, ALL EDITIONS

SECTION: CAR SHOW '93; Pg. 3

LENGTH: 698 words

HEADLINE: Auto Show Revving Up at Javits.

BYLINE: Tom Incantalupo. Principal writer for the 1993 edition of the "CAR SHOW" section was automotive reporter Tom Incantalupo of the Newsday business staff.

BODY:

The nation's oldest auto show returns this Saturday to the Jacob K. Javits Convention Center in Manhattan and runs through April 18.

Its organizers at the Greater New York Automobile Dealers Association say there'll be almost 1,200 new cars, vans and experimental vehicles on display, along with 300 exhibits from 36 manufacturers ranging from Acura to Volvo.

Once again, more than a million visitors are expected. They'll get their first looks, up close and personal, at 20 new or upcoming 1993, 1994 and even 1995 models, some of which are being shown for the first time anywhere. As always, there'll be a selection of experimental cars and trucks, too.

The brand new '93 or '93 1/2 models at the New York International Auto Show will include:

The redone Volkswagen Golf III, GTI and Jetta III; Limited Edition Subaru SVX; redone Toyota Supra and Saab 900 Turbo Commemorative Edition; and the Mazda AZ-1, a gull-winged micro mini car built for the Japanese market.

The '94 lineup:

The Lincoln Continental; BMW 325i convertible; Porsche Carrera 4 and 911 Speedster; GMC Sonoma compact pickup; Mazda B-series compact pickup; Dodge Ram full-sized pickup; Chrysler New Yorker; Mitsubishi Galant; BMW 540i sedan; Infiniti Q45; and Vector WX-3 Roadster.

And at least one '95 model that is scheduled to be there: The newest luxury model from Oldsmobile, the Aurora.

Other relatively new cars and trucks you might not yet have seen on the road but will see at the Javits Center really run the gamut:

The redesigned Chevrolet Camaro and Pontiac Firebird, the mid-sized Toyota T100 pickup and restyled Nissan pickup; redone Volkswagen Eurovan; specially equipped Mazda Miata Limited Edition; two-door Isuzu Trooper; Mercedes 600SL convertible; Volvo 850 GLT; Lexus GS 300; Lincoln Mark VIII; Ford Mustang Cobra and Ford F-150 Lightning pickup. Also in attendance will be a "Limited" version of the Ford Explorer; the Saturn wagon and Ford's Ranger Splash, the first compact pickup truck with a flared box.

Take a good look, too, at the 17 experimental cars, providing a glimpse of what we might be driving in years to come, including:

The Dodge Viper GTS Coupe, a version of the 10-cylinder roadster; the Plymouth Prowler, a sort of retro hot rod; the Ford Mustang Mach III, a roadster that hints at the next generation of the pony car; Hyundai HCD-II sports car; Oldsmobile Aero-tech sports car; Mercedes-Benz Panorama Roof SL; the all-aluminum Audi Avus and the Jeep ECCO.

Mercury is showing an experimental version of its Villager minivan called the "**Nautica** Villager" that was redecorated inside and out in conjunction with the sportswear maker. It shouldn't be hard to find; its paint scheme is "Portofino Blue Mist" with "Ivory Pearl" lower cladding.

Sister Ford division is showing one of the wildest of the season's experimental vehicles - a convertible pickup called the Ranger Jukebox. A low rider, it has a cut down wraparound windshield, a 2,500-watt stereo mounted in the box and neon lights that pulsate in time to the music.

Also in the Ford area, look for the Ghia Focus, a breathtakingly beautiful roadster whose many unusual features include a wooden floor.

From Japan comes Toyota's AXV-III, a luxury car of the future with a "shift by wire" transmission, a center console that moves fore and aft with the driver's seat, four-zone air-conditioning and a navigational system using global positioning.

Radical in its shape and propulsion system is a Volvo experimental electric car, the "Environmental Concept Car." GMC will be showing the "Santa Fe," a version of its full-sized pickup with some unusual styling touches.

Devotees of exotic and collectible cars will find a red Lamborghini Diablo; the "Phase III," a customized 1970 Corvette; a restored 1964 Porsche 911 and a 1941 Chrysler Thunderbolt experimental car.

And, for something completely different, you'll find a brand new New York City fire truck and a Shadow Traffic Helicopter.

Other displays will deal with alternative fuels and environmental concerns and one, in the Lincoln-Mercury area, will allow showgoers to "design" a car for themselves on a touch-sensitive computer screen.

GRAPHIC: Photos- 1) This year's auto show will feature experimental vehicles like the convertible Ranger Jukebox pickup, shown above, which has a 2,500-watt stereo and neon lights, 2) and the redone 1993 Toyota Supra. 3) Auto show devotees can expect to be treated to the Ghia Focus from Ford, top, an astounding roadster with a wooden floor; 4) the Dodge Viper GTS Coupe, center left, a variation of the 10-cylinder model; 5) and the '95 luxury model Aurora from Oldsmobile. 6) Car buffs jammed the Javits Convention Center for last year's New York International Auto Show; similar numbers are expected this year.

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THE LATEST LOOK IS LONG, LIGHT AND LAYERED, WITH A TOUCH OF RETRO AND GRUNGE; LET LOOSE FOR SPRING Buffalo News (New York) April 4, 1993, Sunday, Final Edition

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April 4, 1993, Sunday, Final Edition

SECTION: MAGAZINE; Pg. 4

LENGTH: 387 words

HEADLINE: THE LATEST LOOK IS LONG, LIGHT AND LAYERED, WITH A TOUCH OF RETRO AND GRUNGE; LET LOOSE FOR SPRING

BYLINE: Stories by Susan Martin,

BODY:

Spring clothes are so light and airy, it's as if fashion is in the clouds.

Think long. Think soft. Think fluid. That's what big-name designers did for spring, and more moderately-priced lines ranging from Liz Claiborne to JH Collectibles to the Gap stepped in line.

Probably wearing platform shoes.

For women, look for tissue-light fabrics layered like crazy. Longer lengths. Softer colors, often worn together in various shades.

For men, expect more lightweight layering. More pales. And a noticeable increase in natural colors and fabrics.

For children, watch for softer hues, often pastels, in prewashed cotton.

The following ensembles, selected from local stores, show a variety of options for dressing during the months ahead.

Sure, the fashion world is talking about the return of -- gasp! -- bell-bottoms, but that is only one slice of what spring fashions offer. While color trends lean toward the naturals, there are a variety of bright colors to choose from.

Although hemlines are longer, the walking short is still a favorite.

And while layering is key, new styles that bare the shoulders, legs, even the midriff cannot be ignored.

This lightening-up of fashion called for an open, airy setting. Interior designer Karen Fick directed BUFFALO to local builder Henry Jurek, of Jurek Builders Inc., who provided the space.


The models include Jodi Johnston and Andre Stewart from Wright Modeling and Kim Crawley and Stephen Anderson from L Models. The children are 6-year-old D.J. Foote, who is building his own modeling portfolio,

and Lindsey Smith, 7.

Warm-weather clothes are here. Can spring be far behind?

GRAPHIC: Photographs by Bill Wippert, Her navy cotton pullover sweater with embroidered wheel, \$ 78, coordinates with a white-on-navy print rayon "skort," \$ 58, and white cotton/polyester blouse with nautical motifs, \$ 48. Roomy duffel bag, \$ 36. All at Carroll Reed, Snyder Square. His golden-yellow Catamaran jacket by **Nautica**, \$ 135, layers over a bright green sport shirt by Hugo Boss, \$ 65, and white cotton-canvas pleated pants by **Nautica**, \$ 49.50. At Harry Rosen, Walden Galleria.; One of the best looks of the season teams natural colors with pants and long jackets. Designer Dana Buchman layers a sand-colored washed-silk collarless jacket, \$ 292, over a blouse, \$ 170, and trousers, \$ 170. Gold rosebud clip-on earrings, \$ 200. All at Jenss, Boulevard Mall.

LOAD-DATE: April 6, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Ford lets Mustang roar after 15 years USA TODAY April 8, 1993, Thursday, FINAL EDITION

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USA TODAY

April 8, 1993, Thursday, FINAL EDITION

SECTION: MONEY; Pg. 8B

LENGTH: 744 words

HEADLINE: Ford lets Mustang roar after 15 years

BYLINE: James R. Healey

DATELINE: NEW YORK

BODY:

Ford says it will begin building the 1994 Mustang in early October, finally replacing the current version that is based on a design on sale since 1978. Cars should be on sale by Thanksgiving, and ads for the new sporty car will begin Dec. 27.

Ford often launches important models just after Christmas to avoid the new-car advertising clutter of fall and spring.

Even though Ford has had 15 years to rethink the design of the famous U.S. sporty car, the automaker is not changing the basic technology.

The '94 will ride on a chassis derived from the current model and will be powered by older-design engines instead of Ford's latest overhead-camshaft modular engines already in use on full-size Fords, Mercurys and Lincolns.

Auto analysts expect one of those high-tech V-8s to be offered as an option in the 1995 model. Using carryover parts should help Ford keep the price down so the Mustang can get a running start in the market against General Motors rivals Chevrolet Camaro and Pontiac Firebird.

The redesigned GM sporty cars went on sale last month.

To steal back some attention from the GM models in the meantime, Ford has been teasing auto-show crowds with Mach III, a striking red roadster that Ford says resembles the '94 Mustang. Those who've seen the production car say, though, that only the front and part of the sides look like the Mach III.

The '94 model will come standard with two air bags and a 140-horsepower, 3.8-liter V-6. Optional: anti-lock brakes and the 4.9-liter V-8 from the current Mustang.

Luxury plus two: Ford's upscale Lincoln-Mercury division announced a pair of new additions.

The 1994 Lincoln Continental gets a new, beefier grille and minor cosmetic changes to carry it until the 1995 model, which is scheduled to get a version of the 4.6-liter, high-tech, Romeo modular V-8 engine to replace the current 3.8-liter V-6.

Base price of the '94 Continental, which arrives at dealerships later this month, is \$ 33,850 - up \$ 505, or about 1.5%, from the '93.

Mercury says it will apply a lesson from successful corporate cousin Ford Explorer to its Villager minivan, a model produced in a joint venture with Japan's Nissan. The top-end Villager for 1994 is the **Nautica**, distinguished by the sportswear firm's emblems on the leather seats and the tailgate.

Ford uses trim and design cues from outdoor-wear firm Eddie Bauer to create a popular, higher-priced version of the Explorer.

Mercury says the Villager **Nautica** price hasn't been decided yet, but that it will be priced only slightly higher than the current top model.

Mercury expects to sell about 7,000 **Nauticas** per year, roughly 10% of total Villager sales.

Q45 goes glitzier: Nissan's Infiniti luxury brand is showing the '94 Q45 sedan here. The \$ 47,500 high-performance luxury car has surrendered its minimalist design philosophy and bowed to what planners think matches customer tastes. The new model, making its world debut at the show here, gets more chrome, a standup grille instead of the smooth snout and wood interior trim, both real and fake.

Q45 was launched in November 1989 as the boldly macho performance sedan in a sea of softer luxury contenders. The '94 model is a bit cuddler, offering slightly softer seats and suspension for a smoother ride, and slightly slower steering so it doesn't feel as darty.

"While this is somewhat of a philosophy change for us with this vehicle, it's something our clients have asked for, so we did it," says Peter Harris, Infiniti marketing manager.

BMW 3-series drives on: BMW hopes to continue the momentum of its redesigned, entry-level 3-series cars with a convertible. The 325i ragtop, making its debut at the show here, is priced at \$ 38,200 - about \$ 1,800 more than the 325i convertible it replaces. The lowest priced 325i: \$ 29,650. The new convertible arrives at

BMW dealerships in July. BMW introduced the 325i convertible in

1987, selling about 10,000 a year the first three years before sales began dropping off. BMW has sold about 46,000 of the original convertible model and hopes to sell at least 10,000 a year of the redesigned model, though it wouldn't give a specific target.

The softtop uses the 2.5-liter, 189-hp six-cylinder engine that's in the coupe and sedan models of the 325. Options include an aluminum hardtop and rollover safety devices that pop up from behind the rear seats if the car turns over. Dual air bags are standard.

GRAPHIC: EAR PHOTO, color, AP; PHOTOS, color (3)

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GM's Smith dodges darts in New York Automotive News April 12, 1993

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Automotive News

April 12, 1993

SECTION: AUTO SHOW; Pg. 8

LENGTH: 877 words

HEADLINE: GM's Smith dodges darts in New York

BYLINE: JIM HENRY, Staff Reporter

DATELINE: NEW YORK

BODY:

General Motors President Jack Smith played it safe in a speech kicking off the auto show here, and in a question and answer session afterward, he stolidly refused to be drawn out when he was handed a couple hot potatoes.

Following Smith's speech to the International Motor Press Association on the anniversary of his first day on the job as president of GM, a reporter badgered Smith about GM cars that have passive seat belts anchored to the doors instead of the B-pillar. Lawsuits against GM contend the belts can become a hazard if an accident causes the door to pop open.

"Do you have any plan to move back to compliance with the spirit of the law, not just the letter?" Smith was asked.

"Whatever we're doing meets the requirements of the safety acts (laws)," Smith replied.

"That's my point," the reporter shot back.

Smith was also questioned sharply about GM's decision to close the plant in Tarrytown, N.Y., when it finishes building the current APV minivan, despite incentives that state and local governments gave GM to land the business.

"Would you understand if those people (in Tarrytown) boycotted GM?" he was asked.

"Yeah," he said as he solicited another question.

* L-M SHOWS CONTINENTAL

Lincoln-Mercury Division unveiled its 1994 Continental and the 1994 **Nautica** Villager.

The Continental is a "mid-cycle freshening," said Stephen Lyons, general marketing manager.

The **Nautica** Villager minivan is loaded with upscale features designed by New York-based **Nautica** International Inc.

Lyons said airbags will be added to the Villager in November, but for now the minivan will keep its motorized passive belts.

The 1994 Continental went into production March 31. May 6 is the official introduction date.

The division said suspension improvements give a better ride and eliminate lift and dive during acceleration and braking.

The company said 1994 Continental base prices are up \$ 505, or 1.5 percent, compared with comparably equipped 1993 models.

*** VOLVO WANTS SMALL CAR**

Following an auto show press conference, Mats Ola Palm, Volvo Cars of North America president and chief executive, said that in the next four years or so, he hopes to import an all-new small car that will result from a joint venture with Mitsubishi Motors Corp.

Mitsubishi and Volvo formed a joint venture in Holland to build small cars; each gets a different model from a common platform.

At the auto show, Volvo displayed the final version of its "boxy, but good" 240, which debuted in 1975 and is in its last model year.

*** ROLLOVER AID IS EXTRA**

BMW of North America unveiled an all-new 1994 325i convertible, to be introduced this summer. Its \$ 38,200 price is \$ 1,880, or 5.2 percent, above the present model.

A rollover-protection system is a \$ 1,300 option in order to keep the base price down, said Vic Doolan sales and marketing executive vice president. BMW expects 70 to 80 percent of buyers to order the spring-loaded system, which deploys rollbars behind the rear seats if a sensor detects a rollover.

*** MERCEDES ZINGED**

Karl Gerlinger, president and chief executive officer of BMW North America, said BMW will begin construction on its South Carolina plant this month.

Gerlinger zinged Mercedes-Benz about its announcement that it will follow BMW in building a U.S. passenger-vehicle plant.

"We are not a 'me-too' company," he said.

Asked whether BMW will follow Mercedes in seeking a New York Stock Exchange listing, Gerlinger gave what he called "a very clear no."

*** SAAB COMMEMORATES 900**

A farewell version of the 15-year-old Saab 900 model, which compared to the Volvo 240 is relatively young, is on the stands.

The replacement car, due next fall, is expected to keep the 900 badge, said Steve Rossi, Saab Cars USA Inc. spokesman.

The Saab 900 Turbo Commemorative Edition gets 25 additional horsepower from higher turbo boost pressure.

Rossi said only 325 will be imported, and most U.S. dealers will get only one.

Saab said it has begun importing 1994-model convertibles. The 1994 ragtops have a driver-side airbag.

They also command a higher price, although they are mechanically unchanged.

The 900S convertible goes up \$ 810, or 2.5 percent, to \$ 33,275 suggested retail; the 900 Turbo droptop is hiked \$ 995, or 2.7 percent, to \$ 38,475.

* MORE POWER IN ALFAS

Alfa Romeo Distributors of North America showed the latest versions of its 164 sedan, with more horsepower and refinements inside and out.

The 164L will be badged LS for 1994 this summer. Improvements to the engine, including a distributorless ignition, will boost horsepower to 210 from 183

The sportier 164S will be re-named Quadrifoglio, the Italian name for Alfa's racing emblem. The Quadrifoglio will produce 230 hp, up from 200 for the 164S.

* ROCK DEFENDS ACHIEVA

Oldsmobile General Manager John Rock said Achieva sales have dropped dramatically in 1993, in part because the car was underpriced when it was introduced last year with a "\$ 199 down, \$ 199 a month" promotion.

"I started multiplying \$ 199 by 48 (months), and no matter how I cut the math, I couldn't see how we were going to stay in business. When we started selling the car for what we had to have for it, the sales went down," he said.

GRAPHIC: Photo, The 1994 Continental looks new front and rear, with a new grille, taillamps and side moldings.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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A licensing vehicle; Ford Motor Co. Lincoln-Mercury division licences the Nautica name; Brief Article Daily News Record April 13, 1993

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Daily News Record

April 13, 1993

SECTION: Vol. 23 ; No. 69 ; Pg. 12; ISSN: 0162-2161

LENGTH: 357 words

HEADLINE: A licensing vehicle; Ford Motor Co. Lincoln-Mercury division licences the **Nautica** name; Brief Article

BYLINE: Walsh, Peter

BODY:

Nautica president David Chu said the last thing he expected was to be approached by Ford Motor Co.'s Lincoln-Mercury division to the license the **Nautica** name for a special-edition minivan vehicle.

"It is the perfect car for active lifestyles," Chu said of the utility-type vehicle with the ocean-inspired color scheme. "It looks like the classic-looking boats we use, but its translated into a car." Both the minivan and the **Nautica** sportswear line share the same target market.

For model year 1994, the Mercury **Nautica** Villager minivan will carry the **Nautica** flag colors of twilight blue and white with the signature **Nautica** yellow trim. The seats are embossed with the **Nautica** spinmaker and the floor mats are printed with the Nautica name.

The car is fully loaded, top-of-the-line model with leather captain's chairs, power windows and locks, well, you know the deal. A **Nautica** duffie bag is also thrown in.

Nautica joins the list of Ford's Lincoln-Mercury fashion licenses including Bill Blass, Givenchy, Cartier, and Eddie Bauer, which is to date the most popular licensed edition the car company has.

"It's been about 10 years that we've had the Eddie Bauer name and it's been very successful," said Lee Miskowski, vice-president of Ford and general manager of Lincoln-Mercury at a lunch to launch the **Nautica** car.

Ford expects to sell about 7,000 of the **Nautica** cars next year and as the brand-awareness factor increases and the fashion-conscious consumer gets noticed, it may sell even more. Ford has the option to renew the license annually.

Miskowski concedes that he is banking on the women to spur sales of the car. "We found that about 60 percent of the buyers of minivans are women," he said. "This one is a crossover. I understand about 60 percent of men's wear is bought by women."

The sticker price on the car has not been established as yet, but you can bet it will be in step with the better price points of the **Nautica** apparel line. "But we found that you can not be overpriced on these

things," said Miskowski. "They sell better at a moderate increase in price over the basic model."


GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 3711 Motor vehicles and car bodies ; 3714 Motor vehicle parts and accessories ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 13645306

IAC-CLASS: Trade & Industry

LOAD-DATE: August 23, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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GETTING ALONG SWIMMINGLY St. Louis Post-Dispatch (Missouri) April 22, 1993, THURSDAY, FIVE STAR Edition

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St. Louis Post-Dispatch (Missouri)

April 22, 1993, THURSDAY, FIVE STAR Edition

SECTION: STYLE WEST; Pg. 1

LENGTH: 430 words

HEADLINE: GETTING ALONG SWIMMINGLY

BYLINE: Becky Homan Post-Dispatch Fashion Editor Photos by Gary Bohn Of the Post-Dispatch Staff


BODY:


FASHION THEMES that are in the swim are animal prints, nautical colors, tie-dye looks and eye-popping brights of turquoise, purple and fuchsia. And that's just what the kids are wearing. Swimsuits for moms and other fashionable women this summer feature those options plus the grown-up trends of suits in sleek black velvet, in frisky suede-like fringe, in sexy, sheer insets and all topped, if swimsuit cover-ups are warranted, with see-through crochet. Perhaps newest for women is the oldest look of all: skirted suits based on what an Esther Williams might have worn in the 1940s or '50s. In fact, a new line is called Esther Williams. But everyone from Calvin Klein to Anne Cole is featuring retro styles for the younger woman or for the young at heart. And the skirted suits are, indeed, new. "That's really, I think, been a big focus from all of the lines," says Ellen Adams, manager of Margaret's swimwear and lingerie store in Clayton. "The skirted and dress-style suits are kind of fitted to the body, not like the old-style skirts. They're figure-conscious suits this year, like a skirted tank, almost. And they look young." But back to the really young swimmers - the kids. Little girls have always had the option of a skirt-like ruffle on one-piece swimsuits and tanks. Adams says swimwear makers aren't immune from copying adult styles for the kids' market. It's happening more and more these days. "I think the manufacturers think of them as miniature adults, especially in patterns," Adams says. "They like the mother-daughter look. And I guess children's clothes have followed adults for a number of years. Children like to feel dressed up, like their mothers." Models in this issue, by the way, are real-life moms with their kids, modeling side-by-side. They wear the mother-daughter animal prints, which Adams says are back stronger this year than they were last. "Animal prints are sort of a replay of several years ago, but they're good-looking and people seem to like new variations of the prints." Mom and son also model new approaches to nautical colors and prints - strong sellers again this year, Adams says, "in wonderful fabrics, cottons and others." And the whole family wears brights. Purple, says Adams, is a good color "especially if it's played down and kind of muted. It looks good on people with dark skin and tans." Fuchsia and turquoise, though, may be the most popular color combination of the summer. "We've gotten away from neons," Adams says, "and these two colors are appealing because they're very bright and clear."

GRAPHIC: PHOTO; Color Photos by Gary Bohn (1) From Speedo comes bright blocks of color styled into racing suits, including mom's tank (\$56.95), a little girl's solid tank (\$18.95), and a color-blocked one (\$26.95), plus goggles (\$5.50 each, all from B&B Sports & Swim). (2) Animal prints for Mom or kids are back. Mom's is by Gottex (\$98) and the girls, by Oshkosh (\$20 each, all from Famous-Barr). Her earrings are from Melanie's (\$42) as are the girl's gold sandals (\$5.50). (3) The skirted swimsuit is back in style for summer, here by Anne Cole in pin dots on navy (\$88, Margaret's), worn with red-white-and-blue earring squares (\$8, Melanie's); a little boy's companion nautical look comes from **Nautica** (\$24, from Roberts Boys Shops) with baseball cap from Melanie's (\$17). (4) An Oscar de la Renta suit for mom (\$68) and a

boy's swim briefs by Cole Minors (\$10, both from Dillard's). Her earrings are from Melanie's (\$23). Location is the pool area, sauna and locker room at the Adam's Mark hotel's health club. (5) A Dundee Mills tie-dye beach towel (\$14.99), polka-dot tank (\$14.99) and Gitano sandals (\$7), and Snoopy-print trunks (\$6.99, all from Venture). The earrings are from Melanie's (\$18). (6) Turquoise and fuchsia brights for moms and kids come in such styles as: a woman's solid tank suit (\$36); a woman's floral-print maillot with tummy control panel (\$62, both from Talbot's); a child's Olympic-style fuchsia tank by Cole for Kids (\$17); a tropical-fish patterned suit by Catalina Kids (\$32); and boys' trunks by Leggoons (\$28, all from Talbot's Kids). (7) The sexy black velvet suit is something for Mom to wear on her own time, here by Baja Blue (\$78), with Emmanuelle Khanh sunglasses (\$155), St. John earrings (\$75), bangle bracelets (\$110 to \$130, each), SFA straw hat (\$55) and black-wedge shoes (\$78, all from Saks Fifth Avenue). (8) Another fetching woman's suit comes in a suede-and-fringe look by Gottex (\$104), worn here with Ann Cichon earrings (\$95) and DKNY straw hat (on the model's back, \$70, all from Neiman Marcus). By Becky Homan Post-Dispatch Fashion Editor Photos by Gary Bohn Of the

LOAD-DATE: October 7, 1993

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FASHION FLASHES;Nautical looks for the family Orange County Register (California) April 23, 1993 Friday

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Orange County Register (California)

April 23, 1993 Friday MORNING EDITION

SECTION: IMAGE; Pg. Q02

LENGTH: 150 words

HEADLINE: FASHION FLASHES;
Nautical looks for the family

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:

Seaworthy fashions for mother and child, top, are available from the Laura Ashley collection. The women's red cotton sailor dress (\$ 128) and red cotton overalls for baby (\$ 44) are available at Laura Ashley boutiques. Crisp color striping allows dad, left, to navigate the seas in style. **Nautica's** pullover knit shirt features bold stripes in red and royal blue against a white background (\$ 47). White cotton shorts (\$ 41) complete the look. Available at the **Nautica** store, Newport Beach, and Nordstrom stores. Right, a shorter-cut double-breasted jacket (\$ 88) with traditional navy and ivory striping complements full-leg ivory trousers (\$ 58) from the Spiegel collection. Available from the Spiegel '93 catalog by calling (800) 345-4500.

Compiled by

GRAPHIC: BLACK & WHITE PHOTO; PHOTO STORY

LOAD-DATE: November 13, 1996

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

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Timex on Upscale Watch BRANDWEEK formerly Adweek Marketing Week April 26, 1993

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BRANDWEEK formerly Adweek Marketing Week

April 26, 1993

SECTION: LICENSING; Pg. 4

LENGTH: 238 words

HEADLINE: Timex on Upscale Watch

BYLINE: By Elaine Underwood

BODY:

When Timex introduces its licensed **Nautica** wristwatches this fall, the company will be breaking into both a new niche and level of distribution.

Because **Nautica**, a preppy casualwear line for men, is sold in specialty stores, mass marketer Timex will gain a foothold in the upscale market. Timex and **Nautica** will support the launch with an estimated \$ 1 million print campaign.

Timex has been seeking an upscale men's and women's license since last year. **Nautica** signed in December, but negotiations with DKNY (Donna Karann New York) fell apart. "We want someone of that caliber," said Diane O'Connor, director of fashion and youth watches at Timex.

Nautica watches will be targeted to men, age 25 to 54. Other fashion watch brands such as Fossil and Guess, another Timex licensee, skew to people 30 and younger.

Nautica happens to be on a licensing spree of sorts. The New York apparel firm, with estimated 1992 revenues of \$ 112 million, recently signed an agreement with Ford's Lincoln Mercury division to produce a line of **Nautica**-themed Villagers. The 1994-model minivans will feature navy and white color schemes and polished teak floorboards, reminiscent of a yacht.

Nautica watches will sport such sea-safe innovations as waterproof leather straps. The line will debut with 30 models, retailing between \$ 60 and \$ 300. Timex will also extend its Indiglo illuminated-dial technology to **Nautica**.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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FITTING THE BILL; TRADITIONAL ON THE JOB, BUT GIVEN TO FITS OF OVER-CASUALNESS, PRESIDENT CLINTON RECEIVES A MIXED APPROVAL RATING WHEN IT COMES TO SARTORIAL STYLE *Los Angeles Times*
April 30, 1993, Friday, Orange County Edition

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April 30, 1993, Friday, Orange County Edition

SECTION: View; Part E; Page 1; Column 2; View Desk

LENGTH: 952 words

HEADLINE: FITTING THE BILL;
TRADITIONAL ON THE JOB, BUT GIVEN TO FITS OF OVER-CASUALNESS, PRESIDENT CLINTON RECEIVES A
MIXED APPROVAL RATING WHEN IT COMES TO SARTORIAL STYLE

BYLINE: By KATHRYN BOLD, SPECIAL TO THE TIMES

BODY:

Compared with the deficit and taxes, the state of President Clinton's wardrobe is probably a trivial matter.

Yet many in the menswear industry have good reason to keep close watch on the President's clothing. Should Clinton turn out to be a trendsetter in the tradition of John F. Kennedy (a bit of haberdashery history that most experts agree Clinton shows little sign of repeating), he could have a far-reaching influence on men's fashions.

So far the President has a mixed approval rating when it comes to style. While some experts applaud the traditional attire he's been wearing around the White House, those polled agreed that his casual wardrobe needs a workout.

To be sure, one's assessment of the President's wardrobe can be colored by one's politics.

"I'm having trouble with him politically, so this is really hard for me," said Tom Fuller, owner of Fuller's for Men in Monarch Beach, before launching into a critique of Clinton's wardrobe.

"Clinton is just following in previous Presidents' footsteps," he said. "It's still the dark Southwick suits and white shirts, but that's my business. I can't knock it. It's popular with Orange County businessmen."

Most define Clinton's style as traditional but more relaxed than his Republican predecessors. The President's favorite working wardrobe: a navy suit, regimental striped tie and a white shirt with a straight collar.

"With Clinton being younger than Bush, it will give new credibility to the traditional look," said Ray Wills, men's fashion director for Bullock's/Macy's who rates Clinton's style highly.

"For a while it wasn't chic to wear clothes that fit you or looked right. Anti-fashion was in fashion. The rep

tie, the white shirt wasn't happening," he said. "Now the pendulum is swinging the other way. The white shirt is our No. 1 shirt. Ties are back to more controlled patterns and stripes."

Tom Julian, fashion director of the Men's Fashion Assn. in New York City, expects Clinton to have "a very positive impact" on what men wear.

"Clinton doesn't dress like a typical D.C. politician," Julian said. "For the first time we're seeing a very contemporary business dresser. Clinton has selected suits with an international silhouette. They have soft, rounded shoulders. The jackets have low-notch lapels and no vents. The pants are pleated. He's wearing slit welted pockets instead of flaps because he does have a waist area."

"Clinton is 6-foot-2 and has very strong shoulders. His style can carry over to a lot more men of his same ilk. They don't have to have the perfect model figure," Julian said.

*

Cliff Chally, the Los Angeles-based costume designer for "Designing Women" and "Evening Shade" (two TV shows created by Clinton pal Linda Bloodworth-Thomason), is partly responsible for Clinton's evolving style.

"During the summer I was asked to help coordinate his wardrobe. I talked to him and made some suggestions. I put him in suits with a little bit of a younger cut and fine-tuned his image for television," Chally said.

Chally persuaded Clinton to update his suits a bit -- so the jackets had a more relaxed fit and no vents. He also weaned Clinton from his favorite white shirts.

"The photographers were always complaining about the glare on his white shirts. Now he often wears light blue or ecru -- which looks white on camera."

Chally maintains Clinton has a natural sense of style. "He's very classic. He has nice taste. He has a great tie collection."

Clinton's favorite color is navy, Chally says, although recently he's been seen wearing gray suits.

"It's a relief," Wills said.

*

Clinton's fashion record is not without its blemishes.

"He's not a bad dresser, but he could improve," said Bjorn Sedleniek, owner of POSH menswear in Fashion Island, Newport Beach. "Some of his suits don't look presidential. The lighter-colored ones don't come across with the authoritarian look a President should have."

"The only good thing he pays attention to is his shirt collar. He wears the right kind -- straight."

Sedleniek gave Clinton low marks when he appeared to experiment briefly with contemporary, wider-shoulder suits and baggy pants at election time. "He looks better in the classic clothing. Currently he has stayed with a more traditional look. It's relaxed, but it's not that baggy, sacky look."

He also complimented Clinton on his choice of ties.

"Unlike former Presidents, he's wearing a lot more current neckwear," he said. "He's worn some of the more abstract patterns, and the ties are more colorful than the red, white and blue ones that George Bush wore all the time."

*

Clinton really loses votes in an area a young, sax-playing President should ace: the casual wear department. Sedleniek faulted him for looking sloppy in his jogging clothes.

Fuller was even harder: "He looks like a slob to me. He wears plaid shirts, but they don't look like quality shirts. He probably saved money on his wardrobe to give to Hillary (Clinton). And those baggy running sweats -- to me that doesn't show class. Bush always looked good, even when he went fishing."

Should the President call him for advice, Fuller would suggest Clinton switch to sportswear by Henry Cotton, such as the company's classic polo knit shirts, or knit shirts and casual cotton pants by Ralph Lauren.

One possible ensemble: Ruff Hewn khaki pants (\$65), a navy **Nautica** jacket (about \$100), button-down cotton shirt (\$45) in plaids or stripes and a pair of Timberland walking shoes (\$90).

But Fuller wouldn't give the President any special treatment:

"I'd charge him full price, with the California sales tax."

'With Clinton being younger than Bush, it will give new credibility to the traditional look.'

GRAPHIC: Photo, COLOR, Bill Snyder interprets the Southwick wool suit (\$625) in gray with lively Robert Talbott tie (\$48); Photo, COLOR, Snyder upholds tradition in a wool suit by POSH (\$395) and Robert Talbott tie (\$38). Flag from Nikki's Flags of Newport Beach. MARK BOSTER / Los Angeles Times; Photo, COLOR, President Clinton Reuters

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PRICE SAVVY: FROM DENIM TO SILK, MEN CAN RELAX WHEN IT COMES TO CASUAL SHIRTS THAT LOOK GOOD, TOO Los Angeles Times May 7, 1993, Friday, Orange County Edition

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May 7, 1993, Friday, Orange County Edition

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LENGTH: 1272 words

HEADLINE: PRICE SAVVY: FROM DENIM TO SILK, MEN CAN RELAX WHEN IT COMES TO CASUAL SHIRTS THAT LOOK GOOD, TOO

BYLINE: By JULIE BAWDEN DAVIS, SPECIAL TO THE TIMES

BODY:

When it's time to pull out the casual clothes for a little R & R, "Most men want a high-quality shirt that has a comfortable look and feel," says Mark Schell, owner of Mark Schell Design for Men in Corona del Mar.

It's important when shopping for a shirt to choose one that is made of quality material, says Thom Fuller, owner of Fuller's for Men and Women in Dana Point. "Good material will have bright, clear colors," he says.

There are a few trends today in men's casual shirts. "We've seen an increase in the rayon shirts available and a drop in the price of silk shirts," says Jim Cline, manager of Today's Man in Laguna Beach.

Also popular lately are denim shirts, says Janet Vaccaro, manager of A/X (Armani Exchange) in South Coast Plaza, Costa Mesa.

Here is a sampling of stores that carry a variety of casual shirts perfect for downtime enjoyment:

A/X (ARMANI EXCHANGE)

An Armani Jeans 100% cotton navy and white plaid print shirt has long sleeves, a collar and seven cream-colored buttons down the front. Each breast has a button-through pocket and the left pocket has the "Armani J" logo in gold with black lettering (\$88, extra small to extra large).

Another Armani Jeans 100% linen shirt is indigo-dye colored. It is long-sleeved and has a collar. There are eight cream-colored buttons down the front, four of which button underneath and don't show through. The shirt also has cream colored button-through pockets on each breast (\$118, extra small through extra large).

A green and cream striped Armani Jeans 100% cotton shirt has seven buttons down the front. This long-sleeved shirt has two button-through pockets. On the left pocket there is the "Armani J" logo in gold with black lettering (\$95, extra small through extra large).

South Coast Plaza, (714) 556-8842.

ATTIVO

These stores carry an I.O.U. short-sleeved shirt made of 100% rayon. It is purple, green and orange-striped, including the collar. There are seven buttons down the front (\$30, small through extra large).

Another I.O.U. short-sleeved collar shirt has buttons down the front. This 100% silk shirt comes in solid red, gold, white, blue or teal (\$30, small through extra large).

An I.O.U. short-sleeved 100% cotton T-shirt is all blue with a small green stripe on the collar. This shirt also comes in purple, green, yellow, violet or black (\$30, small through extra large).

Crystal Court, Costa Mesa, (714) 979-7018 and Westminster Mall, (714) 373-1687.

FULLER'S FOR MEN AND WOMEN

Here, you'll find a Barry Bricken 100% linen short-sleeved shirt with a collar. It has a license plate design in a number of bright colors, including orange, yellow, green, blue and black. There are seven buttons down the front of the shirt (\$83, medium through extra large).

There is also a Thomas Brothers 100% cotton short-sleeved shirt. This has a picnic print featuring vegetables and condiments in a variety of colors, including white, blue, red, yellow and black. There are buttons down the front of the shirt and there is a pocket on the left breast (\$43, medium through extra large).

The **Nautica** chambray short-sleeved shirt is blue with green, yellow, white and red stripes. It has white chalk buttons down the front (\$57, medium through extra large).

23 Monarch Bay Plaza, Dana Point, (714) 661-2303.

J. RIGGINGS

This store's New River short-sleeved shirt is made of 100% cotton. It has vertical stripes of orange, navy, blue, green, white and wine. The collar is navy blue and the sleeves are also trimmed with blue. There are two buttons down the front in the chest area (\$27, small through extra large).

The Hunting Horn short-sleeved shirt is 100% cotton. The collar on this all-yellow shirt is blue and white striped. The three-button chest area has the same stripes on the inside, which can be seen when the shirt is unbuttoned and flipped open. This top comes in other colors, including orange, black, blue or cream (\$23, small through extra large).

There is also a New River 100% cotton polo-style shirt. This is short-sleeved with three buttons at the throat. There is a navy blue collar and the rest of the shirt is covered with a print design of people golfing, golf clubs and golf balls in rust, gold, black and white (\$27, small through extra large).

MainPlace/Santa Ana, (714) 836-4333.

MARK SCHELL DESIGN FOR MEN

This store carries a wide variety of store brand merchandise, including a Mark Schell 100% cotton knit polo-style shirt. This has a black and ivory smiling fish pattern and a black collar (\$50-\$60, small to extra large).

There is also a long-sleeved, oversize shirt made of 45% cotton and 55% ramie, which is like linen but has a softer feel, says Schell. This shirt buttons all the way down the front. It comes in teal blue, soft pebble blue, yellow, ivory or tan (\$50-\$60, small through extra large).

Another Mark Schell shirt has a "tropical but elegant look," says Schell.

This short-sleeved shirt is 100% rayon and buttons down the front. It is black with a bright geometric design in yellow, red, blue, white, pink and gold. On the left breast there is a buttoned patch pocket (\$60-\$70, small through extra large).

2737 E. Coast Highway, Corona Del Mar, (714) 675-4070.

OAKTREE

At these stores, you'll find a Via D/Uomo 100% raw silk shirt. This collared shirt comes in long and short sleeves. There are buttons all the way down the front and a pocket on the left breast. The shirt comes in a variety of colors, including pastel green, blue, black, mustard, off-white, teal blue and beige (\$40, small through extra large).

A 100%-cotton yellow T-shirt made by U Men has mid-length sleeves. On the left breast there are three embroidered men (\$14.50, small through extra large).

The Rugby shirt made by U Men and Cosi is 100% cotton. It is long-sleeved and comes with either a zipper or buttons that stop midway down the shirt. This collared top is black with maroon, green and yellow stripes. Some of these shirts have hoods (\$30, small through extra large).

Buena Park Mall, (714) 827-7522; MainPlace/Santa Ana, (714) 973- 8409 and Westminster Mall, (714) 897-2426.

TAILOR'S AND MEN'S SHOP

At this store, you'll find a Romani short-sleeved, 80% polyester, 20% cotton shirt. It is gray and buttons all the way down the front. There is a pocket on each breast and two pockets at the bottom of the shirt, giving it a jacket look, says store owner Humberto Lopez (\$24-\$30, medium through extra large).

The DeVinichi shirt has no collar and buttons all the way down the front. This short-sleeved white shirt has dark blue sleeves and is made of 80% polyester, 20% cotton. It has two pockets on the bottom front and an elastic waist band (\$24, medium through extra large).

Also by DeVinichi, there is a green 60% polyester, 40% Dacron short-sleeved, collared shirt. This has buttons down the front and one pocket on each breast (\$30, medium through extra large).

7561 W. Center Ave., 28, Huntington Beach, (714) 894-0772.

TODAY'S MAN

The David Michael's long-sleeved shirt is made of 100% rayon. It is mustard-colored and has a pocket on each breast. (\$28, small through extra large).

The Weeds short-sleeved shirt is black with a blue, gold and coral paisley design. It is made of 100% cotton and buttons down the front. There is a pocket on the left breast and the collar is black (\$28, small through extra large).

The Michael Jordan 100% brush silk shirt is solid taupe. This has long sleeves, one pocket on each breast.

(\$45, small through extra large).

168 Mountain Road, Laguna Beach, (714) 497-2335.

GRAPHIC: Photo, COLOR, Check this out: Jason Schlyer takes it easy in a 100% cotton shirt (\$88) from the Armani Exchange, South Coast Plaza, Costa Mesa. ; Photo, COLOR, Stripe it rich: Schlyer loosens up in a green Armani shirt (\$95) worn over a tank. LACY ATKINS / Los Angeles Times

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USA Classic reports revenues and earnings for the nine months Business Wire May 7, 1993, Friday

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May 7, 1993, Friday

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LENGTH: 908 words

HEADLINE: USA Classic reports revenues and earnings for the nine months

DATELINE: NEW YORK

BODY:

USA Classic, Inc., (NASDAQ:USCL) Friday announced revenue and earnings for the nine months and three months ended March 31.

USA Classic, Inc. reported net earnings for the nine months ended March 31 of approximately \$2,774,000 (69 cents per share) on net sales of approximately \$62,264,000 compared to net earnings of approximately \$386,000 (15 cents per share) on net sales of approximately \$38,139,000 for the comparable period of the prior fiscal year.

Net earnings for the three months ended March 31 were approximately \$897,000 (16 cents per share) on net sales of approximately \$19,373,000 compared to net earnings of approximately \$31,000 (1 cent per share) on net sales of approximately \$11,836,000 for the comparable period of the prior fiscal year.

The following is a summary of the comparative results of operations for the nine months and three months ended March 31.

Milton M. Adams, chairman of the board and CEO of USA Classic, Inc. reports an extremely positive growth outlook for the company, due to the addition of two new divisions, "Phat" and "Gav's", as well as expansion within existing divisions.

USA Classic, Inc. signed an exclusive license to produce and distribute "Phat" outerwear, sportswear, activewear, swimwear and headwear in all categories: men, young men, women, juniors, boys and girls. "Phat fashions are street-life fashions, combining the simplicity and sophistication of the most classic clothing with the casual oversized look," says Adams. Limited merchandise will be sold for spring 1994. Full collections will be shipped in fall 1994 to better department and specialty stores.

The other new division, "Gav's", is producing plaid-flannel boxer shorts sporting over 200 college logos, which are being marketed to the college market, resorts and sporting goods, department and specialty stores. Initial retailer response to "Gav's" has prompted a plan to offer T-shirts, hats and accessories for spring 1994.

Line extensions within existing divisions are anticipated to provide continued growth. For fall 1994 the "Nautica" collection will be expanded to include infant/toddler apparel. "Everlast" recently introduced a group of big & tall sizes, and is introducing robes for holiday 1993, a natural extension for the famous boxing label.

"Danskin Sport's" holiday collection will open on June 1, and an aggressive advertising campaign will appear in national women's magazines this fall. "Our Danskin team, headed by Regina Kravitz, has developed a collection of sportswear that's absolutely on target in terms of both design and pricing," states Adams. Verna Gibson, a director of the company and consultant to "Danskin Sport" continues to guide the team's efforts.

Adams notes, "Additional product sourcing has been established to facilitate servicing our expected growth."

USA Classic, Inc. is a leading designer, manufacturer, and marketer of men's, women's and children's activewear, sportswear and outerwear. It sells its principal product collections under nationally recognized brand names, including "Everlast", "Nautica", "B.U.M. Equipment", "Danskin Sport", and "Phat" through exclusive licensing arrangements. USA Classic, Inc. also sells its product collections under the "Mighty Mac", "Lakeland", "Philippe Monet", "Studio 7036", "Gav's" and "USA Classic" brand names. -0-

USA Classic, Inc. Financial Highlights

	Nine Months Ended	
	March 31, 1993	March 31, 1992
Sales	\$62,264,000	\$38,139,000
Operating income	5,869,000	2,231,000
Net income	2,774,000	386,000
Earnings per share	\$.69	\$.15
Shares outstanding	4,044,000	2,585,000

Earnings per share on a pro forma basis reflecting the initial public offering completed in Nov. 1992 were 63 cents and 19 cents per share for the nine months ended March 31, 1993 and March 31, 1992, respectively.

	Three Months Ended	
	March 31, 1993	March 31, 1992
Sales	\$19,373,000	\$11,836,000
Operating income	1,555,000	607,000
Net income	897,000	31,000
Earnings per share	\$.16	\$.01
Shares outstanding	5,664,000	2,585,000

Earnings per share on a pro forma basis reflecting the initial public offering completed in Nov. 1992 were 6 cents per share for the three months ended March 31, 1992.

CONTACT: USA Classic, Inc., New York
Milton M. Adams, 212/629-0320

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USA TODAY'S SWIMSUIT MAKEOVER USA TODAY May 14, 1993, Friday, FINAL EDITION

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USA TODAY

May 14, 1993, Friday, FINAL EDITION

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LENGTH: 690 words

HEADLINE: USA TODAY'S SWIMSUIT MAKEOVER

BYLINE: Elizabeth Snead

BODY:

More than 150 couples responded to USA TODAY's call for swimsuit volunteers. We flew four of the couples to Miami's South Beach and let Jule Campbell, who oversees the Sports Illustrated swimsuit issues, and Tom Julian of the Men's Fashion Association work their magic; SI model Stacey Williams taught them to strut their stuff on the beach. On this page, USA TODAY's second Swimsuit Makeover;

THE BRYANTS NAPLES, FLA.

- Mary Jo Bryant: 62

- Size: 5-foot-3, 136 pounds, a 10-12.

- Swimsuit needs: Tummy control. She usually buys a suit with a blouson top. She dislikes tummy control suits that push everything up. And she wants removable straps for sunning.

- Solution: A one-piece suit from Gabar, \$ 72. To order, 800-442-1014. The suit has a flirty tap-pant effect that makes her waist look smaller. The Daisy Dot black and white print is also tres trendy.

- Jim Bryant: 70

- Size: 5-foot-11, 180 pounds - a 38 in pants, large in a swimsuit.

- Swimsuit needs: Midriff, again! Jim wants something comfortable, with flattering fit that's non-fuddy-duddy.

- Solution: Bright sportswear by Gant. A green cotton drop shoulder T-shirt, \$ 30; green, purple and fuchsia nylon vertical floral pattern shorts, \$ 32.50. Rayban Outdoorsman, \$ 103, with browbar to give definition to his forehead.

"The vertical pattern on the shorts adds height, the waistband gives definition, the drop-shoulder T is very slimming," says Tom Julian.

THE EDDYS COLORADO SPRINGS, COLO.

- Betsy Eddy: 24

- Size: At 5-foot-9, 135 pounds, she's a 9-10.
 - Swimsuit needs: Certainly no figure problems here. Betsy likes two-piece suits in solid colors. A natural athlete, she usually wears a sporty bandeau-style top, which doesn't give her much bust emphasis.
 - Solution: For a very feminine and high-fashion look, Jule Campbell put Betsy in a Gottex underwire bikini in turquoise with gold lace, \$ 82. To order, call 800-225-7946.
 - Reece Eddy: 28
 - Size: At 6-foot-2, 195 pounds, he's a 32-33.
 - Needs: He likes bright colors and solids. And he's more comfortable in boxer-style trunks.
 - Solution: A cobalt blue nylon-Lycra Jantzen square cut bikini, \$ 17. But for walking, Tom Julian suggested a pair of Mossimo plaid long shorts and, natch, a pair of cool Ray-Ban sunglasses.
- "Reece used to be a swimmer but he wasn't comfortable with the skimpy bikinis anymore," says Julian. "But to show off his physique, we put him in the new square cut bikini. Its very reminiscent of Elvis and the '50s."

THE SMITHS SEATTLE


- Ava Dowell-Smith: 39
 - Size: At 5-foot-6, 150 pounds, she's a 10-12.
 - Swimsuit needs: Ava needs tummy control, bust support and most important, a suit she can move in. "We're very active and do lot of boating."
 - Solution: A hot pink Slimsuit by Carol Wior, \$ 64, with an inner lining that's guaranteed to take an inch or more off your waistline. To order, call 800-882-9467.
 - Ron Smith: 40
 - Size: He's 6-foot-2, 210 pounds, size 34-36.
 - Swimsuit needs: "He has good thighs, cute tush, but a little beer belly," Ava says. "He always wears shorts to swim in. He's never had real swimwear!"
 - Solution: **Nautica** nylon swim trunks, \$ 40, with bold primary stripes. Cotton T-shirt, \$ 30. Rayban Caravan Arista glasses, \$ 150.
- "He took a wider vertical stripe short to proportion his height and broad shoulders," says Tom Julian. And the walking-shorts length helps the boater in Ron.

THE DEMERLYS BLOOMINGTON, ILL.

- Karen: 31
- Size: 5-foot-5, 138 pounds, she wears size 12.
- Swimsuit needs: This new mother needs some bosom support. No strenuous activity here.
- Solution: Jantzen's printed foil stripe cotton/Lycra suit with soft cups and high neck, \$ 72. To order, 800-238-7946.

- Danielle: 9 months, 21 pounds.
- Swimsuit needs: She's perfect, just a slight diaper line.
- Solution: J.C. Penney's suit with net flounce, \$ 10. Her response? "Goo!"
- Jeff: 29
- Size: He's 5-foot-11, 175 pounds, 33-34 waist.
- Swimsuit needs: Jeff's problem area: "My stomach."
- Solution: Classic flag print Tommy Hilfiger cotton shorts, \$ 37, and polo shirt, \$ 55.

GRAPHIC: PHOTOS, color (9)

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Genesco pares 1st qtr. loss; Genesco Inc. Footwear News May 17, 1993

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HEADLINE: Genesco pares 1st qtr. loss; Genesco Inc.

BYLINE: Siegel, Jeff

BODY:

NASHVILLE, Tenn. (FNS) -- Driven by strength in its wholesale footwear division, Genesco Inc. cut its first-quarter losses before a special item.

Excluding a charge of \$ 2.3 million for an accounting change in the period ended April 30, Genesco had a loss of \$ 742,000 versus a loss of \$ 940,000, a year earlier. Sales grew 13.8 percent to \$ 128.4 million from \$ 112.9 million.

Genesco's wholesale footwear division, which markets shoes under several names, including Johnston & Murphy, Dockers and **Nautica**, recorded first-quarter pretax earnings of \$ 848,000, against a year-ago loss of \$ 910,000. Sales soared 49.4 percent to \$ 54.7 million from \$ 36.6 million.

"Wholesale footwear continues to present Genesco with the most promising prospects for growth in the new fiscal year," said E. Douglas Grindstaff, president and ceo.

Grindstaff cited Dockers; J. Murphy; Mitre U.K.; University Brands; and the Laredo and Code West Western boot business, as providing Genesco with "excellent growth potential".

In fact, current wholesale footwear growth is being fueled by Genesco's newer brands like J. Murphy and Dockers, said Cralg Weichmann, a retailing analyst at Morgan Keegan, Memphis, Tenn. Also giving sales a push, said Weichmann is boot revenue that increased 28 percent in the quarter "and is still showing excellent results."

The only line that has lagged behind the rest of the division, added the analyst, is Mitre U.K., which has been hurt by too much inventory. He said the company is working on a new logo for the shoes with the hope that it will become as well-known as Nike's "swoosh" logo.

First-quarter pretax earnings at Genesco's retail footwear division gained 9.2 percent to \$ 3.3 million, from \$ 3 million, a year earlier, despite sales that held steady at \$ 48.5 million. Weichmann called same-store sales growth of 5 percent in the retail division "a very good achievement," considering there were 5 percent fewer outlets. Genesco is still pruning its retail store base, said the analyst, in order to upgrade overall returns. He anticipates the company will probably continue to thin out its outlet base until it reaches the right formula.

Overall, Weichmann said the outlook for Genesco's footwear division is positive as it will soon start a "fairly aggressive advertising campaign" for the J. Murphy line and begin to benefit from expected growth in the University Brands line.

In addition to its footwear business, which accounts for about 80 percent of sales, Genesco makes men's tailored clothing.

SIC: 3140 Footwear, Except Rubber ; 3143 Men's footwear, except athletic ; 3144 Women's footwear, except athletic ; 5139 Footwear

IAC-NUMBER: IAC 14082218

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)

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*Japan's Home-Shopping Hit: Part Travelogue, Part Pitch BRANDWEEK formerly Adweek Marketing Week
 May 17, 1993*

Copyright 1993 A/S/M Communications, Inc.
 BRANDWEEK formerly Adweek Marketing Week

May 17, 1993

SECTION: GLOBAL MARKETING; Pg. 20

LENGTH: 1310 words

HEADLINE: Japan's Home-Shopping Hit: Part Travelogue, Part Pitch

BYLINE: By Marlene C. Piturro; Marlene C. Piturro is a Westchester County, New York, based business journalist who specializes in covering stories on the Asian market.

HIGHLIGHT:

And the leggy, female product-presenters don't hurt.

BODY:

Where can fashion-conscious Japanese consumers buy North Beach Leather-brand jackets like Arsenio Hall's, official PGA National golf bags, china from New York's famed Le Cirque restaurant or an FAO Schwarz teddy bear without leaving the comfort of their living-rooms? On *The World Shopping Theatre*, an offbeat, late-night combination travelogue and home-shopping show that brings consumer treasures to the small screen from markets around the world.

Hosted by Kinya Aikawa, a kinetic, tuxedo-sporting cross between Jay Leno and Monte Hall, the fast-paced, two-hour-long bimonthly program pitches a horn of plenty of American- and European-made products to 3 million households. The show, the top-rated offering in its time slot, may hold some lessons for broadening home shopping's audience in the U.S.

Its secret? Entertainment, information and products that are too new, too trendy, or too small to make it through Japan's legendarily difficult distribution channels.

Of course, the bevy of leggy, female "product-presenters" doesn't hurt, either. Among WST's biggest fans are middle-aged businessmen who tune in when they get home from an evening of after-work partying.

Among the U.S. products that have made their Japanese debut on *World Shopping Theatre* are Samuel Adams beer, Coach Leatherwear, **Nautica** Sportswear, Nicole Miller fashions, North Beach Leather and Angela Cummings jewelry. The products sell: the show moves \$ 2 million (U.S.) per episode at retail prices -- more than \$ 16,000 per minute, a rate that rivals ad time on U.S. late-night talk shows. And, on *WST*, the money comes in every minute.

In concept, *WST* is closer to *Lifestyles of the Rich and Famous* than its U.S. home-shopping counterparts QVC and Home Shopping Network. As much as product, it sells image and prestige. Hosts never bark prices; clocks don't tick off the seconds until the product is sold.

"The only thing we have in common with American home-shopping shows is that we sell product through media," said Katherine Melchior Ray, *WST*'s New York-based manager of marketing business development, who lines up products that will be featured on the show.

Another point of difference is that *WST* is produced by Fujisankei Communications, Japan's largest communications conglomerate, and runs on Fujisankei's network, Fuji TV. The format is based loosely on one of Japan's longest-running game shows, *Naruhodo The World* ("Now I See The World"). The game show scours the world for bizarre and unusual items indigenous to foreign cultures; a panel of celebrities a la *What's My Line?* guess what the items are for. The answers run from the tongue-in-cheek to the outrageous.

Both *World* and *WST* play to Japan's seemingly insatiable appetite for foreign culture; the shows were created by the same producer, and, in Aikawa, share the same host.

A typical *WST* consists of 15 travelogues filmed on location around the world, all winding up in a description of a product that hails from that part of the world. The Samuel Adams segment, for instance, opened with a re-enactment of the Boston Tea Party. That segued into a famous woman journalist from Japan, sporting a tricorn Revolutionary War-era hat, leading viewers on a tour of historic Boston. The tour wound up in a pub where everyone was drinking Sam Adams.

After the segment draws to a close, host Aikawa and an ever-changing coterie of Japanese celebrities sample the product, and chat about its merits. After a few rounds of a new brew, for example, the group can get a little tipsy, and the atmosphere fairly giddy (another drawing card). After the talk, the show breaks to a voiceover with details on how to order the product.

According to Melchior Ray, the challenge is to find products that "explain foreign cultures, yet fit into the Japanese lifestyle." Mission-style furniture doesn't cut it; too big and heavy for tiny Japanese homes. Some products, like baseball collectibles, the Japanese already have O.D.'d on.

At the height of Japan's affluence in the '80s, when stockmarket-empowered Japanese were snapping up wineries, art works and real estate around the world -- *World Shopping Theatre* offered million-dollar meteorites and French chateaux. Since the Japanese stock-market crash, it's taken a more moderate tack: items are generally in the \$ 100-\$ 600 price range.

WST's most recent episode featured a \$ 50 sweatshirt, a \$ 69 golf bag, a \$ 42 golf jacket and a \$ 33 golf shirt from the PGA National Resort and Spa in Palm Beach Gardens, Fla. The PGA initiated the effort to get onto the show. Anne Marquardt, director of purchasing for PGA National, said the resort recognized *WST*'s viewers as a high-potential market; the Japanese passion for golf is legendary. *WST* went on location at the resort, billing it as "where famous pros play" and "one of the top five golfing destinations in the U.S."

An appearance on *WST* can lead to more opportunities to sell product. Companies form sales partnerships with Fujisankei. The deal gives them a shot to be in Fujisankei's direct-mail catalog.

Dinos, as the catalog is called, reaches 2.3 million households, making it Japan's largest catalog, and has annual sales of \$ 500 million. FAO Schwarz, featured in a live broadcast from the New York store in 1989, has a half-dozen items in the upcoming fall '93 catalog.

North Beach Leather, based in San Francisco, has gone from appearances on the show to the *Dinos* catalog and Tokyo's Marui Department Store, which has a *World Shopping Theatre* "corner." *WST*'s initial order of 1,000 jackets, for a show in 1989, sold out quickly; the show reordered 400 more. North Beach Leather offers many of the hallmarks of *WST*'s hits, not the least of which is that its high-fashion leather garments are part of the wardrobes of Jacqueline Onassis, Arsenio Hall, Jose Canseco and other celebrities.

"If a company listens carefully to *WST*, it will succeed," Jim Brightman, the chief financial officer of North Beach Leather, attested. "They are experts in reading the Japanese market."

Men, surprisingly, are often the target market. Roughly 60% of Home Shopping's audience is male -- in contrast to the U.S., where home shopping has a primarily female following. Japan is tied with Korea and Indonesia for the lowest number of working wives in Asia.

World Shopping is broadcast at midnight, ideal, as noted earlier, for men coming home from a hard day of working and socializing. Many of the viewers are over 50 years old, but there is a significant 25- to 40-year-old viewership as well. Young adults stay up and watch the show with friends. Single women and housewives, the rest of the audience, tape it and watch it a day or two later.

WST phone lines remain open four days after the program to accommodate late orders. Ninety percent of customers' orders are paid cash-on-delivery. The rest are paid by credit card. *WST* staffers call all customers to confirm their orders.

The show asks vendors to reserve specific quantities, sizes and styles of each item, agreeing that *WST* will buy them at wholesale and sell them at retail.

For all the obstacles of gaining entry, and the poorer economy, Japan remains one of the most-desirable consumer markets in the world. According to *Asian Market Intelligence*, average household income was \$ 116,200 in U.S. dollars last year. Per-capita income was \$ 25,273. Unlike American consumers, who dream of owning a home, the Japanese are "akirame rich." Japan's stratospheric real-estate prices have put owning a home out of the reach of many of the young and middle-aged.

So the Japanese spend freely on consumer goods, to the tune of 60% of their incomes. Caviar wishes and champagne dreams indeed.

GRAPHIC: Picture 1, "World Shopping Theatre," on location at the PGA National Resort and Spa in Florida.; Picture 2, New York-based "WST" staffers scout for new products for the show, Katherine Melchior Ray.

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Structure seeking bigger piece of collection sportswear pie; Brief Article Daily News Record May 18, 1993

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Daily News Record

May 18, 1993

SECTION: Vol. 23 ; No. 94 ; Pg. 3; ISSN: 0162-2161

LENGTH: 452 words

HEADLINE: Structure seeking bigger piece of collection sportswear pie; Brief Article

BYLINE: Palmieri, Jean E.

BODY:

NEW YORK -- Structure is out to snag a bigger portion of the men's collection sportswear business in the U.S.

The powerhouse men's division of The Limited, Inc., which currently operates 346 stores nationwide, showed off its fall '93 collection at a press preview here last week.

The merchandise, which is European-inspired and includes everything from polo shirts, jeans and casual slacks to blazers, neckwear and outerwear, is designed to compete with such higher-priced lines as Tommy Hilfiger, **Nautica**, Polo and Perry Ellis, according to Structure president David Mangini.

"Our consumer shops in the collections area of department stores," he noted, "not the Gap or Merry-Go-Round."

Some prices of Structure's private label merchandise are: wool sweaters for \$ 38-\$ 95; blazers for \$ 185 and up; outerwear for \$ 129 and up, and silk neckwear for \$ 28. "I think there's a void in the market for quality merchandise like this," Mangini said. "When the customer comes into a Structure, I believe he sees obvious value."

The Structure of today is a far cry from the fledging company that was launched as an offshoot of Limited's Express division in 1987. When founded, the company sold a small collection of printed silk shirts, polo tops and buttondown twills for men in a small section within the Express stores. The men's line was even called Express Man.

Success soon prompted the company to expand its offerings, rename the division and expand the number of stores in which men's was sold. Eventually, Structure opened its own freestanding units, often adjacent to Express stores.

Since 1989, when Structure came into its own, the company has been opening about 100 stores a year. In fact, the men's chain has experienced the fastest growth rate of any new venture in the history of the organization. Limited chairman Leslie Wexner has projected that Structure will hit \$ 1 billion in sales by the mid-to-late 1990s.

Although Mangini hesitated to make a projection on Structure's growth, when pressed, he said that the

company may ultimately operate some 600 to 800 specialty stores nationwide.

"We will keep expanding as we get good real-estate opportunities," he said. "We won't keep opening 100 stores a year forever, but we'll open what's proper for right now."

In addition, Structure is now opening larger stores to better accommodate its larger merchandise mix. "We're opening stores that have 5,400 square feet of selling space or more," Mangini said. "The early ones were too small."

So what's next for Structure? Mangini noted: "We'll be intensifying what we know and expanding our collection. We need to balance our rapid growth and do it correctly."

GRAPHIC: Photograph

SIC: 5611 Men's & boys' clothing stores ; 5651 Family clothing stores

IAC-NUMBER: IAC 13862991

IAC-CLASS: Trade & Industry

LOAD-DATE: August 23, 1995

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SALES AND SERVICES Newsday (New York) May 27, 1993, Thursday, ALL EDITIONS

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May 27, 1993, Thursday, ALL EDITIONS

SECTION: AT HOME; Pg. 93

LENGTH: 589 words

HEADLINE: SALES AND SERVICES

BYLINE: By Dan Feinstein. Dan Feinstein is a free-lance writer.

BODY:

Expanding Bargains

This Westchester outlet center has just gotten bigger. With the official opening of 37 new stores in May - bringing the total to 135 - Woodbury Common now has a larger collection of upscale and designer outlets than any other single center in the country. Among the newcomers are Barneys New York (in the retailer's first-ever off-price outlet), Nike, Esprit, Kenneth Cole, B.D. Baggies, J. Crew, Mikasa and St. John Knits. They join a roster of outlets including Liz Claiborne, Donna Karan, **Nautica**, Brooks Brothers and Dansk. This weekend's Memorial Day Sidewalk Sale is the time to check out the latest arrivals, since most stores will be offering deals that are even better than their everyday discounts of 20 to 60 percent. For instance, Esprit will feature an additional 30 percent off children's merchandise, while B.U.M. Equipment's popular sweatshirts, shorts and shirts will be slashed to just \$ 11 to \$ 23. Sale runs tomorrow through Monday.

WOODBURY COMMON FACTORY OUTLETS Sidewalk Sale, Route 32, Central Valley (Exit 16, Harriman, on New York State Thruway), (914) 928-4000. Monday to Wednesday, 10 a.m. to 6 p.m.; Thursday to Saturday, 10 a.m. to 9 p.m.; Sunday, 11 a.m. to 6 p.m.

Bridal Tryouts

While it is traditional for a bride-to-be to "try on" hair and makeup styles a few weeks before the wedding, this East Side salon takes the process a few steps further to assure that a bride looks her absolute best on the big day. The Atelier de Beaute's Bridal Tryout starts with a consultation in the salon's private bridal suite; a hair-and-makeup team led by stylist Moty assesses the wedding ensemble (the bride is asked to bring her dress, veil and even jewelry, if possible) and creates a look that complements both the bride and the dress. After the cutting, styling and makeup are complete, the bride puts on her wedding outfit to make sure that dress, hair and makeup work together. As added protection against wedding day surprises, a photograph is taken, allowing the bride to see how she will be seen - and, if necessary, to make changes.

The Bridal Tryout package usually costs \$ 350, but through the end of this year, it is available for \$ 250.


ATELIER DE BEAUTE, 130 E. 65th St., Manhattan, (212) 628-4229. Monday to Friday, 10 a.m. to 6 p.m.; Saturday to Sunday, noon to 5 p.m.

Dining Deductions

Last month I wrote about the New York Lung Association's Fashion Passport, which lets donors sample workouts at more than 20 city gyms. Now it has introduced another bargain program: a card good for discount dining at more than 1,500 restaurants nationwide. For a \$ 15 contribution to the Lung Association (assuming your application is accepted), you will receive a Transmedia Executive Savings Card with the first year's annual fee of \$ 50 waived. The card entitles you to 25 percent savings at participating restaurants and applies to your entire food and beverage bill for up to six people at a time. Scores of restaurants in New York and on Long Island honor the card, including everything from upscale spots such as Sign of the Dove and The Jockey Club to down-home eateries like Acme Bar & Grill. To get an application, send a stamped, self-addressed envelope to:

NEW YORK LUNG ASSOCIATION Discount Restaurant Card, 432 Park Ave. S., New York, N.Y. 10016, (212) 889-3370 or (718) 966-6700.

Dan Feinstein is a free-lance writer. Send suggestions four weeks in advance to: Sales and Services, Newsday, 235 Pinelawn Rd., Melville, N.Y. 11747-4250.

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'We listen to our customers': A concept that drives McAlpin's success Lane Report June, 1993

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June, 1993

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HEADLINE: 'We listen to our customers': A concept that drives McAlpin's success

BYLINE: Alan I Kirschenbaum

DATELINE: Lexington; KY; US

BODY:

While many retailers complain about business volume today, McAlpin's has taken a brave step by opening its largest store in the Central Kentucky region. And Wayne M. Gregory, area manager of all three Lexington locations, said the concept that led to McAlpin's regional success in 1967, still motivates the company's success today.

Gregory explains it in simplistic terms. With more than 25 years of experience with Mercantile Stores, the parent company of McAlpin's, he said the policy was, and still is, to carry a line of merchandise that the community wants--management listens to its customers.

"When we opened the Turfland Mall store in 1967, the direction came out of the Cincinnati main store. All of a sudden we found out that it wasn't right. It wasn't for this market because Cincinnati is an urban market. Lexington was a more traditional market," Gregory said. "...We did not have what our customers wanted in Lexington."

By 1968, McAlpin's of Lexington emerged as its own entity, with its own president and buying staff, divorced from the Cincinnati group. The new setup, Gregory said, better facilitated the needs to serve the Lexington regional market. "And that's when we really started taking off, and we knew we were in touch with what was going on in the market."

Demand led to the opening of McAlpin's in Lexington Mall in 1971. Today, after 26 years of success, and the grand opening of its Fayette Mall super store, Gregory continues to attribute McAlpin's success to the incorporation of a more localized leadership; one that knows the needs of the community and the surrounding region.

Gregory, once a buyer with the firm in 1967, is as well versed as any to explain the evolution of McAlpin's in the Lexington market. The Mount Vernon native left Kentucky for more than 20 years to work for Mercantile in Alabama, but returned to the Bluegrass when Mercantile began its corporate consolidation. He is now responsible for the sales and profits of all three Lexington locations.

Since his return, Gregory noted that Lexington is no longer the traditional market it was in the '60s. It is a "new Lexington," he said. Compared to the Lexington of 1967, attitudes, especially about fashion, have

changed. Since the late '60s and '70s, many of his notions about this retail market have changed, too.

Since the "early days," Gregory claims that Lexington has undergone what he calls a blending. "It has become a city that is a lot more liberal than it was back in the early days. As I'm exposed to the community I've found more and more of a harmony that is unique," he said. He lauds the community's leaders for maintaining the traditional values, yet adapting to the needs of the influx of people relocated here by the major manufacturers. This trend, he added, is necessary if Lexington is going to continue to grow.

A REGIONAL MARKETING APPROACH

While demographics in Lexington may have changed, Gregory contends that it still serves as a business and retail hub to a very traditional market in the southeastern and southcentral region of Kentucky.

To Lexington's advantage, he said, "A lot of other cities do not have that identity." Therefore, McAlpin continues to focus not only on its Lexington customers, but its regional shoppers, too.

"We have people who I run into in the store who have driven three hours to come here and shop. We have an obligation not only to the Lexington MSA, but to the outlying MSA. This is a very important segment of our business," Gregory said.

Taking into account the appearance of many national retail chains throughout the region today, Gregory said that competition for retail marketshare is getting tougher. In order for McAlpin's, or any department store to remain successful, he feels that it must continue to nurture regional trade, while continuing to cater to the changing trends within Lexington, too.

Gregory firmly contends that if Lexington retailers are not responsive to the needs of regional customers, and do not find ways to nurture and develop this market, "these customers are no longer going to need to come here."

"We in Lexington, as a community of business leaders, need to get together and do everything we can to encourage people to come here and let it serve as their regional market. To me that is critical," he said.

PEOPLE WHO KEEP HIM STANDING ON HIS TOES

The gentle Gregory is a manager who acknowledges his ancillaries and welcomes a challenge from them, too. He enjoys an employee who says to him "one day they want my job," he said. "I want people who keep me standing on my toes," he added.

Gregory gives a lot of credit to Ken Antrobus for organizing the new 206,000 square-foot store. As manager, Antrobus has been part of the Fayette Mall project from the get-go. He said that setting up the new store took sheer team work and organization. During the hiring process, which was only part of it, but a strenuous part, "We interviewed probably up to 2,000 people, of which we hired 560," he said.

Antrobus could not pinpoint a single-most difficult moment during the setup of the new store because "All of the i's were dotted in our plan, and we did not have one thing that went wrong that we didn't have a plan for."

Antrobus, however, admits that he felt challenged when first walking into the store. "It was under construction," he recalled, and when looking into the open space, "I knew that we were going to have to fill this store up with merchandise and make it look as pretty as it looked without merchandise."

His six-month goal for the new McAlpin's store, "Is that it looks like it does now." But his biggest goal is to maintain the store's customer service savvy. "Everybody has told us, since we have opened, that our people have been well-trained. I want that said six months from now," he said.

Of most importance, Antrobus added, is to have what the customer wants, and that is the right fashion mix

and service.

A SHOPPER-FRIENDLY STORE

Gregory is excited about the shopper-friendly layout of the Fayette Mall store. Both McAlpin's stores in the Lexington and Turfland malls now contain more merchandise than they were designed to carry.

The overcrowding, due to demand and success, Gregory said, is not conducive to a pleasant shopping experience. The way these stores are set up today, he said, "You can come out frustrated after not being able to find something." The new store will bring relief to the old stores, he said.

More than shopper friendly, the Fayette Mall store "is a shopping experience," Gregory said. "The merchandise will pop out at you. Visually, it will be more appealing. You will be able to see things."

Gregory claims the visual experience when shopping is stimulating, a factor that he said is very important because a person's decision to buy is based on emotion.

Beginning with the glass-cylinder atrium entrance, the new store is open and airy. It will offer an expanded mensS, ladies' and children's apparel line including DKNY, **Nautica** and Ralph Lauren's Polo, all showcased in state-of-the-art departments.

The Fayette Mall store will not have a household department, Gregory added, "But we will continue the home stores at Lexington and Turfland malls."

SO, WHAT ABOUT THE TRAFFIC?

Many thought the Fayette Mall expansion would stymie traffic on the already congested Nicholasville Road. Antrobus noted that the key time for retail business does not really affect early morning and late afternoon commuting traffic. Even during last month's grand opening that attracted some 18,000 shoppers, traffic was moving, he said.

But Gregory acknowledges the traffic issue as a "serious situation." Enthusiastically, however, he predicts the new store to do so "fantastically" well that "the city ought to start, right now, making a double-deck on Nicholasville Road." Realistically, he said, to his understanding the Lexington-Fayette Urban County Government is planning on widening Nicholasville Road to handle the burden.

HOLDING THEIR OWN

While many retailers nationwide grieve about business, McAlpin's builds. The opening of its biggest store in the Central Kentucky region "tells you that our retail business has been good." While it has not been great, "We've always been able to adjust," Antrobus said.

Gregory agrees that the retail industry has taken its hit during the recession, but without quoting any figures, he confirms that McAlpin's holding its own and doing well.

In the past few years, Gregory said "All of us have gone through the pains of having too much inventory when consumer confidence in the economy floundered." He added, however, "The leadership in our company has continued to find ways to maintain our volume and drive our profits. We are continuing to look for ways."

McAlpin's problem was not business volume during a sluggish economy. Its problem was two previously existing stores that were filled beyond capacity due to customer demand. "We needed more space," Antrobus said, "and when the opportunity for Fayette Mall came about, we took advantage of it." Also, all of the data clearly reads that "it is the best mall in the city," Gregory added.

The Central Kentucky economy, and its retail industry has seen better days since his arrival here some 22

years ago, Antrobus said. But there are still signs of life in the business. For example, besides McAlpin's increasing its Lexington space by 50 percent, he pointed out other activity, such as the expansion of Lazarus, and J.C. Penney moving into the former Hess location, that all indicate a local economy which is holding its own. "I've never seen a truly bad economy here," he added.

While some may say that opening the Fayette Mall store is a gamble in today's economic climate, Antrobus replied, "We do not do things unless it is necessary."

Mercantile Stores, he said, "Feels that business is going to be strong. And we are headed in the right direction for the future."

Citing Mercantile's recent cuts in duplicated expenses and services, a shifting of responsibilities with less management, and the utilization of state-of-the-art equipment, Gregory added, "We have probably gone under more changes in the last two years than have occurred in the past 25 prior to that." Most retailers have simply needed to look for ways to cut their costs in order to remain in business, and be in business for the next century, he said.

Mercantile has always been a cost-conscious company and conservative in those areas, Gregory claims. "And it has paid off for us in profitability over the years." Despite the soft economy, the Lexington stores have remained on the cutting edge for sales and profits. "They are two very fine stores," he said.

IS A STORE CLOSING?

Subsequent to the Fayette Mall store opening, many Central Kentucky shoppers predict that one of the older Lexington McAlpin's locations would close. To dispense rumors Gregory said, "We have no plans that I am aware of to close down any stores in Lexington."

As a matter of fact, he added, "We are looking at, and working on the remodeling of the Lexington Mall store. This is a tremendous store and it would just not make sense to walk away from something that has been so good."

The area manager feels that many customers, who have a stalwart loyalty to one or the other, if not both of the established locations, will continue to support them, too.

"We listen to our customers," Gregory said. "Every month or so we get a group of our customers together, at random, and have them in for coffee and donuts to find out what can be done to make this a better place to shop." Likewise, he asks his employees and associates two questions that he feels can never be permanently answered because the answer is constantly changing: "What can we do to make McAlpin's a better place to shop and a better place to work?"

According to Wayne Gregory, McAlpin's success comes down to one thing; "It has always kept its hands on the pulse of the community. It's just part of listening," he said.

GRAPHIC: Photo

UMI-ACC-NO: 9353636

LOAD-DATE: October 22, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ⓘ

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FASHION FLASHES; New looks for the beach Orange County Register (California) June 4, 1993 Friday

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Orange County Register (California)

June 4, 1993 Friday MORNING EDITION

SECTION: IMAGE; Pg. Q02

LENGTH: 105 words

HEADLINE: FASHION FLASHES;
New looks for the beach

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:


Bold striping in blue, red and white give men's cotton poplin boxer style swim trunks (\$ 39) a sailor look, left. Throw on a white cotton twill shirt (\$ 39) for shelter from the sun. Available at the **Nautica** store, Newport Beach. Below right, you'll be perfectly suited for reggae-themed beach parties in this tank suit (\$ 48) with a tropical design from Catalina Juniors. Available at most J.C. Penney stores.

Below left, this black mesh one-piece suit offers sheer sophistication at \$ 24.99. Available at Target stores.

GRAPHIC: BLACK & WHITE PHOTO; PHOTO STORY

LOAD-DATE: March 12, 1997

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*THINK FLANNEL FOR FALL FROM HIS PAJAMAS TO THOSE WELL-WORN SHIRTS Buffalo News (New York)
June 4, 1993, Friday, City Edition*

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Buffalo News (New York)

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June 4, 1993, Friday, City Edition

SECTION: LIFESTYLES; Pg. 6

LENGTH: 1280 words

HEADLINE: THINK FLANNEL FOR FALL FROM HIS PAJAMAS TO THOSE WELL-WORN SHIRTS

BYLINE: By SUSAN MARTIN, News Style Writer

DATELINE: NEW YORK

BODY:

Just when a man is wondering whether he should invest in a new summer suit, the fashion industry is dreaming up new ways for him to look stylish come September.

The plan: Fall for flannel, fellas. Buy brown. And rethink your gorge.

For more than 30 years, the Men's Fashion Association has met twice a year to share its vision with the press. Members include designers such as Henry Grethel, Ron Chereskin and Jhane Barnes as well as such familiar labels as Jockey, Haggard, Hush Puppies and Bausch & Lomb.

These are not the Giorgio Armanis and Donna Karans of the fashion world, but rather the labels most men really wear.

This week's fall/winter press preview focuses on the latest trends and gives newspaper reporters and magazine editors a glimpse of what's new -- from underwear to outerwear.

On the first day, style-watchers heard a lot about flannel, one of a handful of trends highlighted in an opening seminar/fashion show presented by Tom Julian, the association's fashion director.

Why is flannel so important for fall?

"This past year, flannel became associated with the 'grunge' movement. And today it survives largely in flannel shirts. Price ranges vary, making flannel a realistic fashion statement," said Julian.

Uses of flannel begin in the bedroom with pajamas -- such as **Nautica's** plaid robe with matching boxers or Joe Boxer's royal blue cotton flannel shorts with polar bear print and contrasting checked walstband.

But flannel moves to the boardroom in suits and even to the outdoors with linings in jackets.

"It's a soft, luxurious fabric; it feels comfortable to the touch," said Julian.

High-profile names on both sides of the Atlantic fell for flannel as well. Hugo Boss recently introduced brown, chalk-striped flannel double-breasted suits. And at Polo by Ralph Lauren, a flannel shirt teamed with a gray flannel suit, a look others will surely imitate.

How to make the solid flannel suit look new this year? With a bold-striped shirt and a bold tie -- pattern-on-pattern, suggested Julian.

One runway model wore a charcoal gray, wool flannel suit from Hickey-Freeman with a white and navy striped shirt and a purple, green and white chevron striped tie, for example.

Flannel returns to its dressed-down state for weekend clothes as well as for styles favored by young men.

One plaid flannel shirt from JCPenney features a black jersey knit hood. This is worn untucked with purplish-indigo jeans under a green denim sleeveless jacket.

"This illustrates the true direction of the young man's market . . . especially for back-to-school," said Julian.

This fashion-conscious crowd can also wreck havoc with their fathers' basic gray flannel suit by pairing it with a midnight blue turtleneck sweater, black leather monk strap shoes and a gray wool flannel cap.

"We can take a gray flannel suit, and I think a lot of younger people can relate to how to wear it on the weekends to the clubs," said Julian.

As for colors, Julian pointed out that brown is coming on strong.

While some say it was Ronald Reagan who first popularized the color during his years in the White House, others consider it an extension of more recent trends.

"Monochromatic dressing carries over from fall '92, and designers have capitalized on brown to continue this one-color dressing," said Julian.

American designers cite many tones of brown in their collections -- tobacco, cappuccino, chocolate and mocha.

Look for shades of brown in leather and suede outerwear, suits and sport coats, accessories and shirts.

But one of the most obvious changes in menswear is the longer sport jacket with more buttons and a higher gorge -- the point where the closed jacket hits the body.

The trend stems from Milan, where designers, inspired by Bram Stoker's "Dracula" movie, moved buttons, raised lapels and showed theatrical, frocked coats.

"The American reaction is a longer sport jacket -- 32 1/2 inches vs. 31 inches -- and narrower lapels of 3 inches with four and five-button closures. Even vests get more buttons for an elongated line," said Julian.

At the same time, the mainstream suit jacket remains the two-button style, but with a wider shoulder.

"It's a traditional suit with a little more shoulder, but it is soft and rounded, not a padded shoulder," said Julian, adding that the average, point-to-point (shoulder) measurement is now 20 inches -- 3 inches wider than what was popular five years ago.

"It's a low-notch lapel with a two-button closure, and it has flap pockets," he added.

Five other trends to watch for come fall:

Natty English: European designers are capitalizing on English themes with Donegal tweed, lamb's wool,

plaid and checked sport coats. Noted accents include suede elbow patches, bi-swing belted backs, side vents, Chesterfield collars, leather buttons and ticket pockets.

Treatments and trims: Details make the difference. Designers use contrasting fabrics to trim garments, add whipstitching, especially to vests and sweaters; and go crazy with zippers. One model walked the runway wearing zippers on his jacket, vest, pants and boots.

Ragamuffin sweaters: Forget the high-fashion sweaters Bill Cosby wore during the '80s. Today's designers favor lighter-weight sweaters in varied textures, bulky fisherman sweaters and rollneck styles in heathered solids.

Log cabin classics: The "Northern Exposure" look lives. This CBS series continues to inspire rugged-looking outerwear; denim; sportswear; shoes; caps, and sweaters. Leather, suede and fabric often is combined in novel patterns.

Navajo patterns: Look for Navajo-themed designs on shirts, vests, sweaters and outerwear.

"After two fall seasons of plaids, it's time for new colors in colors in a new novelty pattern," said Julian.

GRAPHIC: The Motifs of the Navajo influence this outfit from Bugle Boy. A cotton corduroy shirt with an Indian Blanket pattern is worn with cuffed, cotton Twill double-pleated pants.

LOAD-DATE: June 7, 1993

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The Associated Press June 8, 1993, Tuesday, PM cycle

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June 8, 1993, Tuesday, PM cycle

SECTION: Sports News

LENGTH: 384 words

BYLINE: By RON WORD, Associated Press Writer

DATELINE: JACKSONVILLE, Fla.

BODY:

A national youth sailing championship has been pulled from the Florida Yacht Club in the wake of the club's rejection of a prospective black member.

"The rationale of the decision was not to get the youngsters involved in a controversy of this type," John Bonds, who oversees competitive sailing for the U.S. Sailing Association in Newport, R.I., said Monday.

The decision came after a meeting on the controversy, which recently arose around the Jacksonville yacht club's decision not to allow a black dentist, Chester Aikens, membership in the all-white club.

A decision has not been made, Bonds said, on where to move the regatta, which was scheduled more than a year ago for June 18-25 at FYC's St. Johns River base.

The competition will feature 150 of the nation's best sail-racers under the age of 19, including several hopefuls for the 1996 Olympic Games in Savannah, Ga. The regatta is sponsored by **Nautica** International Inc., the New York-based sportswear manufacturer.

"We felt the remedy was to move to another venue to avoid the controversy," Bonds said.

After the competition later this month, a team will go to the world championships in Italy, he said.

"This is the major league for youth sailing," he said.

In addition to the sailing competition, the youths also will attend clinics by Olympians and other experienced sailors, he said.

A recording at the Florida Yacht Club said it was closed Monday and directed callers to return calls today. A call to Rusty Tanner, the regatta chairman in Jacksonville, was not immediately returned.


The racial controversy also sank plans by the Florida Yacht Club to use the Navy basin at Mayport Naval Station for a mooring area for another regatta in August. The Navy rejected that application last week,

saying it couldn't participate with any organization that racially discriminates.

Bonds said moving the regatta was a major hardship for participants and their families, who are from every state and from overseas territories.

"These kids have already gotten their airline tickets and their hotel accommodations, and they'd have to change all that if they could," Bonds said. "It's going to be a tremendous problem."

Jacksonville mayor Ed Austin recently dropped out of the exclusive organization because of its policies.

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YACHTING;Nominee Rejection Costs Club An Event The New York Times June 9, 1993, Wednesday, Late Edition - Final

Copyright 1993 The New York Times Company
The New York Times

June 9, 1993, Wednesday, Late Edition - Final

SECTION: Section B; Page 13; Column 1; Sports Desk

LENGTH: 855 words

HEADLINE: YACHTING;
Nominee Rejection Costs Club An Event

BYLINE: By BARBARA LLOYD

BODY:

An all-white yacht club's refusal to admit a black dentist for membership has caused national sailing officials to withdraw a major youth championship regatta scheduled to begin June 18 at the Florida Yacht Club in Jacksonville, Fla.

The membership rejection, which has drawn criticism from the United States Navy as well as Jacksonville city officials, has put the spotlight on a sport still known for its long-standing image of elitism.

The eight-day competition, the **Nautica/U.S. Sailing Youth Championship**, was expected to attract 150 sailors, mostly 13- to 18-year-olds, to the Jacksonville club. But the U.S. Sailing Association, yachting's governing body, decided on Monday to move the race series to another location, which is yet to be decided.

John Bonds, executive director of U.S. Sailing, said yesterday from his office in Newport, R.I., that his organization responded to a "difficult political situation" caused by the Florida club's rejection of Dr. Chester Aikens. U.S. Sailing sent its youth championship chairman, John Manard, of New Orleans, to Jacksonville last weekend to make an inquiry at the club.

'It's Not Fair to the Youngsters'

"His conclusion was that the whole situation is such that there is no way the sailing event could keep from getting involved," Bonds said. "It's not fair to the youngsters competing in it." Bonds said there was no way of knowing if any of the competitors are black because the event application does not inquire about race.

Although the yachting community in recent years has tried to dispel its image as a sport almost exclusively practiced by the white and wealthy, sailors from minority groups are still not major participants in recreational boating and professional competition. The Florida club is not the only one without black members; the San Diego Yacht Club, guardian of the America's Cup, has no blacks among its 1,800 members. It is too early to gauge whether this controversy will have any impact on the America's Cup, the world's most prestigious yachting event, which is not under the auspices of U.S. Sailing.

Bill Munster, an America's Cup official and member of the San Diego Yacht Club, said yesterday that his club did have black members in the past, mostly members of the military.

Munster said that the issue of blacks in yachting has not affected America's Cup sponsorship in the past. He

also added there is an all-black syndicate that is negotiating to enter the 1995 America's Cup.

Reaching Out

Bonds said U.S. Sailing has tried to encourage yacht clubs and community sailing programs to offer scholarships and free instruction to minority-group youngsters, many of whom live in cities with little access to boating.

Bonds said U.S. Sailing certified its first black instructor-trainer this year. Joey Harris, of the Columbia Yacht Club of Chicago, is now one of about 100 highly skilled teachers who train others to become sailing instructors.

The controversy over Aikens's admission to the Florida Yacht Club, which has 1,200 members, has been smoldering in Jacksonville for weeks. Two Jacksonville lawyers and the president of the city's chamber of commerce, Wally Lee, submitted the dentist's name for membership earlier this year. But Aikens was turned down because of a yacht club rule that allows five rejections to oust a prospective candidate.

"It's an all-white club with a significant number of members who were interested in holding on to their vestiges of segregation," Aikens said in a telephone interview yesterday. He said that the club's board of directors approved his nomination, but 10 letters followed from members who exercised their rights to reject Aikens.

The yacht club refused yesterday to comment on its actions. Brian Stiff, the yacht club's general manager, would only say, "It is a moot point; we're a private institution and it's not in our interest to discuss it."

Peter Ward, secretary of the New York Yacht Club, which held the America's Cup for 132 years, said yesterday, "There's nothing in the application or election process that discloses how many members are black." He said the club has at least one black member.

Navy Says No

The Naval Station at Mayport, Fla., about 15 miles east of Jacksonville, registered its opinion on the issue last week by refusing to allow the Florida Yacht Club to use its oceanfront land for parking boats during a local club regatta in August. The Navy was reacting to a letter sent to the yacht club by the Jacksonville Community Relations Commission, which said it deplored the membership rejection of Aikens.

U.S. Sailing stepped in after the Navy's decision. When the base commander, Capt. Timothy Zimmer, said he couldn't support the club's actions, said Bonds, it became a situation in which "Now we've got a U.S. government agency saying this."

Aikens, 42, who owns a 28-foot powerboat with his wife, Jean, and their two children, said that the club rejection extends far beyond yachting.

"A yachting club is microcosm of an entire community," he said. "The issue goes beyond it: what are we as a community?"

LOAD-DATE: June 9, 1993

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IN DESIGNERS' CLOSETS -- NEW TOYS, NEW CLOTHES COME AUTUMN, MEN CAN PLAY AND DRESS IN STYLE Buffalo News (New York) June 9, 1993, Wednesday, City Edition

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Buffalo News (New York)

June 9, 1993, Wednesday, City Edition

SECTION: LIFESTYLES; Pg. 7

LENGTH: 774 words

HEADLINE: IN DESIGNERS' CLOSETS -- NEW TOYS, NEW CLOTHES COME AUTUMN, MEN CAN PLAY AND DRESS IN STYLE

BYLINE: By SUSAN MARTIN, News Style Writer

BODY:

IT'S NO wonder some people called it fashion camp. What better way to describe three full days of seeing, touching and talking about suits, sportswear, outerwear, pajamas, accessories, fabrics and grooming products?

Some 70 designers and manufacturers gathered in New York last week for the fall/winter press preview of the Men's Fashion Association, now known as the Fashion Association.

Even though the MFA plans to expand to include fashions for women, children and even the home, the editors and reporters who attended the event last week were most interested in what's new for men.

There are new products. Men who like the **Nautica** name on their sportswear can now find it on a new collection of watches and minivans, licensed by Timex and Lincoln Mercury, respectively.

New technology. Scratched lenses may be a thing of the past once shade-wearers discover Ray-Ban Survivors, a new collection of sunglasses featuring a scratch-protection system developed by Bausch & Lomb.

And new designers. Playboy magazine presented a fashion show featuring clothes from four up-and-coming names, including Anthony McIntosh, the 30-year-old designer behind the new Duende Jass collection.

One idea: Shawl-collar shirts for men in rich paisleys and other necktie patterns, sandwiched between mock turtlenecks and sport jackets.

A few other highlights:

Designers are crazy about outerwear constructed from microfibers -- high-performance, man-made fibers that can be woven, knit or blended with other high-fashion fibers like cotton, wool, rayon or Lycra.

Designers especially like its versatility, strength, wind- and water-resistance and drape. Many microfiber, outerwear jackets have a soft brushed finish.

"Microfibers breath new life into synthetics," said David Chu, **Nautica's** president and designer.

One featured style by **Nautica** was an orange, brushed microfiber jacket filled with down and trimmed in leather. The jacket's fur trim around the hood is removable. It retails for \$ 335.

Ron Chereskin continues to blur the boundaries between activewear and sportswear by dressing up polar fleece and designing baseball-style jackets in luxurious fabrics such as suede.

"I'm making casual a little more elegant," said Chereskin.

One option: Polar fleece pants in a choice of gold, cornflower blue, purple or gray dressed up with a multicolored, textured sweater and coordinating baseball-style jacket in a drapey microfiber.

Cotton and silk could be the yarn-combo of the season. Designers like it because it's lightweight -- a must among men who get too toasty in wool.

"I think lighter-weight sweaters are important year-round. They're easier to pack, easier to layer," said Ron Chereskin.

Underwear continues to be a popular topic in men's wear. Wacky prints on boxers and sleepwear -- from glow-in-the dark bananas on blue gingham to cow heads on plaids -- keep flying out of Joe Boxer's underwear factory. And Jockey suggested that briefs and boxers aren't the only answer for men, by adding some minuscule bikini and French-cut styles normally reserved for women.

As for ties, silk satins and crepes may still be popular but wovens are the last word in neckwear. Knits, too, will be popular for fall, according to GQ magazine, a member of MFA. As far as color, golds and deep reds set the standard.

Vests are everywhere -- again. These range from dressy styles for suits to casual ones cut from Navajo blanket patterns.

With the latter, all a guy needs are his favorite jeans and shirt.

GRAPHIC: The "Fitzgerald" wool checked lapel vest and single-button sport coat, by Cesarani, above, are worn with black corduroy pants. At left, a quilted parka of microfiber with a leather shirt collar, from **Nautica**, is worn with checked, pleated trousers and lambswool argyle sweater.

LOAD-DATE: June 11, 1993

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Group moves youth championships USA TODAY June 10, 1993, Thursday, FINAL EDITION

Copyright 1993 Gannett Company, Inc.
USA TODAY

June 10, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 2C

LENGTH: 331 words

HEADLINE: Group moves youth championships

BYLINE: Carolyn White

BODY:

The **Nautica**/US Sailing National Youth Championship is still June 18-25 but at a different site - the Indian Harbor Yacht Club in Greenwich, Conn.

The venue for the national championship for 150 of the USA's best youth sailors was switched following allegations the Florida Yacht Club in Jacksonville denied membership to black dentist Chester Aikens, based on race alone.

The organization says it did not withdraw because of the reported racism. "US Sailing is removing the young people from the situation," US Sailing executive director John Bonds wrote.

The withdrawal should not "be construed as a comment in connection with the underlying controversy," Bonds added. "We simply don't know the facts of that situation.

"If we found the club was guilty of racial discrimination, I would have referred it to our decision-makers immediately."

Indian River, already named host of the 1994 youth championships, stepped in. "People were able to accelerate their planning in a short period of time," Bonds said.

Aikens' five-page resume lists a host of community affiliations, from United Way to the Chamber of Commerce, from the Port Authority to the Boy Scouts. He did not apply for Florida Yacht Club membership. "You have to be recommended by an existing member and have three other people endorse you," he says.

Aikens, since invited to join other yacht clubs in Jacksonville, suspects some Florida Yacht Club members, aware of racial attitudes, nominated him to bring the issue to the fore.

Although unanimously approved by the board of directors, Aikens says 10 members wrote letters opposing his membership. "They only needed five."

Since the news reports, Aikens says he has been invited to join several other Jacksonville yacht clubs. "If we are to progress here in Jacksonville, it has to be done collaboratively. Everyone has to be involved. If we deny people an opportunity to be a part of any aspect of the community, the whole community will suffer."

GRAPHIC: PHOTO, b/w, Berisford Photography

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Race moved after denial of application St. Petersburg Times (Florida) June 10, 1993, Thursday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 10, 1993, Thursday, City Edition

SECTION: SPORTS; SAILING; Pg. 7C

LENGTH: 318 words

HEADLINE: Race moved after denial of application

SOURCE: Compiled from Staff and Wire Reports

BODY:

An all-white yacht club's refusal to admit a black dentist for membership has caused national sailing officials to withdraw a major youth championship regatta from the Florida Yacht Club in Jacksonville and to award it Wednesday to the Indian Harbor Yacht Club in Greenwich, Conn.

The membership rejection, which has drawn criticism from the U.S. Navy as well as Jacksonville city officials, has put the spotlight on a sport known for its long-standing image of elitism.

The eight-day competition, the **Nautica**/U.S. Sailing Youth Championship starting June 18, will attract 150 sailors, mostly 13- to 19-year-olds. The U.S. Sailing Association, yachting's governing body, decided Monday to remove the race series from Jacksonville.

John Bonds, executive director of U.S. Sailing, said from his office in Newport, R.I., that the organization responded to a "difficult political situation" caused by the Florida club's rejection of Dr. Chester Aikens. U.S. Sailing sent its youth championship chairman, John Manard of New Orleans, to Jacksonville last weekend to make an inquiry at the club.

"His conclusion was that the whole situation is such that there is no way the sailing event could keep from getting involved," Bonds said. "It's not fair to the youngsters competing in it." Bonds said there was no way of knowing if any of the competitors are black because the event application does not inquire about race.


Bonds said Indian Harbor was selected because it had been chosen to host the 1994 event and was able to accelerate its preparations.

The St. Petersburg Yacht Club and similar clubs in Sarasota and Sanford also were considered as substitute sites for this year's event but Bonds said they were unable to prepare for it in time. They will be candidates for the 1994 youth regatta.

- Staff writer Bruce Lowitt contributed to this report.

LOAD-DATE: June 11, 1993

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MAINSTREAM MAN FROM TONED-DOWN GRUNGE TO THE ANGLOPHILE PLUNGE, RETAILERS ARE; TAKING THE EDGE OFF RUNWAY TRENDS TO KEEP THE BOYS IN LINE. Sun-Sentinel (Fort Lauderdale, FL) June 13, 1993, Sunday,

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June 13, 1993, Sunday, SPORTS FINAL EDITION

SECTION: FEATURES LIFESTYLE, Pg. 3E

LENGTH: 697 words

HEADLINE: MAINSTREAM MAN FROM TONED-DOWN GRUNGE TO THE ANGLOPHILE PLUNGE, RETAILERS ARE; TAKING THE EDGE OFF RUNWAY TRENDS TO KEEP THE BOYS IN LINE.

BYLINE: ROD STAFFORD HAGWOOD,; Fashion Editor

BODY:

This is men's month.

Oh sure, there's Father's Day. But what really gives June its male dominance is the retail world's flurry of activity for guys. Kicking off the month, the Men's Fashion Association staged its fall shows in New York last week.

This is real stuff. You know, names such as JCPenney, Dockers, Girbaud, Hartmarx and Levi.

Later this month, runways will feature men's designer collections from pricier names -- Donna Karan, Ralph Lauren, Calvin Klein and Joseph Abboud. The designer shows tell you what might, someday, somehow show up in a store or two where a fashion victim will pick up on it and give us all something to giggle about. The MFA show tells you what actually will be on racks this fall.

And it's not big-bucks outfits, according to JCPenney.

"Value, value, value is what's important," says the giant retailer's spokeswoman Lucille Klein. "Of course, it's perceived value, and that is different for everyone. But generally, we have found that a guy will spend about \$ 100 for a sports jacket that is lined and constructed."

"Quality and fit -- that's what men want," says menswear designer Cecilia Metheny. "Not a name. They don't care about a designer name. They want their money's worth."

But men also want a little fashion thrown in for good measure. As **Nautica** designer David Chu says, "Who needs another T-shirt? Who needs another jacket or pair of pants? No one. But if it has a little twist to it, if it has a little something to it ... ahhhh ... then it satisfies an emotional need."

Here's what manufacturers are betting will satisfy men's emotional needs this fall.

Grunge is selling out and going mainstream. It's still messy, but it's a more contrived messy. Basically,

men will look ... well ... less grungy. Maybe it's the influence of hip-hop music, or maybe it's just hard to persuade men to pay top dollar to look so very poor.

Whatever it is, it's going to be available in a big way from giant retailers such as Sears and JCPenney. The style is oversized silhouettes, plenty of layering, head gear such as caps and hoods, all wrapped, tied and draped with abandon -- calculated abandon, that is.

If you want to be "on the trend," tie a flannel shirt around your waist and slap a sock cap on your head (that's the hip-hop influence). If you don't know what a sock cap is, find another trend to follow.

Or look for other flannel expressions: clothes that are low on grunge factor, high on comfort. Remember: Flannel in light, bright tones was all the rage in Palm Beach, circa 1929, and a gray flannel suit was the mainstay of menswear in the late '40s.

Expect to see the fabric in everything from outdoorsy jackets and parkas to boardroom suits and tailored shirts. Just remember that you're in Florida, and those who wear too much flannel spontaneously combust.

Everyone's trying to knock off that natty Savile Row look. The buttons are higher on the suit. Collars and cuffs take on architectural constructions. Accents in tailored clothing include belted backs, leather buttons and ticket pockets.

Fabrics associated with good British tailoring include donegal tweed and lamb's wool interpreted in plaid and checked sport coats. Cover the whole thing up with a bigger-than-life trench coat a la Bram Stoker's Dracula, and Sherlock ain't got nothing on you.

That Edwardian look, with the long-waisted, side-vented jacket and stovepipe trousers, had a revival in the '60s during the Peacock era. And it's back again. Expect to see the look go mainstream, mostly in longer jackets with narrower lapels and more buttons, and vests with more buttons for an elongated line.

Brown shoes. Brown jackets. Brown suits. Brown everything.


The color for fall is -- you guessed it -- brown. From leather to accessories, manufacturers are offering menswear and furnishings in tobacco, cappuccino, chocolate and mocha.

In other words: brown.

"I think it's more of a casual color," says Paula Garrett from Johnston and Murphy shoes. "I think the men say they want to be more relaxed and more comfortable. Brown does that. I think the cognac is simply beautiful."

GRAPHIC: PHOTOS 4, (color) Photos by ROD STAFFORD HAGWOOD. Plaid zipper shirt jacket, left, by Faded Glory over a black T-shirt from Jockey and cotton jeans by Guess?. Plaid shirt by Boston Preparatory and suede belt by Tempo Libero. Arrow Sport's plaid flannel shirt.; A tweed sport coat with belted back by Fumagalli's over charcoal worsted flannel trousers by Austin Reed and sweater from Essay by Linda Larson. **Nautica** tie.; Olive brown, nubuc and tan leather Oxfords from Johnston and Murphy.; Cocoa suede bomber jacket, shirt and trousers by Ron Chereskin. Sunglasses by Ray-Ban.

LOAD-DATE: May 30, 1996

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Friday, March 24, 2006 - 4:23 PM EST

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Suits Dad to a Tee ; Golf Themes Put Fun Spin On Father's Day Chicago Sun-Times June 13, 1993, SUNDAY , LATE SPORTS FINAL

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June 13, 1993, SUNDAY , LATE SPORTS FINAL

SECTION: SECTION 2; FEATURES; Pg. 44

LENGTH: 785 words

HEADLINE: Suits Dad to a Tee ;
Golf Themes Put Fun Spin On Father's Day

SOURCE: Jim Frost; Lezli BittermanJim Frost; Lezli Bitterman

BYLINE: Lisbeth Levine

BODY:

It's hard to make par when it comes to giving Father's Day gifts, since most are met with all the excitement of an invitation to wallpaper the bathroom.

But if he happens to be one of the country's 19.6 million male golfers, you shouldn't have to struggle to find a great gift for June 20.

Golf paraphernalia used to serve a specialized niche, but this season the sport has become a major theme. Merchandise ranges from polo shirts depicting Bugs Bunny tackling 18 holes to leather golf bags with turn-of-the-century styling. Much of the clothing is meant to show his allegiance to the sport rather than be worn on the green.

And while one team shirt seems to satisfy a basketball fan, a typical golfer is not hampered by such a limited appetite.

"Golfers can't get enough novelty sweaters and golf shirts," said Ken Seiff, founder of Pivot Sportware, which makes updated golf-themed clothes for a younger generation of players. "With golf, they're making a statement that this is part of their lifestyle."

Here's a sampling of gifts for golfers available around Chicago. Some may be available in stores other than the ones listed. CLOTHING AND ACCESSORIES Pivot Sportware was conceived to "bring fashion to the golf world," Seiff said, poking fun at the sport with a reputation for madras and polyester. "Just because you play golf doesn't mean you have to look like you do."

Sweaters, jackets, shirts and French terry vests (all in natural fibers) bear clever colorful appliques of players in action. A trademark is the discreetly embroidered golf flag on one sleeve. The collection ranges from \$ 39-\$ 90 and is carried at Bigsby & Kruthers, Bloomingdale's, Marshall Field's, Nordstrom in Oak Brook and Saks Fifth Avenue. Golfers who wear Italian designer suits by day tend to gravitate to the Bobby Jones line when they tee off. The collection is designed for players as well as spectators. Game references are subtle, such as golfers running down the seam tape inside the shirt placket. Prices are steep for the

Italian-made line, with herringbone and striped polo shirts going for \$ 125 at Neiman Marcus. Looney Tunes characters are engaging in golf in a big way this season. Warner Brothers Studio Stores, which are located in Chicago, Schaumburg and Oak Brook, are stocked with pique shirts (\$ 24-\$ 26) embroidered with Bugs Bunny, Daffy Duck and the Tasmanian Devil dressed for a golf outing. Chambray shirts, \$ 42, are embroidered with Taz chomping on a golf ball as Bugs tips his tam. A limited edition Taz golf watch sells for \$ 95. In lounge wear, **Nautica** offers a cotton robe with framed golf scenes for \$ 50 at Lord & Taylor. Joe Boxer's cotton pajamas are striped with a "King of Golf" motif, \$ 36 at Neiman Marcus. Silk boxer shorts by Nicole Miller bear a vivid green pattern, \$ 57, at Bigsby & Kruthers, while Joe Boxer's depict a golfer amid stripes of green and brown, \$ 22 at Lord & Taylor. Every major men's department has its own version of a golf-themed tie this season. Socks are also plentiful. Falke's are patterned with trophies and bags for \$ 14 at Bigsby & Kruthers, while Tommy Hilfiger's mix mini-argyles and golfers go for \$ 10.50 at Lord & Taylor. Black suspenders by Crookhorn Davis are patterned with silver bags, \$ 80, available at Bigsby & Kruthers. Crystal cuff links depict colorful golfers, \$ 50, while a silver-finish key chain sports a golf shoe charm, \$ 50, both at the Cole-Haan store. GEAR AND GADGETS Plain white balls just aren't as much fun as their flashier counterparts. Hammacher Schlemmer carries a boxed set of six balls for \$ 29.95, each painted like a basketball, baseball, soccer ball, etc. Available at the stores and through the catalog by calling: (800) 543-3366. Favorite Looney Tunes characters grin from balls at Warner Brothers Studio Stores, where a set of six sells for \$ 18. Golf balls by Polo, \$ 19.50 for six, come with crests at Lord & Taylor and the Polo logo at Neiman Marcus.

Edible golf balls? Why not, if they're made of chocolate. A 12.6-ounce box sells for \$ 12.50 at Neiman Marcus. A combination umbrella and golf ball retriever that extends up to 9 feet sells for \$ 49.95 at Hammacher Schlemmer. A Golf Club Cleaning Kit for \$ 15 at Lord & Taylor contains everything you need to shine those clubs. For trips to faraway courses, Hammacher Schlemmer's \$ 199.95 Traveler's Golf Bag provides hard-sided luggage protection. Furry club covers from Warner Brothers Studio Stores bear the likeness of Bugs, Daffy and Taz and cost \$ 10 each.

For a touch of Old-World style, the 1904 Golf Bag from Hammacher Schlemmer in leather and canvas, \$ 199.95, makes you look as if you belong at St. Andrews.

GRAPHIC: ABOVE: Golf-themed gifts provide an easy way to please dad on June 20. He's wearing a cotton robe with framed golf scenes by **Nautica**, \$ 38, available at Lord & Taylor. For a touch of humor, a colorful leather bag carries Bugs Bunny's image, \$ 599, and plush club covers are in the form of Daffy Duck and the Tasmanian Devil, \$ 10 each. From Warner Brothers Studio Stores in Chicago, Schaumburg and Oak Brook. RIGHT: Rain or shine, this stylish appliqued cotton sweater, \$ 89, worn with khakis, \$ 48, brightens him up. Both from Pivot Sportware, available at Bigsby & Kruthers, Bloomingdale's, Marshall Field's, Nordstrom and Saks Fifth Avenue. The child is wearing a pink pique polo embroidered with a golfing Bugs Bunny, \$ 18, Warner Brothers Studio Stores. Great for putting around (from top): Cole-Haan's saddle oxford shoes, \$ 170. Available at Cole-Haan stores. Black socks with game motifs by Falke, \$ 14, at Bigsby & Kruthers. Golf balls are dyed to look like balls from other favorite sports, \$ 29.95 for a set of 6. At Hammacher Schlemmer or through the catalog, (800) 543-3366. Bugs Bunny wears retro golfing duds on this silk tie, \$ 28, Warner Brothers Studio Stores. A putter made of St. Andrews fine bone china is painted with a golfing scene, \$ 159.95. Available at Hammacher Schlemmer.

LOAD-DATE: June 30, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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NEW POSITIONS Newsday (New York) June 14, 1993, Monday, NASSAU AND SUFFOLK EDITION

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Newsday (New York)

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June 14, 1993, Monday, NASSAU AND SUFFOLK EDITION

SECTION: BUSINESS; Pg. 35
Other Edition: City Pg. 35

LENGTH: 491 words

HEADLINE: NEW POSITIONS

BYLINE: Compiled by Lisa Doll

BODY:

BANKING

Dominic V. Geraci of Farmingville, branch manager at Chemical Bank in Selden, has been promoted to vice president.

The Bank of Great Neck has appointed Arnold Gruber of Great Neck to the board of directors. Gruber is a managing partner at the accounting firm Marks Shron & Co.

ENTERTAINMENT

Oyster Bay-based Acclaim Entertainment Inc., a publisher of games for Nintendo, Sega and other systems, has promoted Wesley Trager of Bayville to vice president for engineering and advanced technologies and Sandy DeGennaro of Hampton Bays to vice president for accounting.

FOODS

Bernard D. Kennedy of Point Lookout has been elected to the board of the Food Marketing Institute, a nonprofit association conducting programs in research, education and public affairs. Kennedy is president and chief operating officer of King Kullen Grocery Co.

NONPROFIT

Sharon Lippman of Sayville has been awarded the 1993 American Artist Art Service Achievement Award. Lippman is executive director of Art Without Walls Inc., a nonprofit independent arts council based in Sayville.

PUBLIC RELATIONS

Manhattan-based Lobsenz-Stevens Inc. has promoted Scott Tangney of Rockville Centre to senior vice president of the corporate financial division.

PUBLISHING

SIGS Publications, a publisher of computer magazines in Manhattan, has hired James O. Spencer of Smithtown as director of business development.

SECURITY

Remy M. Bell of Riverhead has been named director of operations for SCAN Security, a full-service security company based in Bridgehampton.

SOFTWARE

Joseph Giella of Dix Hills has been appointed director of marketing for Arvee Systems Inc., a software development firm in Bohemia.

BRIEFLY

Telephonics Corp., Farmingdale, has been awarded an initial \$ 3.8 million contract by IBM Federal Systems Co. for helicopter communications systems. With options, the contract could be worth at least \$ 16 million more to Telephonics by 1997. The company, a subsidiary of Jericho-based Instrument Systems Corp., supplies information and communications systems to government and commercial markets.


Margolin, Winer & Evens, a major Long Island accounting firm, is moving to 400 Garden City Plaza, a 5-year-old office building adjacent to the Roosevelt Field mall. The firm will occupy 35,900 square feet. Joseph Farkas of Koll Management Services, leasing agent for the building, said the 15-year deal represents the largest new office lease in Nassau County this year.

A Corning/Revere housewares store is to open in early July at the Stony Brook Village Center.

Northern Brands Inc., a subsidiary of Plainview-based Northern Group, has been named the duty-free distributor in Canada of Halston and **Nautica** fragrances.

Standard Microsystems Corp., a Hauppauge-based manufacturer of computer network systems, has opened an office in Singapore.

GRAPHIC: Photos- 1) [Arnold] Gruber. 2) [Bernard] Kennedy. 3) [James] Spencer

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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All-Star field ... // Youthful sailors ... USA TODAY June 17, 1993, Thursday, FINAL EDITION

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USA TODAY

June 17, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 1C

LENGTH: 92 words


HEADLINE: All-Star field ... // Youthful sailors ...


BODY:

All-Star field . . . Pro football Hall of Famer Jim Brown heads the field this weekend for the first event of the new Pro Athletes Golf League. Eight two-man teams will compete in a best-ball format in the \$ 220,000 Michelob Invitational at Eureka, Mo. Other athletes in the field include Rick Barry, Jim Rice, Brett Hull, James Worthy and Walter Payton. Youthful sailors . . . The **Nautica**/U.S. Sailing Youth Championships begin this weekend at Indian Harbor Yacht Club in Greenwich, Conn. It features 150 of the nation's top youth sailors.

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KNEES, PLEASE The Toronto Star June 17, 1993, Thursday, AM

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The Toronto Star

June 17, 1993, Thursday, AM

SECTION: FASHION; Pg. FA1

LENGTH: 403 words

HEADLINE: KNEES, PLEASE

BYLINE: By Carola Vyhnak TORONTO STAR

BODY:

GREG AMBEAULT has a theory about men and shorts: "If men wear suits all day at work, they really feel underdressed when they put on shorts."

Anne Rhajani has another theory: "Maybe they just have ugly legs."

Whatever the reason, some men seem just a little reluctant to bear their gams.

But with so many great looks in shorts these days and Father's Day happening on Sunday (who can say no to a gift?), now's the time to cast aside inhibitions, along with those long pants.

"I used to have just those **Nautica** type that double as bathing suits and a couple of pairs of cotton ones," says Ambeault, 30, a manager/buyer for Calderone Shoes. "But now, most stores are carrying a much bigger selection, especially in dress shorts."

Outside work, he wears shorts "everywhere," from the golf course to backyard barbecues. For dressier occasions, he'll team pleated linen shorts with a sport jacket or, for more casual looks, brushed cotton or linen shorts with a silk bomber jacket or polo shirt and sweater.

"I've got these skinny little peg legs but I figure I'm stuck with them so why not?"

Besides, he adds, "women seem to like it (the look) because it's different."

Rhajani, a business woman who prefers the men she dates to have "more wrinkles and more hair (on their bodies) than I do," believes, however, that legs that are "too hairy or not hairy enough" should be kept covered.

So what's a guy to do?

Michael Stephenson is only 7 1/2 but he's already set his priorities. Despite some concern over his "furry legs," he's a committed shorts man. "They're cool and they're awesome," explains Michael, who prefers "any kind of jean shorts."

Adrian Morassut, 26, is another sold-on-shorts kinda guy. As a hairdresser, he's not bound by the more rigid dress code of the corporate world so he regularly opts for abbreviated pants.

"It's just too hot for long pants in the summer," he explains.

Perhaps the best advice is to just do your own thing and the rest of the world can like it or lump it.

One recent shorts convert, who begged for anonymity, tells his story:

"I have these really ugly legs that I'm self-conscious about. But my wife bought me a pair of shorts and insisted I wear them.

"They were great, so comfortable that I started wearing them all the time. Then my wife decided I was right, my legs were too ugly.

"Now she gets mad every time I wear them."

GRAPHIC: Star color photos (Beaty, Eglinton): MAIN PICTURE: Greg Ambeault trades in long pants for Armani pleated linen shorts and Hugo Boss linen jacket from Harry Rosen; TOP: Garfield Bennett rollerblades in sweats over cycling shorts, topped off with open-weave golf hat; CENTRE: Steve Morgan prefers plaid boxers - "they're my undies" - for volleyball on the beach. ABOVE; Hairstylist Brian Davidson, of Jason Kearns salon, strolls down Yorkville Ave. in pumpkin linen shorts and black blazer; RIGHT: Steve Roy, owner of Oz hair salon, finds cool comfort in green cotton knit shorts as he chats with Oz hairdresser Learie Scarlett in black cotton knit; Star photos (Beaty): HAND-MADE COOL: Hairstylist Adrian Morassut cut his shorts from pants; (Eglinton): JUST COOL: For some people shorts have never been in or out of style.

LOAD-DATE: May 12, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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STRIPES AHOY Orange County Register (California) June 17, 1993 Thursday

Copyright 1993 Orange County Register
 Orange County Register (California)

June 17, 1993 Thursday MORNING EDITION

SECTION: LOOK; Pg. H03

LENGTH: 372 words

HEADLINE: STRIPES AHOY

BYLINE: Lisa Lytle, The Orange County Register

BODY:

Where the sea and sun meet this summer, sails and stripes merge as well. Horizontal and vertical stripes have long been associated with the nautical lifestyle. This sporty and leisurely tradition is typified by comfortable pique or jersey polo shirts in bold colors.

More recently, two-tone or multicolor stripes have become the pattern du jour for summer, surfacing in widths from pencil-thin to rugby-shirt-thick on graceful, light sundresses; twill trousers; pajama-inspired trousers; and cropped tops.

It's easy to pair stripes with solids; but it's definitely more interesting to mix them, as Ralph Lauren does, on tops and bottoms.

Here, clothes that stripe it rich on sea and land.

Page Design by David Medzerian

Models: Colette O'Connell and Scott Nelson/Fontaine, Newport Beach

Styling: Michele Stojakovich/Celestine

Hair and makeup: Alexander Becker/Celestine

Photo assistant: Ken Steinhardt

Styling Assistant: Charlene Chamberlain

Schooner: Spike Africa of Hornblower Dining Yachts/Spike Africa Sailing Charters

Special thanks to Spike Africa crew Monika Sloan, Bill Zabolski and David Dawson

Where to buy it: At South Coast Plaza: Calvin Klein clothing from the Calvin Klein boutique, Emporio Armani clothing from the Emporio Armani boutique; Polo by Ralph Lauren clothing and accessories at the Polo by Ralph Lauren boutique; J. Crew clothing and accessories from the J. Crew boutique; Cartier watches from the Cartier boutique; Privilege earrings at the Privilege boutique; all stores are in South Coast Plaza.

At Fashion Island, Newport Beach: **Nautica** clothing at the **Nautica** boutique; Rigoberto and Citigold jewelry at Moonlight Accessory

Gallery; Axis chambray shirt at At-Ease; all stores are in Fashion Island, Newport Beach.

At Brea Mall, Fashion Island and South Coast Plaza: Eddie Bauer clothing and accessories at Eddie Bauer stores in Brea Mall, Fashion Island, Newport Beach and South Coast Plaza.

GRAPHIC: COLOR PHOTO; ON THE COVER; Colette wears a wrap dress (\$ 168) from J. Crew and earrings (\$ 20) from Privilege. Scott wears a cotton dress shirt (\$ 120) and silk tie (\$ 85), all from Calvin Klein. Leather belt (\$ 65) from Polo by Ralph Lauren and leather loafers (\$ 98) from J. Crew.; All hands on deck; Colette wears white cotton shorts (\$ 28) and a navy leather belt from J. Crew (\$ 42), chambray shirt (\$ 45) by Axis, water sport shoes (\$ 35) from Eddie Bauer, leather-strapped watch (\$ 1,175) from Cartier, sterling silver and 14K gold rings (\$ 495 for the set) by Rigoberto and silver bracelet (\$ 49) from Moonlight Accessory Gallery. Scott wears a jacket (\$ 58) and polo shirt (\$ 34) from J. Crew and water sports shoes (\$ 35) and shorts (\$ 14.99) from Eddie Bauer.; Striping pair; Scott wears navy trunks from Emporio Armani (\$ 48) and a cotton terry robe from **Nautica** (\$ 95). Colette wears a striped T-dress (\$ 170) and espadrilles (\$ 22) from J. Crew and leather-strapped watch from Cartier (\$ 1,175).; Within striping distance; Colette wears a man's cotton shirt (\$ 46) from J. Crew with a silver necklace (\$ 325) by Citigold. Binoculars (\$ 150) from Eddie Bauer.; Spectator style; Colette wears a hooded swimsuit (\$ 130) and fisherman's hat (\$ 160) from Emporio Armani; Scott wears trunks (\$ 24) from J. Crew.; Porthole panache; Diver's watch (\$ 9,100) from Cartier; octagonal silver bracelet and ring (\$ 495 with two other rings sold as a set) from Moonlight Accessory Gallery.

LOAD-DATE: March 12, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Pendleton looking to Far East sites to produce men's shirts The Business Journal-Portland June 21, 1993

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The Business Journal-Portland

June 21, 1993

SECTION: Vol 10; No 17; Sec 1; pg 4

LENGTH: 629 words

HEADLINE: Pendleton looking to Far East sites to produce men's shirts

BYLINE: Anita Marks

DATELINE: Portland; OR; US

BODY:

Competition from department store private-label brands is pushing Pendleton Woolen Mills to look to Hong Kong for production of some of its men's non-woolen sportswear.

The primary target is a line of knit sport shirts Pendleton sells for spring and summer under its Lobo label, said Dick Poth, company president. The plan is to begin with a test run at an undisclosed Hong Kong garment plant.

"We are looking for certain commodities that have become difficult to access economically like men's knit shirts," Poth said. "No all-wool merchandise is under consideration."

Pendleton will work with the same network of Japanese trading companies that have been supplying many of its non-woolen fabrics since the late 1970s, he said. Poth declined to name the trading companies involved.

Unlike most U.S. apparel labels, Pendleton still makes nearly all of its products at company-owned plants in Oregon, Washington, Nebraska, Iowa and New Hampshire. Pendleton's competitors--upscale sportswear brands such as Evan Picone and **Nautica**--contract out virtually all of their wares to third-party garment makers overseas to trim labor costs.

The growing popularity of private-label merchandise at department store chains puts an even bigger squeeze on Pendleton and other brand-names labels. Anxious to distinguish themselves from other chains carrying the same brand names on the other side of the shopping mall, department stores like Nordstrom and Macy's are increasingly offering house labels.

Buying directly from garment factories overseas, the department store chains avoid markups and can offer lower retail prices for comparable merchandise. While a men's polo-style shirt from a brand-name maker typically retails for \$ 35 to \$ 40, a comparable private-label garment may go for as little as \$ 25 to \$ 30.

"You have to view them (department stores) as a direct competitor," said Poth. "We compete with them for space in their stores, and for the consumers' dollars."

Pendleton first tested foreign labor last fall when it sent a sample run of women's blouses to a Mexican plant. Results were mixed, though the company will soon start making certain men's shirt styles there.

Going into the test, the company's concerns had centered on quality control. Pendleton has made its reputation as a stickler for tailoring detail, and was concerned quality might slip so far from home. As it turned out, while quality was acceptable, turnaround time was not. "It wasn't a matter of quality, it was a matter of logistics," said Poth.

The size of orders needed to make third-party factory runs economical proved a sticking point as well, he said.

Pendleton's selling strategy is built around selling several interchangeable, color-coordinated wardrobe components. While basics like blazers are produced in fairly large quantities, coordinating garments like blouses are done in small runs to provide several style choices. "Our approach is hard to square with big factory runs," said Poth. "Big commodity purchases are not for Pendleton."

One product line does jibe well with those conditions, however. Pendleton will begin manufacturing its short-sleeved men's madras plaid shirts in Mexico for the spring 1994 season, he said. Menswear is more feasible in large runs because there are few style variations compared to women's blouse lines.

Despite tough competition from other sportswear labels, Pendleton's traditional Western wear lines are riding tall in the saddle courtesy of Garth Brooks and the 150th anniversary of the Oregon Trail.

The recent resurgence of country music and dancing has turned the traditional Pendleton styles into fashion items, and sales are reflecting the change. Western wear sales are sporting "double digit increases," said Poth.

UMI-ACC-NO: 9359423

LOAD-DATE: October 23, 1995

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Henry's to close doors on last Wichita store; Henry's of Wichita; Brief Article Daily News Record June 23, 1993

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Daily News Record

June 23, 1993

SECTION: Vol. 23 ; No. 119 ; Pg. 10; ISSN: 0162-2161

LENGTH: 226 words

HEADLINE: Henry's to close doors on last Wichita store; Henry's of Wichita; Brief Article

BYLINE: Sharoff, Robert

BODY:

WICHITA, Kan. -- Henry's of Wichita is in the process of liquidating and plans to close its doors for good at the end of July.

Pat Neville, president, said no Chapter 11 is planned. "We're not bankrupt. We just looked in the mirror and realized that the business was struggling and not likely to get any better."

He added that the store was not profitable last year and "we didn't see that turning around this year."

Neville said the company hopes to pay its creditors either in full or "as close to its as we can."

Henry's, which was founded in 1911, is considered Wichita's premier fashion retailer. At its peak in the early '80s, the company had four stores. There is currently one store, a 40,000-square-foot unit at suburban Towne East Mall. Annual volume is about \$ 12 million.

About 40 percent of the merchandise is men's with key lines being Polo, Perry Ellis, Tommy Hilfiger, **Nautica** and Guess.

The store has about 150 employees, about 60 of which are in the men's area. There are three men's buyers.

Neville owns about 40 percent of the company's stock. The rest is mainly in the hands of the founding Levitte family. The Levittes have not played an active role in running the store for a number of years.

Neville joined the store in 1984 after working as a consultant to troubled retail companies for some years.

SIC: 5621 Women's clothing stores ; 5611 Men's & boys' clothing stores ; 5651 Family clothing stores

IAC-NUMBER: IAC 13970758

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

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Blind skipper plots Atlantic crossing USA TODAY June 24, 1993, Thursday, FINAL EDITION

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USA TODAY

June 24, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 10C

LENGTH: 412 words

HEADLINE: Blind skipper plots Atlantic crossing

BYLINE: Carolyn White

BODY:

Blind sailor Hank Dekker is both a visionary and a realist.

Beginning July 26, the Novato, Calif., sailor will sail his 30-footer, named NFB, from Baltimore's Inner Harbor across the Atlantic Ocean to Plymouth, England.

While the 3,450-mile journey would test the skills and stamina of any sighted sailor, Dekker seems undaunted by criticism that he's taking on too much of a challenge.

"Most good skippers sail by feel," says Dekker, who lost his sight to glaucoma 16 years ago. "Guys sailing at night can't see well, either. Fear is something you can't overcome. You have to control it, understand it."

Dekker's trip, sponsored by the National Federation of the Blind (hence, the name, NFB), will be equipped with special navigational aids. His navigational charts are "brailled up." Not only does he have a braille compass but also a global positioning system, developed by NFB electronic research and development. Dekker can "push a button and it speaks to you."

Dekker's transatlantic attempt reinforces NFB's philosophy: Given opportunities and training, a blind person can compete with a sighted person. Dekker, who survived a hurricane at sea in 1983, proved that again in 1986: He finished third in the Single-Handed TransPac Race from San Francisco to Hawaii.

YOUTH CHAMPS: Competitors in the **Nautica/US** Sailing Youth championship at Indian Harbor Yacht Club in Greenwich, Conn., got a real workout Wednesday. Winds gusting to 25 knots set the stage for numerous capsizes - a direct contrast to Monday's 0-5 knots of wind. Going into today's finals, 1996 Olympic hopefuls David Ames, 16, of Miami and P.J. Buhler, 15, of Coral Gables, Fla., lead in boys 470 competition. Joey Harris, the first black certified US Sailing Instructor, is one of the coaches.

RIVALS: While Dennis Conner tunes up his Whitbread 60 Winston by sailing as an unofficial entry in the Storm Trysail Block Island Race Week in Rhode Island, his 1992 America's Cup nemesis, Bill Koch, will compete in the Shake-A-Leg Wall Street Challenge. Koch's America Foundation was one of five corporations donating \$ 25,000 to compete at the Newport (R.I.) Challenge. Crews will include one disabled sailor. Shake-A-Leg, known for its sports programs for athletes with spinal cord injuries, got support from a number of star sailors, including 1992 Olympic silver medalist Kevin Mahaney, who heads a 1995 America's Cup defense, and 1992 America's Cup strategist John Bertrand.

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

Terms: [nautica](#) and [date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Why middle America waltzes to Tennessee; Inside Outlets Daily News Record June 25, 1993

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Copyright 1993 Capital Cities Media Inc.
Daily News Record

June 25, 1993

SECTION: Vol. 23 ; No. 121 ; Pg. 8; ISSN: 0162-2161

LENGTH: 745 words

HEADLINE: Why middle America waltzes to Tennessee; Inside Outlets

BYLINE: Lloyd, Brenda

BODY:

PIGEON FORGE, Tenn. (FNS) -- When it comes to outlet centers, Pigeon Forge is a Southeast kingpin and it's one of Tennessee's prime resort areas.

And, for the several hundred outlet stores located in this vacation destination, the steady flow of hordes of travelers in cars and campers means business.

Even on a rainy afternoon out of season in late March, the four large factory outlet malls in Pigeon Forge and nearby Sevierville are packed with bargain shoppers. In Pigeon Forge, there's the Belz Factory Outlet, the area's largest, with 80 stores. Then, there's Red Roof Factory Outlet, formerly known as Factory Merchants. Nearby is the Tanger Factory Outlet Center. And about a mile away in neighboring Sevierville is the Five Oaks Factory Stores center.

These outlets feature the best designer labels and major brands in men's wear, but at prices geared for Middle America, which floods this vacation mecca every year.

Pigeon Forge is the gateway to the Great Smoky Mountains National Park. And vacationers flock to east Tennessee to see the rich, green landscape in the summertime and the colorful foliage in autumn.

Prices at Pigeon Forge and Sevierville outlets range from 20 to 70 percent below regular retail for designer apparel, such as Polo/Ralph Lauren and Liz Claiborne--plus for a vast array of men's sportswear and activewear brands.

According to James Murphy, former head of Phillips-Van Heusen's retail group and now president of J.J. Murphy Co., retail consultants, Bridgewater, N.J., "It's one of the most successful outlet centers in the country. Pigeon Forge has had a steady and impressive growth in volume and expansion for the last eight years.

In agreement is Bob Negrón, president, Outlet America Corp., who calls the area a successful market that will continue to grow. "The outlets are representative of the outlet industry, catering to and attracting moderate-to-upper-moderate shoppers."

Comparing Pigeon Forge to other Northeast and California centers, he describes the Tennessee outlets as "a little weaker in designer-type stores, but most are manufacturers offering good quality and good value."

Pioneering the outlet movement here is the Red Roof Factory Outlet center, which opened 11 years ago. It has more than 200,000 square feet of space and approximately 50 stores, including Geoffrey Beene, OshKosh B'Gosh, Boston Traders, Sergio Tacchini and Bass.

"It's a Middle America center," comments Melody Webb, Red Roof's on-site manager, "and the grandfather of them all."

Easily recognizable by its red roofs, the center is currently 99 percent occupied. Its average in-season daily traffic count is an astounding 10,000 to 12,000 cars with two to three people in each car.

Interestingly, the various mall managers insist the centers work "well" together. Webb, for example, reports, "If I don't have an item at Red Roof, I tell my customers where they can get it. And the others do the same.

For Stanley Tanger, president of Tanger Factory Outlet Centers, Pigeon Forge is "a marvelous phenomenon." His center, which opened in 1988, has 100,000 square feet and 30 stores, including Liz Claiborne, Reebok, J. Crew, Coach, Harve Benard, Izod/Gant, Swank and London Fog.

Right across the street from Tanger's center is the Belz Factory Outlet World with 85 tenants.

The original enclosed mall has a modern, Tinkertoy look compared to later adjacent strip center annexes. Together they include such high-visibility names as Gitano, Converse, Hush Puppies, Ruff Hewn, Van Heusen, Bugle Boy, Generra, Levi Straus, Etienne Aigner, Nike, Duck Head and Members Only.

The most upscale and prettiest of the centers is the newest, Five Oaks Factory Stores, owned by Epoch Projects, Inc. It opened in June 1992 and tenants include Adolfo II, Brooks Brothers, **Nautica**, Woolrich, Jones New York, Guess and Polo/Ralph Lauren.

If there's one thing these mall executives believe in, is the great location of the area with its constantly growing tourism. The town is so busy that an alternate route is under construction to help alleviate traffic problems and open up new areas for retail expansion.

Today, the area is a learning experience for outlet hopefuls eager to find out about about Middle America's shopping habits. Outlet America's Negron insists, "Every new player who gets into the outlet business needs to look at Pigeon Forge. It's an established market. It's a home run."

GRAPHIC: Photograph

SIC: 6512 Nonresidential building operators ; 5990 Retail Stores, NEC

IAC-NUMBER: IAC 13979314

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#)

Terms: [nautica](#) and [date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Friday, March 24, 2006 - 4:19 PM EST

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

Terms: nautica and date(geq (1/1/1993) and leq (6/30/1993)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Swimwear fails to make a big splash for '93; delayed hot weather in most areas hurt retail sales. Daily News Record June 29, 1993

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June 29, 1993

SECTION: Vol. 23 ; No. 123 ; Pg. 3; ISSN: 0162-2161

LENGTH: 924 words

HEADLINE: Swimwear fails to make a big splash for '93; delayed hot weather in most areas hurt retail sales.

BYLINE: Salfino, Catherine

BODY:

NEW YORK -- Although summer '93 might not be yielding a gang-buster swimwear business, not everyone is doing the crawl.

Most vendors report that sales were better than last year, even though the late-breaking hot weather waterlogged retailers' efforts to move merchandise early -- or place a lot of reorders. However, inventories are said to be clean, since manufacturers said they were prepared for a less than splashy season.

"The swimwear business has been flat; it's been equal to last year," said buying officer executive Carol Hydovitz, merchandise manager for the men's division of the Donegar Group. "Swimwear started to sell very early, and then it died down with the late-breaking weather. Most recently it's picked up again."

Since swimwear is a short selling season as it is, a late spring cuts it even more, Hydovitz said, explaining, "Swimwear is a buy-now-wear-now item. So stores should have some assortment of swimwear on their floors to extend the season and clean out their stock. They'll have shorts on the floor, so they should have swimwear too."

Hydovitz said consumer purchasing has been split between nylon and cotton this season. The popular lengths tend to run long at about 17 inches. And the volume price is \$ 19.99, but prices vary, depending on the retailer and vendor.

"Tommy Hilfiger had a swimwear line this spring and it's had an excellent season," she said. "And Jantzen, **Nautica**, Góttex, Newport Blue and Dash continue to be mainstays for specialty and department stores."

Nautica's swimwear business has been very good overall, according to David Chu, president and designer.

"For the past few years the swimwear business was going down, but it picked up the pace this year," he said of his suits, which retail from \$ 35 to \$ 45. "Our shorter trunks have been selling better -- those that are 16 and 15 inches. Also our primary color group, featuring classic colors in bold diagonal stripes, has done very well." A Greek concept print helped **Nautica's** second delivery do quite well, he said. And a surprise for the season was the popularity of the nylon tactile fabrication. Chu said **Nautica's** offerings were right on target.

"We do have some classic styles ready for reorder but, in general, our inventories are pretty clean," he said. "We're ready to ship for holiday."

Speedo, of Van Nuys, Calif., has had a "huge" solid business in nylon, according to Jamie Madden, vice-president, merchandising.

"We had some standout styles this season," she said. "Last year we introduced our Surf Runner. It's a cross between a running short and swim trunks. Well, this year we added prints to it and it has been phenomenal for us. It's \$ 20 to \$ 22 retail."

Speedo also had an extremely good print year, Madden said. The swimwear featuring prints from Bali and Africa did really well, as well as hook-up T-shirts and jackets. The \$ 32 Gunston trunk, an active-style suit with bold, multicolored graphics across the body, has had some of the best sell-throughs the company has seen in years, Madden said.

The company added a classic collection this season, which includes swimwear, tops and jackets. Although the line as a whole sold well, Madden said the jackets, which retail at \$ 60, happened to be the standout performer. Spurred on by the new categories, Speedo's swimwear business is ahead of last year's by about a healthy double-digit percentage, Madden said.

"We don't over-inventory," she said. "We sold out of the classic line totally, and we're sold out of the Bali and African prints. We're shipping some new batches of '94 for certain clients. Rather than keep old stuff going, we try to ship new product for some special people. But we keep our basics in stock, like our black trunk."

A Speedo piece that didn't do too well: the seersucker pull-on short.

There were no surprises really for Irvine, Calif.-based Newport Blue, according to Nat Norfleet, director of design. Although the company has performed well at retail, men's swimwear has been soft in general, Norfleet said.

"Newport Blue has performed well at retail, and the sell-throughs are as good as any out there," he said. "Last season, we probably booked more, but sell-throughs are better this year. But sell-throughs are so low--they're 2, 3 and 4 percent. The rain and weather have been a problem. And business is down all over. We're performing all right. But it's still no pleasure trip."

Norfleet said Newport Blue's inventories are pretty clean, with spring sold out and summer 90 percent sold. Prints and color-blocked suits have been strong for the company, he said. And the fabric that has done best is the 100 percent cotton featuring Bali and mixed prints. These volley-style suits, which retail for \$ 36, have a 15-inch upseam and dry faster than nylon. Some 15-inch, nautical color-blocked styles, did well at \$ 36 retail.

"I think basics--the basic nylon and basic cuts--which have been a big part of our business, are becoming tough because that part of the business is going private label," Norfleet said. "We came out pretty clean on it, though."

Most of Newport Blue's fashion items--primarily prints, and some color blocking -- are kept on reorder. The company is showing its holiday line now.

"We're getting a good response, but you can't predict what will happen," he said. "It's been very soft. See, we haven't had a problem selling to retailers. It's the retailers who have the problem selling to consumers. That's the way it is right now."

GRAPHIC: Photograph

SIC: 2339 Women's and misses' outerwear, not elsewhere classified ; 2320 Men's and Boys' Furnishings ; 2329 Men's and boys' clothing, not elsewhere classified

IAC-NUMBER: IAC 13988986

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [?]

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Recreation Notebook; Sailing The Houston Chronicle July 8, 1993, Thursday, 2 STAR Edition

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 The Houston Chronicle

July 8, 1993, Thursday, 2 STAR Edition

SECTION: OUTDOORS; Recreation Notebook; Pg. 14

LENGTH: 65 words

HEADLINE: Recreation Notebook;
 Sailing

BYLINE: Staff

BODY:
 Sailing

HIGH FINISHERS: Three Texans had high finishes recently among the 150 competitors in the **Nautica/U.S.Sailing Youth Championships** at Indian Harbor Yacht Club, Greenwich, Conn.

Will Stout and Ryan Mimms, of Houston, placed fifth and sixth, respectively, in single-handed competition. In the heavyweight boardsailing division, Chad Allen of Corpus Christi finished fifth.

LOAD-DATE: July 9, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
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SAILING / RICH ROBERTS; STAGGERED STARTS LEAVE FINISH AN OPEN QUESTION IN TRANSPAC Los Angeles Times July 10, 1993, Saturday, Home Edition

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Los Angeles Times

July 10, 1993, Saturday, Home Edition

SECTION: Sports; Part C; Page 9; Column 1; Sports Desk

LENGTH: 1140 words

HEADLINE: SAILING / RICH ROBERTS;
STAGGERED STARTS LEAVE FINISH AN OPEN QUESTION IN TRANSPAC

BYLINE: By RICH ROBERTS

BODY:

It took sailors years to realize they didn't need boats that were fast upwind to win the Transpacific Yacht Race, because most of the race was off the wind -- a sleigh ride to Hawaii.

Thus, the 70-foot ULDBs, designed to fly with the wind from abeam or behind, have dominated the race since Merlin's record-setting victory in 1977.

When that got boring, organizers looked for ways to put new life in the event. Under Leon Cooper, commodore of the Transpacific Yacht Club, the current 37th biennial race not only added Performance Handicap Racing Fleet (PHRF) classes for boats lacking ocean-racing ratings but staggered the starts over four days.

The hope was that the head starts would give boats other than the ULDB 70s a chance to finish first, and it seems to be working out that way. It apparently is touch and go whether the sleds will be able to catch a couple of boats that started a day earlier, and nearly half the remaining 39 boats may finish within 24 hours starting late Tuesday.

Generally, trophy winners are determined after actual time is corrected for handicaps, rewarding those who sailed their boats nearest their potential. But a coveted goal has always been the first spot on Transpac Row that goes to the boat that is first past Diamond Head.

The figures change daily with the wind, but as of Friday, John DeLaura's Santa Cruz 70 Silver Bullet was projected to finish at 10:07 p.m., Honolulu time, next Monday night, 27 minutes ahead of Neil Barth's Excel 53 Persuasion. Hasso Plattner's Reichel/Pugh 50 Morning Glory from Germany and Peter Tong's new SC 70 Orient Express were looking at a dead heat at midnight.

*

The biggest and oldest boat in the race is HMCS Oriole, a 72-year-old Canadian Navy training ketch (two masts) skippered by Lt. Cmdr. Michael Cooper with a crew of 25, also the race's largest.

Numbers are needed. The boat has no winches to help trim the sails.

For a while it seemed that if the crew was going to see Hawaii, it would have to catch a plane. The wind was so light at their start that the heavy boat was unable to overpower a one-knot current running away from the line toward Point Fermin.

Race chairman Joe Cutting said: "We thought she was going to go aground because she was getting closer and closer to shore. They'd get up to the line, and then the current would carry them back."

Finally, an hour and a half after the starting gun, the Oriole struggled across. The race committee's sigh of relief was the strongest breeze of the day.

For the first two days the daily position reports listed the Oriole with "no report." Its radio was fine, it knew where it was, but its position was so far behind the others that the committee tried to save it the embarrassment.

Finally, Oriole found its wings. The latest projection is that it will finish Thursday night, well in time for the trophy dinner.

*

There have been three hard-luck dropouts: Barbara Colville's Harlequin because of electronics and steering problems, John Kerlake's Kingfish with a broken headstay and Starfish I with a split mainsail.

Bob Kahn, who sailed his own boat Jano in previous Transpacs, was aboard Harlequin for his 14th consecutive Transpac. Although Harlequin is a new Schock 55, apparently some bugs hadn't been worked out, so the decision was made to turn around after 200 miles. A ruling may be needed on Kahn's streak.

"I figure I've gone 13 1/10 Transpacs," he said.

Tough luck also befell Starfish I, Roy Disney's old Pyewacket, which owner Mike Holleren lent to a crew headed by David Delo, Jeff Silver and Mike Elias. The boat did well in tuneup races and was fourth to Santa Catalina Island after the start, but the 5-year-old mainsail ripped apart at 80 miles.

Elias said: "But what's weird is that in the last Transpac two years ago, Starship broke its boom -- one minute earlier in the race and within three miles of where we were this time."

Sailing Notes

WHITBREAD ROUND-THE-WORLD -- Dennis Conner might be the world's best-known sailor, but he has never been known as a long-distance ocean racer. He still doesn't know how many legs he'll sail in the nine-month race, starting Sept. 25 in England, but the New York-to-Southampton Transatlantic Gold Cup will help him decide. The race, which started a week ago, is for Whitbread entries who have to sail across the Atlantic to get to the start, anyway. At the latest report, Conner's Winston, a Whitbread 60, was second overall. Winston will be one of two American entries in the main event, along with Nance Frank's US Women's Challenge.

MATCH RACING -- Australia's fifth-ranked Peter Gilmour defeated San Diego's third-ranked Peter Isler three in a row in the finals of the Rothman's Cup event at Sardinia. Rod Davis, now of Australia, was third, followed by Ed Baird, U.S., and Paul Cayard, U.S. New Zealand's Russell Coutts and Chris Dickson, ranked 1-2, did not compete. Cayard lost crewman Steve Erickson early in the competition when his boat was hit by a strong gust, spun out of control and Erickson fell into the boat, breaking two ribs. . . . The sixth World Championship of Match Racing, won by Coutts at Long Beach last year, is scheduled on the Swan River at Perth, Western Australia, Sept. 20-26.

EVENTS -- The second annual Tom Collier Memorial Regatta to benefit the American Cancer Society is scheduled at King Harbor YC July 25. The first event raised \$4,369.63 in memory of Tom Collier, a

champion sailor who died at 31. It is not necessary to race to participate. Details: (310) 376-2459. . . . The Area J finals of the US Sailing Assn.'s women's regatta will be at Santa Monica July 24-25 in Martin 242s. . . . The South Shore YC's 17th Crew of Two Around Catalina Race is scheduled July 24-25, including cruising classes that don't require yacht club membership.

INTERNATIONAL -- Coach Bill Wakeman's Newport Harbor High School team won the International School Team Racing Championship at Datchet Water, England, this week, topping 12 English and Irish teams in tight competition. Skippers were Capt. Danny Zimbaldi, Nathan Dunham and Steve Kleha, and crew members were Mandy McDonnell, Casey Hogan and Cortney Polovina, with Jack Hogan an alternate.

Bill Hardesty, 18, of San Diego is the only Californian among eight U.S. sailors competing in the IYRU **Nautica** World Youth Sailing regatta on Lake Garda at Gargnano, Italy, concluding this weekend. Entering the weekend he was in third place, the highest of any U.S. sailor. The U.S. team was 10th among 39. Hardesty qualified by winning the U.S. single-handed title in a 60-boat fleet of Lasers. . . . In the lull between Olympics, the United States is ranked first in only one of the 10 classes: gold medalists Mark Reynolds and Steve Erickson in Stars. No other American man or woman is ranked higher than fourth.

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(7/1/1993\) and leq \(12/31/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Wednesday, May 3, 2006 - 5:50 PM EDT



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Optimistic Raiders get jump on NFL brethren USA TODAY July 12, 1993, Monday, FINAL EDITION

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USA TODAY

July 12, 1993, Monday, FINAL EDITION

SECTION: SPORTS; Pg. 11C

LENGTH: 909 words

HEADLINE: Optimistic Raiders get jump on NFL brethren

BYLINE: David Leon Moore; John Bannon

BODY:

The Los Angeles Raiders became the first NFL team to open training camp Sunday. They'd like to be the last to finish the season, too.

While that is quite a reach - from a 7-9 team a year ago to the Super Bowl - low-key Raiders coach Art Shell was bordering on ebullient at the Oxnard, Calif., camp.

"I'm more excited about this team than any other team since I've been coach here," said Shell, whose first full season (1990) resulted in a 12-4 record and a berth in the AFC championship game. "There's a certain freshness, newness and energy running through this football team. I can feel the kind of enthusiasm we had before 1990."

There certainly are changes. Gone are high-profile veterans such as running backs Eric Dickerson and Marcus Allen, safety Ronnie Lott and quarterback Jay Schroeder.

"We've lost some veteran leadership, but I'm not so sure that that leadership was always the right kind of leadership," said Shell. "We have guys who will step forward."

Newcomers are free agents Jeff Hostetler at quarterback and Gaston Green at running back. - David Leon Moore

FOOTBALL: The Green Bay Packers are the first team to reach contract agreement with all their drafted players, including first-round pick George Teague. They also signed former New Orleans running back Alan Pinkett.

TENNIS: Spaniard Sergi Bruguera, in his first tournament since winning the French Open, won the Swiss Open Sunday in Gstaad, beating Karel Novacek of the Czech Republic 6-3, 6-4.

Also: Greg Rusedski, 19, of Canada became the youngest winner of the Hall of Fame championships in Newport, R.I., outlasting Javier Frana of Argentina 7-5, 6-7 (7-9), 7-6 (7-5) in Sunday's final. . . . Alexander Volkov of Russia and Amanda Coetzer of South Africa were men's and women's winners at the Gunze World tournament in Tokyo. Volkov beat top-seeded Petr Korda of the Czech Republic 4-6, 6-4, 6-2. Coetzer beat the USA's Lisa Raymond, two-time NCAA champion, in her first pro final 7-6 (7-1), 7-5. . . . Unseeded Radka Bobkova upset top-seeded Mary Pierce of France 6-3, 6-2 to win a women's tournament at Palermo, Sicily. . . . Austrian Horst Skoff, won the Swedish Open, beating Ronald Agenor of Haiti 7-5, 1-6, 6-0 in Bastad.

SAILING: According to current speed estimates, the Dennis Conner-skippered yacht Winston should arrive in Southampton, England, shortly after noon Friday, six hours ahead of No. 2 Broomstick in the Gold Cup Transatlantic Ocean Race. Conner leads by 33 miles.

Also: Silver Bullet, a Santa Cruz 70, led Persuasion, an Andrews 53, by 15 minutes Sunday in the Transpacific Yacht Race to Honolulu. The finish is tonight. . . . Bill Hardesty (fourth in boys Laser) of San Diego, Danielle Brennan (fifth in girls Laser) of New York and David Ames and T.J. Buhler of Florida (fifth in Laser 2) were the top U.S. finishers in the **Nautica** World Youth Championships at Gargnano, Italy.

COLLEGES: The NCAA received a record 267,498 ticket applications for next year's Final Four in Charlotte, nearly doubling the previous high of 143,829 requests, set in 1991 for the games in Indianapolis. Only 2,014 tickets are available in the lottery and were mailed last month.

Also: The Pacific 10 Conference didn't renew the contract of basketball official Tom Harrington, who worked the last two NCAA title games. No reason was given, and Harrington is undecided if he will appeal. . . . Carl Polite, one of the candidates to replace NFL-bound running back Garrison Hearst in the Georgia backfield this season, has left the team, citing personal problems. . . . Boston officials want Boston College to give scholarships to local residents and ticket proceeds to neighborhood charities as a condition of allowing the school to expand its football stadium. School officials favor the proposed conditions.

SOCCER: Milutin Soskic, 55, was named full-time goalkeeping coach for the U.S. national team. He has been in a similar position the last three years with Partizan Belgrade of the Yugoslavian first division, where he starred as goalkeeper from 1954-66.

HOCKEY: The first World Hockey Summit, sponsored by USA Hockey, ended Saturday in Boston with participants suggesting the conference should be a regular event.

BOXING: Steve Robinson retained the WBO featherweight title with a ninth-round knockout of Britain's Sean Murphy Saturday. Robinson made his first defense of his title in his hometown of Cardiff, Wales.

Also: Julio Cesar Vazquez won a unanimous decision from Venezuela's Alejandro Ugueto to retain his WBA junior middleweight title Saturday in Tucuman, Argentina.

ELSEWHERE: The California Horse Racing Board fined Inglewood's Hollywood Park \$ 1,000 for prematurely announcing a possible \$ 500,000 payoff on a Pick Six May 22. The horse involved eventually finished fourth. . . . By winning the Tucson Open Saturday, Walter Ray Williams Jr. became the ninth bowler to win as many as five PBA tournaments in a season. . . . Three-time Olympic medalist Joe Fargis of Southampton, N.Y., rode Cor D'Alme Z to the day's only penalty-free ride to win the \$ 50,000 Budweiser I Love New York Grandprix in Lake Placid. . . . Anita Martini, 53, who in 1974 became the first female sportscaster to enter a major league locker room, died in Houston.

QUOTE OF THE DAY "Call me Jose Feliciano." - Cincinnati Reds pitcher Jose Rijo, who says he's changing his name. Teammate Roberto Kelly went to Bobby and made the All-Star team.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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AT TIMEX, THEY'RE POSTIVELY GLOWING Business Week July 12, 1993

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Business Week

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July 12, 1993

SECTION: MARKETING; Number 3327; Pg. 141

LENGTH: 835 words

HEADLINE: AT TIMEX, THEY'RE POSTIVELY GLOWING

BYLINE: Chris Roush in Middlebury, Conn.

HIGHLIGHT:

Luminescent dials and pricier styles show a lot of promise

BODY:

In 1982, a Swiss company approached Timex Corp. and asked it to do worldwide marketing for a new product. Timex executives passed, believing the garish plastic timepieces wouldn't sell. You guessed it: They were Swatches, destined to score a fashion megahit. Now, Timex President C. Michael Jacobi admits having made "a big mistake".

Such mistakes used to be common at the watchmaker. The industry leader since 1960, Timex, based in Middlebury, Conn., was resting on its laurels, cranking out the simple, low-cost watches that were its bread and butter. When digital technology revolutionized watches in the 1970s, Timex stuck to analog timepieces, losing money and market share. "One of the problems of companies with successful pasts is that they often get mired in that past," says Jacobi. FASHION SENSE. Jacobi, who became marketing vice-president in 1981, began working to snap Timex out of the past. Instead of writing off consumers' desires as passing fads, he beefed up market research. Fashion consultants from New York and Paris now visit twice a year to give previews of clothing styles for the coming six months -- trends that might translate into watch styles. Jacobi and other executives also regularly travel to retailers and trade shows in other industries, such as sporting goods, to sniff out fashions. And in 1989, he began opening Timex stores, now in eight cities, that act as test markets to help assess products and pricing.

Timex has capitlized on that homework since the 51-year-old Jacobi became president in 1992. Its big error, Jacobi says, was failing to keep up with the watch's evolution from a functional object to a fashion accessory. Japanese rivals such as Seiko and Citizen were introducing a wide variety of styles in a growing price range, figuring consumers would want different watches for different looks. They were right: According to the Jewelers of America, the average consumer today owns five watches, compared with one-and-a-half 30 years ago. Says Jacobi: "We were struggling along with a one-brand company while the rest of the industry was going multibrand."

To expand its lineup, Timex in early 1992 bought rivals Guess and Monet Jewelers, gaining a presence in upscale department stores. Early this year, it licensed its name for a line of wall clocks and clock radios, due out this summer. A deal with **Nautica** Apparel Inc. in May gave Timex its first dressy men's watch. And last month Timex started making watches with Disney movie characters, such as Snow White. Both new lines will be in stores later this year.

But Jacobi says the biggest revenue jump will come from Indiglo. Introduced last November, this patented technology uses energy from the watch battery to excite electrons in the watch face, lighting up the entire dial. Unlike other luminescent watches, an Indiglo doesn't need to be charged by exposure to the sun or a lamp. How well does it work? When New York City's World Trade Center was bombed in February, a man led a group of stranded people down 34 darkened flights of stairs with his Indiglo. Timex plans to spend its entire \$ 10 million ad budget this year on television and print ads for Indiglo and will use the technology in 10 to 30 watch styles.

Timex' product line now totals 1,500 styles, up from 300 in 1970, ranging in price from \$ 20 to \$ 300. After the sportswatch craze began, the company in 1985 introduced its Ironman, now a Bill Clinton favorite. A plastic line called Watercolors was developed to counter Swatch. Then, deciding that fashion would turn conservative again, Timex brought out Carriage, a line with a more classic look. RISKY LEGACY. The strategy has brought sales increases at Timex while the rest of the industry stays flat. Jacobi says sales were up 15% in 1992, and he expects another 15% jump in 1993, to \$ 500 million. Timex, which is wholly owned by Norwegian investor Frederick Olsen, won't disclose data on profitability, but Jacobi says it has been "reasonably profitable" since 1984. He adds that its total market share is around 30%, up a couple of percentage points since the mid-1980s.

Much of Timex' newfound energy is due to a structural overhaul that speeded product development. Jacobi says the company he joined in 1970 was a "slow-moving organization." When he took over, he split up the company along product lines, creating separate business units for sport, fashion and core Timex watches and giving each one autonomy over design and development. One payoff: The Fashion & Children's Watch Div. churned out the Disney line in just six months, down from as long as two years before the reorganization.

With all the changes, Timex' most valuable asset may still be its brand. The 1992 Gallup Watch Brand Survey found that 98% of consumers knew the Timex name. Seiko came in second, with 87%, but that recognition is a legacy of Timex' illustrious history. And as Jacobi knows all too well, a dazzling past can be risky if it blinds a company to the present.

URL: <http://www.businessweek.com/index.html>

GRAPHIC: Photograph, JACOBI WILL SPEND \$ 10 MILLION TO ADVERTISE TIMEX INDIGLOS PHOTOGRAPH BY JOHN S. ABBOTT; Illustration, KEEPING TIMEX TICKING -- Acquiring the Guess, Monet, and **Nautica** names gives it an entry

into upscale stores. -- Indiglo watches use patented technology that will show up in more than 20 watch styles this year. -- A line of wall clocks and clock radios will soon roll out, thank to two new licensing agreements. -- A new computer system helps retailers manage inventory. Stores send Timex sales data daily. ILLUSTRATION BY FRANK O'CONNELL


LOAD-DATE: July 09, 1993

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

Terms: [nautica](#) and [date](#)(geq (7/1/1993) and leq (12/31/1993)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Australia coasts to easy Nautica Cup win : IN BRIEF Herald Sun July 13, 1993 Tuesday

Copyright 1993 Nationwide News Pty Limited
 Herald Sun

July 13, 1993 Tuesday

LENGTH: 429 words

HEADLINE: Australia coasts to easy **Nautica** Cup win : IN BRIEF

BODY:

AUSTRALIA has won the **Nautica** Cup with the best performance of the record 39 nations competing in the International Yacht Racing Union's world youth sailing championships on Lake Garda, Italy.

Australia finished with 122 points with France second (110), followed by Great Britain, Sweden, and New Zealand.

MICHELLE Martin, the world women's squash No. 1, has been seeded at the top for the New Zealand Open in Auckland next month.

The four leading confirmed entries are all Australians - Martin, world No. 3 Liz Irving, No. 8 Sarah Fitzgerald and and No. 9 Carol Owens.

GERMAN Olympic high jump champion Heike Henkel has claimed that athletes who cheat with drugs will still manage to compete at next month's world athletics championships in Stuttgart because of slack doping tests. Asked if all athletes at the Stuttgart event would be clean, Henkel said: "No way. Some will still be full up to the eyeballs. There is still a lot of sloppiness with testing internationally."

OLYMPIC champion Vitaly Scherbo made it three all-around championships in a year by taking the gold at the World University Games men's gymnastics competition yesterday in Buffalo, New York.

University Games medals table: US 8 gold 6 silver 3 bronze 17 total. Japan 1-4-7-12. Italy 1-3-4-8. Canada 3-1-2-6. Ukraine 2-2-2-6. Also: Australia 1-0-0-1.

US SPORT Major League Baseball: National League - Montreal 5 San Diego 4. San Francisco 10 Philadelphia 2. Pittsburgh 3 Cincinnati 2. Colorado 4 St Louis 1. Houston 10 Chicago 1. Atlanta 6 Florida 3. American League - Chicago 11 Baltimore 5. Texas 11 Toronto 6. Milwaukee 5 Minnesota 4. Kansas City 6 Detroit 2. California 3 New York 2 (14 innings). Boston 3 Oakland 2. Seattle 5 Cleveland 4 (11 innings).

STANDINGS AMERICAN LEAGUE East Division

W L % GB Toronto

49 40 .551 Detroit 48 40

.545 New York 48 41 .5391 Baltimore 47 41 .534 1 Boston 45 42 .517 3 Cleveland

40 48 .455 8 Milwaukee 37

49 .430 10 West Division

W L % GB Chicago 45 41 .523 Kansas City 44 42

.512 1 Texas 44 42 .512

1 Seattle 44 44 .500 2

California 43 43 .500 2 Oakland

38 46 .452 6 Minnesota 36 49 .424 8 NATIONAL LEAGUE East Division W L % GB Philadelphia 57 32 .640
St Louis

51 36 .586 5 Montreal 48

40 .545 8 Pittsburgh 42 46

.477 14 Chicago 41 45 .477

14 Florida 37 50 .425 19

New York 27 60 .310 29 West Division W L % GB San Francisco 59 30 .663 Atlanta

50 39 .562 9 Houston 46

41 .529 12 Los Angeles 46 41 .529 12 Cincinnati 45 45

.500 14 Colorado 33 54 .379

25 San Diego 33 56 .371 26 - AGENCIES

END OF STORY

LOAD-DATE: November 28, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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State-O-Maine changes name to Nautica Enterprises; Brief Article Daily News Record July 15, 1993

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Copyright 1993 Capital Cities Media Inc.
Daily News Record

July 15, 1993

SECTION: Vol. 23 ; No. 134 ; Pg. 8; ISSN: 0162-2161

LENGTH: 173 words

HEADLINE: State-O-Maine changes name to **Nautica** Enterprises; Brief Article

BODY:

NEW YORK -- State-O-Maine, Inc., has changed its corporate name to **Nautica** Enterprises, Inc., effective immediately.

Harvey Sanders, president of **Nautica** Enterprises, told DNR that the name was changed because the **Nautica** name "is better known today than State-O-Maine is. It gives us a little more visibility in the investment world." Its **Nautica** men's outerwear and sportswear division will continue to be called **Nautica** International. Its other division is Van Baalen Pacific Corp., which produces men's dress shirts, neckwear and loungewear under the **Nautica** label and activewear and robes under the Christian Dior label.

Sanders said that he doesn't anticipate any confusion over the fact that **Nautica** Enterprises and **Nautica** International now have similar names.

Nautica Enterprises' common stock will now trade on the over-the-counter market and be quoted on the National Market System of the National Association of Securities Dealers Automated Quotation System under the trading symbol NAUT. The symbol was SOME.

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2320 Men's and Boys' Furnishings

IAC-NUMBER: IAC 14074674

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)
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FASHION NOTEBOOK Orange County Register (California) July 16, 1993 Friday

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 Orange County Register (California)

July 16, 1993 Friday MORNING EDITION

SECTION: IMAGE; Pg. Q02

LENGTH: 785 words

HEADLINE: FASHION NOTEBOOK

BYLINE: LISA LYTLE, The Orange County Register

BODY:

Glow-at-night **Nautica** watch features handy sailing gadget
 Glow by Timex, sailing design by **Nautica**. The luminous dial from
 the new men's diver-style watches made by Timex under a licensing
 agreement with **Nautica** will come in handy for the true yachtsman.

The black and white analog-digital styles feature signal flag
 markings, bright resin straps and an alarm, tachymeter and bearing
 rings to calculate speed in kilometers, nautical miles and statute
 miles. Price: \$ 70.

The **Nautica** collection includes other styles such as stainless
 steel designs and tanks with subsecond dials and crocodile-grain
 straps. These don't have Timex's Indiglo Night-Light. Prices:
 \$ 70-\$ 200.

Available in September at the **Nautica** boutique in Fashion
 Island, Newport Beach.

Jurassic mark: When a movie sparks a licensing bonanza, as it has
 with "Batman" and "Jurassic Park," some items appear to fall into
 the gray area between parody and copyright infringement, according
 to the Los Angeles Daily News.

Beaverton, Ore.-based T-Line Design has yet to hear any
 complaints about its "Hasidic Park" T-shirts, in which the dinosaur
 in a "Jurassic Park"-like logo sports sidelocks, the long curly
 sideburns worn by Hasidic Jews.

Another shirt seen around town features the likeness of a
 ferocious-looking Bart Simpson in the logo. Its label: "Jurassic
 Bart. "

The public relations company hired by Universal to represent its
 licensing program said studio officials would not respond to
 questions about piracy.

Bodyguard style: European ready-to-wear designer Nino Cerruti and costume designer Erica Phillips made Clint Eastwood's day when he was filming "In the Line of Fire," now showing in theaters.

"Nice threads, huh?" Eastwood would say many mornings as he walked onto the set.

The actor plays a Secret Service agent.

"The quality of the Nino Cerruti suits was something that Clint recognized right away," Phillips said. "He felt good in them and knew they were right for the character he was playing.

"I had to remember that these men are supposed to blend into the crowd, not stand out, yet I wanted to ensure that Eastwood's character would stand out slightly from the others.

"Staying within the blue and gray family of colors and working with a few pinstripes, I was able to create a slightly different look with a multistripe to set him apart from the other characters who wore traditional pinstripes.

"Because an agent has to be ready to react immediately, a single-breasted jacket was a must to allow him to get to guns or cuffs. The silhouette was a soft shoulder with a notch collar, flap pockets and center vent. We had to have Cerruti make the jackets specifically since his suits are generally non-vented. "

Country cachet: Hitting the top of the music charts for some artists seems to mean it's time to put their names on a clothing line. Suzy Bogguss leaves her mark on leather jackets. Now, Brooks & Dunn have a signature shirt collection by Panhandle Slim Western Wear in Fort Worth, Texas.

Brooks favors vivid prints, such as the "flame shirt," which has tongues of flame reaching down from the shoulders. Dunn prefers the subtle look of solids. The Brooks & Dunn collection will be available in men's, women's and boys' sizes for \$ 31-\$ 45 at Howard & Phil's stores in MainPlace, Brea Mall and South Coast Plaza.

Pare it: What is tops on men's list of fashion turnoffs at the gym?

Women who wear makeup and jewelry there, said 73 of the 100 men in their 20s and 30s surveyed by Fitness magazine. "There are five or six women at my club whom I call posers," said Douglas Turner of Pittsburgh. "The clothing always matches their shoes and wristbands. Their makeup is perfect. It's too much for a gym atmosphere. "

The publication did not survey women.

"People would say I was wearing a hairpiece, but by the time I could object, I was. "

TED DANSON, actor, in GQ

FOOTNOTE: All clothing and accessories featured in "Black Abloom," July 9 Accent, are available at Wet Seal stores in Orange County.

GRAPHIC: BLACK & WHITE PHOTO; **NAUTICA;** Diver-look watches priced at \$ 70 have Timex Indiglo faces.; WELL-SUITED; Nino Cerruti dresses Clint Eastwood in 'In the Line of Fire.'; WILD WEST; The flame shirt, right, is part of the Brooks & Dunn collection.

LOAD-DATE: March 12, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ; ;]

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SAILING Newsday (New York) July 18, 1993, Sunday, NASSAU AND SUFFOLK EDITION

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Newsday (New York)

July 18, 1993, Sunday, NASSAU AND SUFFOLK EDITION

SECTION: SPORTS; ACTIVITY NOTEBOOKS; Pg. 20

LENGTH: 271 words

HEADLINE: SAILING

BYLINE: Dave Rubinstein

BODY:

A major new yacht racing championship is coming to Long Island, thanks to the Seawanhaka Corinthian Yacht Club and Rolex. It's the IMS International Championship, and it will be sailed on the Sound from Oct. 7-11, according to race committee chairman Bruce Cook. The event, which is expected to become one of the nation's premier IMS races, will be staged in alternate years to the European-based Rolex Commodore's Cup. Yachts ranging from 35-90 feet are expected to compete for specially engraved Rolex Oyster Perpetual timepieces. The event replaces the IMS East Coast championship formerly sponsored by Seawanhaka. For more information, contact Cook at 922-6200.

The Michelob Newport Regatta goes off this weekend. The new JY-15 class is the largest of 12 one-design groups. Among those competing will be Sag Harbor's John Niewenhou, Ken Kalbacker, George Martin and David Whelan. From Blue Point will be David Dennison and Paul-Jon Patin. From East Hampton are John Shanholt and Jim Sorensen. Regatta officials said there were 287 boats entered and more than 1,000 sailors will compete in the ninth running of the races.

New Yorker Danielle Brennan finished seventh in the recent **Nautica/US** Sailing Youth Singlehanded Championships held in Connecticut. And the team of Scott Thomson of Sands Point and Lucas Leigh of Cold Spring Harbor finished 10th in the Youth Doublehanded Championships. Brennan recently competed in the 1993 IYRU/**Nautica** World Youth Sailing Championships in the women's singlehanded, finishing fifth. That event was held on Lake Garda in Gargano, Italy and wrapped up last week.

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Milan proposes, Des Moines disposes Forbes July 19, 1993

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July 19, 1993

SECTION: MANAGEMENT/CORPORATE STRATEGIES; Pg. 88

LENGTH: 789 words

HEADLINE: Milan proposes, Des Moines disposes

BYLINE: By Suzanne Oliver

HIGHLIGHT:

Models are thin and can dress rich. But as Tom Gould of Younkers stores well knows, most American women are neither thin nor rich.

BODY:

BODYSUITS ARE HOT in the Midwest this year. The Des Moines-based Younkers department store chain was selling its stock of 4,000 so quickly that it ordered another 8,000 in March, 25,000 in April and 3,000 in May. By May 30 Younkers had sold 18,000 bodysuits for \$ 288,000 and a gross profit of \$ 138,000. Yes, designers like Donna Karan and Calvin Klein were selling bodysuits a year ago. But the trend just hit the Midwest. "It's not what is selling in Milan but what is selling in Des Moines that's important to us," says Younkers Chairman W. Thomas Gould.

From his office on the fourth floor of a Des Moines Younkers store, Gould, 47, a veteran of Allied Stores and Gimbel's, knows his customers. Since joining Younkers in 1985 he has transformed this retailer, increasing net income from \$ 730,000 on sales of \$ 181 million to \$ 17.6 million on sales of \$ 473 million in the fiscal year that ended Jan. 30. A lot of that growth came from acquisitions, but not all. Last year same-store sales climbed 8%.

Since going public a year ago April at 12 1/2, Younkers stock has climbed to 27 1/4. That's still comparatively cheap. It's 10 times the \$ 2.73 earnings per share that Dean Ramos of Dain Bosworth expects for the fiscal year ending January 1994. (That's off a bit from fiscal 1993 because of dilution from an additional share offering and the absence of some one-time gains.)

Gould's formula is simplicity itself. It can be summed up as: It doesn't matter what trendsetters propose in New York, Paris and Milan that people should wear. What matters is what folks in Omaha and such places will wear. The two are not the same thing. "Former management thought the American consumer had gotten thin and rich over night," says Gould, who realizes that Americans may think thin but often eat fat. Younkers does a larger than normal 25% of its women's apparel sales in sizes 14 and higher, and features large women in its catalog and fashion shows. Revenue from the large-size departments is growing at 50% a year.

Younkers has the dominant market share in most of its 54 locations, competing against the likes of WalMart and Dillard as well as J.C. Penney and Sears. The company carries tried-and-true labels such as Liz

Claiborne, Carole Little, Tommy Hilfiger, Ralph Lauren and **Nautica**, but nearly 20% of its apparel carries store labels. Younkers' private-label long-sleeve knit shirt sells for \$ 20, for example, while a similar one at J. Crew goes for \$ 28.

While Gould often puts trendy merchandise on sale, he offers many basics at everyday low prices that don't go on sale. These items, identified by "value price" signs in stores, were bought cheaply from manufacturers, and Gould passes the savings along to his customers.

Thus, Younkers sells for \$ 22 men's Dockers twill shorts that a competing store sold for \$ 32, then reduced to \$ 25. Shoppers can trust the consistency of Younkers' value pricing, observes Bernard Olsoff, president of Frederick Atkins Inc., a retail consultant in New York City. "A [Younkers] customer doesn't have to be suspicious like he does at Macy's about what the product will cost on Thursday or Sunday."

There's more than number crunching here. Says Gould, who grew up in backwater Greensboro, Fla. and went to work on a tobacco farm at age 6, "I was born poor, and I don't intend to die that way."

Gould's gross margin has averaged a comparatively high 38%. But his net margin of 3.7% is on the low side. He aims to take more of that gross profit to the bottom line by cutting overhead with a new computer system and by continuing to motivate his selling staff.

In the fashion of the late Sam Walton, Gould runs motivational meetings for his sales executives. The style trickles down. At a recent daily meeting of the staff at a Younkers store, floorwalkers were giving spirited presentations about the Mother's Day gifts that could be found in their departments. Later they gave an ovation to the top salesperson of the day before. The store manager handed out silver dollars to two employees for top reviews from secret shoppers. Cheap inspirational tools make a big difference in a low-wage industry.

Gould is confident enough of his methods that he isn't afraid to buy underperforming retail chains and raise them to his standards. Younkers paid 30% of sales for Green Bay-based Prange and 67% of sales for Omaha-based Brandeis. In comparison, Dayton Hudson paid one times sales for Marshall Field, and Saks Fifth Avenue went for 125% of sales to an international group. But let the others chase the glamour names and the glamour images. Tom Gould will concentrate on selling stuff to ordinary folk at prices they can afford.

GRAPHIC: Picture, Younkers Chairman W. Thomas Gould, Kevin O. Mooney

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The Crinkles Are Cool When It's Made of Linen Chicago Sun-Times July 21, 1993, WEDNESDAY , LATE SPORTS FINAL

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July 21, 1993, WEDNESDAY , LATE SPORTS FINAL

SECTION: SECTION 2; FEATURES; MALE CALL; Pg. 34

LENGTH: 580 words

HEADLINE: The Crinkles Are Cool When It's Made of Linen

BYLINE: Lois Fenton

BODY:

Q. You seem to really like linen, and clearly the top men's stores use it in many of their clothes. It seems to me just to be a fabric that wrinkles very easily. What's so good about it, and how can you wear it without looking like Columbo? W.O. - San Francisco

A. Suits and pants made of linen drape and tailor elegantly, have an aristocratic air and are deliciously cool. And, yes, they do wrinkle - a lot. That is why they are best worn for weekend and social dressing, not for business.

Linen shirts fit all of those same descriptions. The fabric screams "natural." It has snob appeal, a Gatsby look. Some men, particularly younger ones, don't mind the wrinkles. They wear them like a badge of honor. Almost no business or dress shirts are made of linen, but a large variety of wonderful (translation: expensive) sports shirts are fashioned of linen in white, solid colors and great prints. They can be found in fine men's clothing stores, usually in the designer shirt department.

Linen shirts require a great deal of maintenance: They are best for people who love to iron or who don't mind making trips to the laundry.

As for ties: Try introducing the variety of all-linen or cotton-and-linen neckties to your summer wardrobe, giving some of your favorite silk ties a brief vacation. Linen is slightly cooler around the neck than silk and a lot cooler than (ugh) synthetic ties. Linen neckties, if tied carefully, maintain their crisp, fresh look. They don't wrinkle the way linen suits and pants do.

With a khaki or olive summer suit and a striped shirt, consider the terrific look of a linen tie in solid yellow, pink, or even white. Q. What is your feeling about which type of shoes go with which suits? For example, wingtips or loafers - which kind of suits do they go with? F.K.M. - Wichita, Kan.

A. The general rule is: With a dressier suit, wear a dressier shoe. The most formal man's suit short of black-tie attire is the dark blue pinstripe. We commonly think of this as the suit to wear with black wingtip shoes. But a lot of men dislike the formality of wingtips. If you don't like them, don't wear them.

Either the cap-toed shoe or the smooth plain-toed oxford - the next step down in dressiness - works equally well with a dressy suit and is ideal with all the medium-dark business suits in your closet.

The loafer is not just for loafing. It is no longer relegated to weekend wear. True, slip-ons work particularly well with blue blazers and gray flannels, but they are also fitting for more casual business suits such as medium-toned gray and blue suits, summer khakis, olives and seersuckers.

Avoid mixing extremes. A navy pinstripe suit seems out of kilter with casual loafers, just as a sports jacket and chinos do not look right with wingtips.


To help you equate shoe color and formality, remember that black is dressier than either dark brown or cordovan (a slightly reddish shade of dark brown) in any type of shoe, wingtip, cap-toe or loafer.

Weight is another factor. A lightweight European-influenced dress shoe with a slim sole has more elegance than a heavier brogue, and a low-cut tassel slip-on has more dash with a suit than a chunky penny loafer.

Every second Wednesday, image consultant Lois Fenton answers men's questions on perfecting their image. Send questions to Male Call, Fashion Department, Chicago Sun-Times, 401 N. Wabash, Chicago, 60611. We regret that individual replies are not possible.

GRAPHIC: Linen jackets have an aristocratic air, but because they wrinkle, they're best suited to casual wear. Linen blazer by **Nautica**.

LOAD-DATE: July 31, 1993

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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
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Out-of-town races pull sailors onto high seas St. Petersburg Times (Florida) July 29, 1993, Thursday, City Edition

Times Publishing Company
 St. Petersburg Times (Florida)

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July 29, 1993, Thursday, City Edition

SECTION: CITY TIMES; SAILING; Pg. 5

DISTRIBUTION: CITY TIMES; NORTH PINELLAS TIMES; CLEARWATER TIMES; LARGO-SEMINOLE TIMES

LENGTH: 645 words

HEADLINE: Out-of-town races pull sailors onto high seas

BYLINE: AMY E. SMITH

BODY:

While sailing is slow on Tampa Bay right now, out-of-town races continue to pull local sailors onto the high seas.

Star trek: The St. Petersburg Star-boat team of Cindy Johnson and Doug Weatherby will be competing in Kiel, Germany, in the Star World Championships.

Ladder competition: Bay area teams have performed impressively in several of the U.S. Sailing Ladder Championships. These events, sponsored by the national ruling body of the sport, involve three levels of competition: state-wide, regional, and national.

St. Petersburg skipper Nancy Graham won the semifinals of the Adams Cup Ladder Championship last weekend. She sailed for the St. Petersburg Sailing Association against teams from around the Southeast. She and crew Betsy Robertson, Kathy Geerhaerts and Lisa Hoffer will travel to Marblehead, Mass., for the national finals.

Davis Island yacht club skipper David Clement won the Sears Cup semifinals. The next level pits Clement and crew Nate Miller and Cory Thompson against sailors from around the country in Houston, Texas.

Rod Koch, also representing the Davis Island club, took first place at the Malory Cup semifinals. He and crew Mark Dufany and Ed Collin will compete in the finals at Marblehead in September.

Sunfish Championships: Jeff Linton of Tampa took first place at the Sunfish North American Championships last week. Jeff Olsen of Sarasota won the junior division at that competition, which took place in the rain in Springfield, Ill.

Other Sunfish racers at the regatta were Charlie Clifton of Sarasota, who placed sixth, and Bill Wingrove of St. Petersburg, 16th in a field of 80-plus boats. Rod Koch, who won the event last year, placed 12th.

Chip Clifton of Sarasota placed third among the juniors and 13th in competition with adults. Cory Thompson of Tampa took fifth place in junior competition.

Youth competition: The St. Petersburg Sailing Center youth team is taking to the roads and skies in the coming weeks. Here's the itinerary from coach Jay Kehoe, who calls it "the strongest team yet to travel so far":

The European International Optimist Dinghy Association (IODA) Championships will be held during the first week of August in Belfast, Ireland. St. Petersburg youngsters Jessica Drapkin, Anne Marie Casesa and Clay Eich will be competing in the small, square-ended sailboats.

The IODA Great Lakes Championships will be held in Chicago Aug. 6-8, with Corey Durako, Steven Cox, Matt Mullock, Mike Quinn and Dave Calahan sailing for St. Petersburg.

The Optimist National Championship regatta will be Aug. 9-13 in Lake Geneva, Wis. The St. Petersburg program will send Christina Bickley, Geoffrey Sherman, Anne Marie Casesa, Aubry Eich, Clay Eich, Corey Durako, Kevin Reali, Sean Gurd, Sean Doyle, Scott Douglas, Matt Mullock, Dave Calahan, Mike Newell, Chris Shakespeare and Jessica Drapkin.

In Kingston, Ontario, the Optimist North American Championships are planned for Aug. 16-20. Matt Mulock, Geoffrey Sherman, Sean Doyle, Dave Calahan, Aubry Eich, Clay Eich and Anthony Mittermayr will be carrying the St. Petersburg burgee.

In other youth sailing, skipper Christina Bickley and Stephanie Doyle competed at the International Yacht Racing Union **Nautica** World Youth Sailing Championships in Gargnano, Italy, last month. Although they finished in the bottom half of the competition, coach Kehoe saluted their hard work. "Just to be selected was a tremendous honor for them," he said.

Stephanie Doyle and Molly Slocomb, along with Katie Dixon and Annie Hirt of St. Petersburg, will travel to Houston early in August for the Lieter Cup.

Later in the month, Slocomb and Mike Casesa, along with Christian Obenshain and Chris Russick, will travel to Oysterville, Mass., for the 420's North American Championships.

GRAPHIC: BLACK AND WHITE PHOTO, FRED VICTORIN; Lloyd Everett, who will compete in Clearwater in the state Senior Championships.

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TAKING COMFORT IN THE CLASSICS St. Louis Post-Dispatch (Missouri) August 1, 1993, SUNDAY, FIVE STAR Edition

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St. Louis Post-Dispatch (Missouri)

August 1, 1993, SUNDAY, FIVE STAR Edition

SECTION: STYLE PLUS; Pg. 1

LENGTH: 2118 words

HEADLINE: TAKING COMFORT IN THE CLASSICS

BYLINE: Lucyann Boston

BODY:

SINCE WHEN have a gray flannel suit, a tweed sport coat, a glen plaid vest, a plaid shirt and a pair of corduroy trousers been considered trendy men's fashion? Don't head for the library or flip through an ancient photo album for the answer. It's right in front of you. The basics are back in men's fashion. Creativity and innovation among designers and manufacturers are being tempered by considerations of price and lasting value, according to designers at the recent Men's Fashion Association (MFA) preview of 1993 fall and winter fashions in New York. Tom Julian, fashion director of the MFA, called fall '93 "a kind of reality check" for designers. While the fashion community is "continuing to generate new styles, colors and novelty ideas," those facets of the industry are being modified "to satisfy the public's tilt toward essentials," Julian noted. According to trend forecaster David Wolfe, creative director of the New York firm Doneger Design Direction, there is a "sensible-clothes-for-sensible-guys" movement in the fashion industry. In a presentation sponsored by Men's Health magazine, Wolfe noted that this back-to-basics mood has slowly evolved in the industry until it has become a trend in itself. Fueling the movement is the relaxation of rigid business dress codes by many companies and the institution of "dress-down Fridays" in some businesses, according to Wolfe. Those factors have allowed such basics as plaid shirts, tweed jackets and corduroy trousers on occasion to become part of business dress. What previously had been two opposing forces in men's fashion - casual and tailored clothing - are joining forces, he said. "Men are realizing that this (dressing down) is the way they want to look, and they're turning it into a fashion trend. Pretty soon you're going to have dressed down Mondays, Tuesdays, Wednesdays, Thursdays and Fridays." "The menswear industry is going through a basic change," said Mari Jo Winfrey, who manages the Joseph A. Bank Clothiers store in St. Louis. "Men are dressing down more," she explained, noting that men who used to wear suits to work are finding sport coats more acceptable, and those who wore sport coats are occasionally opting for cardigan sweaters or casual vests. "They're being casually creative," she continued. "Tailored clothing is still important, but it's going to be very relaxed. I don't think we'll ever go back to the clothing that was so restrictive." "There are lots of young guys in soft careers," noted Carla Felumb, co-owner of the Mr. Guy stores in Clayton and Ladue. To take advantage of that market, Felumb plans to open a men's casual clothing department at the Ladue store, which had previously stocked only women's clothing. In their dress-down mode, men are opting for the basics because of the look's longevity and versatility, according to Patti McGrath, menswear communications manager for Pendleton Woolen Mills. "The beauty of a classic style is that it can be reinterpreted in a variety of ways," she said, adding that the same plaid shirt that can be dressed up with a sport coat also can be worn with jeans and a turtleneck or tied around the waist for a teen-age grunge look. Shirts are a particularly important ingredient of the dressed-down look, said Susan Tierney, creative merchandising manager for Famous-Barr Co. "The whole movement has created a much wider assortment of casual shirts," she pointed out, noting the popularity of shirts with banded collars, denim and chambray shirts and shirts with western detailing. "We're also seeing a lot of interest in casual,

braided-look belts and braces (suspenders)." Designers are using creativity in their reworking of the basics. For instance, Ben Narasin, who designs the Boston Preparatory Company line, has revamped the classic denim shirt by adding a printed canvas back featuring an antique world map. Men have become comfortable with a wide variety of reinterpretations because they "are more fashion-conscious and involved in their apparel," suggested Joe Sapienza, divisional vice president/director of merchandise development for men's clothing for JCPenney department stores. "They're receptive to change." Here are some ways men will find the basics reinterpreted this fall. Classic tailored clothing at old-fashioned prices. Forget Elvis. It's Cary Grant who's alive and well and being slighted in menswear departments all over America. Think of the dapper, easy styles depicted in movies from the 1930s and 1940s and you have the look top menswear designers are bringing to the mainstream market. Sal Cesarani says his goal is to tailor elegant, affordable (\$325 to \$425 for a suit) clothing with such a relaxed fit that a man can sit comfortably with his jacket buttoned. Whether a man selects single-breasted, double-breasted or three-button styling has become a matter of personal choice in much the same way women are opting for a variety of skirt lengths. Both double-breasted and two-button, single-breasted styling are already well established. A spokesman for Dillard's called the increasing interest in three-button styling "another positive twist to the business." Jacket shoulders are wide but naturally rounded to prevent a boxy look. Jackets are slightly longer. "The fancy sport coat business continues to be good, with an emphasis on lux fabrics such as camel's hair and cashmere," according to the Dillard's spokesman. It's the right time for the return of the classics, according to pricey (\$2,000 per suit) designer Garrick Anderson, who recently created a lower priced line (\$425 to \$600), which will be introduced at Neiman-Marcus. "If people are going to spend a lot of money for a suit, they want something worthwhile," he said. "The classics are always good and always will be good." No matter how terrific the styling or elegant the look, the real secret to success in the tailored clothing market is a price point that doesn't turn away customers. "Be realistic. Don't touch the consumer in his pocketbook," cautioned Confezioni Riserva designer Luciano Franzoni, whose basic \$300-per-suit price point has remained stable for the past five years. Vested interests. Vests are the season's single most important accessory, according to Sapienza. Instead of seeing them as a matching component of a three-piece suit, tailored clothing designers are creating complementary vests in checks, tweeds and plaids that can provide a sporty accent for a suit or a dressy look for a sport coat. "It's a component that makes other components work," said Cesarani. Designers are marketing tailored vests as separate items alongside suits. This gives customers a vest option without driving up the cost of the basic suit. In sportswear departments vests in fabrics ranging from silk to denim are envisioned as replacing jackets, particularly in the young men's market. Rugged, multipocketed vests are a strong component of the outerwear market and being aimed even at guys whose idea of outdoor adventure is hunting a parking place at the mall on a Saturday afternoon. British incursions. The tweeds, checks, suede elbow patches, ticket pockets, comfortable corduroy trousers, hacking jackets and waistcoat-style laped vests will be as popular in men's fashion as rumors about Charles and Di are in the tabloids. Colors usually associated with English gentry looks - browns, greens and rusts - also are an important factor in the men's market. Dress shirts with contrasting collars, tattersall checks and stripes on a white background are other British touches that are showing up for fall. The one difference between the British-influence classics created for fall 1993 and their ancestors is in the weight of the garments. At a time when ease and comfort are clothing buzzwords, manufacturers are opting for lighter-weight versions of traditionally heavy English woolens. A Corbin sport coat that the manufacturer notes would "historically have been done in a heavy shetland" is now being made from a worsted/lamb's wool combination that is woven in Scotland. The fabric was created to appeal to today's consumer who is interested in softer fabrics with a more luxurious feel, according to the company. Toned-down ties. You can have Tabasco on your tie without spilling a drop or "Follow the Yellow Brick Road" from your neck to your navel, as everything from favorite food stuffs to classic American movies invades the tie market. But even those trendy patterns will be much more subtly woven into ties than in previous years. In addition to the fashion novelty business, there will be a strong trend to what Tierney calls "updated traditionals," in which patterns such as paisleys and geometrics are blown up to create bold but not blatant designs. "Black and yellow are the new fashion colors," she added, in part because they show up well against denim. Northern exposures. Led by such classics as plaid flannel shirts and bold, buffalo-check wool jackets, rugged outdoor styling continues to be an important trend, even in areas without a moose on Main Street. Wildlife motifs are showing up in everything from flannel pajamas and print shirts to ties. Rugged boots, polar fleece tops and hunting-style jackets also are components of the trend. Jackets that extend past the hip are more popular than waist-length bomber styles. The popularity of flannel shirts has found Sears stores in the right place at the right time, according to Meg Rist, divisional vice president and general

merchandise manager for men's fashion. "We've always been known for flannel shirts; now all of a sudden flannel is in fashion and we have a great product." Western roundup. "What started out as a trend is now a style, and it's not going away," said Pendleton's McGrath of the westernwear boom that's as firmly planted in American fashion as a bad guy on Boot Hill. Fueled by the twang of country and western songs and the footwork of the Texas two-step, folks in all 50 states are continuing their romance with the West. The driving force behind the men's sportswear business continues to be denim, according to a spokesman for Dillard's. This fall, noted the MFA's Julian, men can expect to see the addition of detailing such as whip stitching and classic Navajo patterns to give denim and its lighter-weight cousin chambray a slightly different look. Also booming is the western boot business. Code West, which manufactures a western-style boot with city-slicker comfort features, has seen distribution points double and business increase 65 percent over the past year, according to Chris Cunningham, marketing representative. Workwear influence. If you want to couch this movement in fashion terms, it might be called "construction worker casual." Basically, it's a mix of outdoor styles and westernwear with some steel-toed boots and thermal underwear thrown in. Leather. When everybody had bought a leather bomber jacket, the leather business declined. Now it's on the way back with hip-length leather jackets and motorcycle styles leading the pack. Leather detailing on fabric jackets, shirts and vests also is important. Sweaters. During the last few years stores have sold "enough sweat shirts to sink a ship," said designer Ron Chereskin, who pioneered the cotton sweater movement in the late 1970s. Men are going back to sweaters because they have "multiple uses," he theorized. Leading the way are expected to be sweaters in luxurious fabrics such as lamb's wool and cashmere and those with interesting texture and patterns, according to Karen Doll, fashion coordinator of Saks Fifth Avenue. Comfortable shoes. Baby boomers grew up in sneakers, and the consensus among shoe manufacturers is that even when boomers dress for business, they want shoes that feel like sneakers. Companies are stepping lively in their efforts to create new lines of easy-to-wear shoes. Casual Hush Puppies has launched a line of comfortable dress shoes, while Allen Edmonds, well known for expensive dress shoes, has gone into the casual-wear business. Recently, Dockers launched a line of comfort dress/casual shoes, made by Johnson & Murphy. One step up the price ladder from Dockers, where prices for lace-up dressy looks average around \$88, will be Johnson & Murphy's own comfort-oriented collection. Ranging from \$90 to \$140 per pair, it's the first new line to carry the Murphy name in 143 years. Taking license. From the pages of comic books to the movie screen, from center field to the open road, licensing is a hot ticket in the clothing industry. Tastes run from Tweedy Bird to a Harley Hog as Americans - and the world in general - proclaim their loyalties by what they wear.

GRAPHIC: PHOTO; (1) Color Photo - ABOVE: In his new transatlantic collection, designer Sal Cesarani offers classic wardrobe components that a man can combine in a variety of ways. Here, a black and cream glen plaid sport coat and matching vest are worn with cream-colored flannel trousers. (2) Color Photo - LEFT: Cesarani's glen plaid vest gives a classic, double-breasted pinstripe suit a new sense of style. (3) Color Photo - Layers create versatility and style for fall. Tempo Libero's geometric print shirt with collar and cuffs in a contrasting print is worn over a mock turtleneck shirt and topped with a sandwashed denim jacket. (4) Color Photo - Texture is an important ingredient in fall sweaters. This fractured plaid, wool/alpaca blend crewneck is from the Pronto Uomo collection. (5) Color Photo - A wardrobe mainstay, the classic duffle, is reinterpreted in vibrant red wool by designer David Chu in the **Nautica** collection. (6) Color Photo - Outdoor basics are layered to create a look a man can wear for years. The rugged down vest, horizontal striped flannel shirt, both from St. John's Bay, and Arizona Signature colored denim jeans are available at most J.S. Penney stores.

LOAD-DATE: October 11, 1993

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FAMILY LIFE: HOW-TO BOOK FOR BOOMERS Pittsburgh Post-Gazette (Pennsylvania) August 5, 1993, Thursday,

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Pittsburgh Post-Gazette (Pennsylvania)

August 5, 1993, Thursday, SOONER EDITION

SECTION: ENTERTAINMENT, Pg. C4, MAGAZINES

LENGTH: 550 words

HEADLINE: FAMILY LIFE: HOW-TO BOOK FOR BOOMERS

BYLINE: BILL STEIGERWALD

BODY:

A lot of people are going to have trouble buying into Family Life, the newest magazine from Jann Wenner's house of Rolling Stone.

Family Life will debut Tuesday, joining Rolling Stone, US and Men's Journal at Straight Arrow Publishing. Oversized, fat with ads for everything from Nike and Ivory soap to **Nautica's** nifty 1993 off-to-kindergarten ware, it is a perfectly politically correct how-to manual for upscale Baby Boomers who have recently made the ultimate acquisition: children.

Its editor, Nancy Evans, promises Family Life will be intelligent, sophisticated, helpful, supportive, broad-minded, and it won't talk down to its target audience, the country's 49 million parents of kids aged 3 to 12. It'll address the big issues -- violence, racism, drugs -- plus the everyday issues, such as which bike is the best one to buy or which videos children should watch. It'll have a sense of humor and be kid-friendly.

In pursuit of these goals, the premiere issue of Family Life is crammed with dozens of articles. There's everything from a profile of Tipper Gore and a report on a Chicago public school that works, to guides to school fashions, affordable family weekends and tips on how to get your kid a good haircut.

The values of helping others, eating healthy, becoming politically active and saving the Earth from environmental ruin are continuing messages -- sometimes even in the ads.

But those wholesome liberal values can't compete with the many odes to the joys of conspicuous consumption -- whether it's an article on computers or an ad for BMW's new 530i Touring, a model that apparently is about to supplant the Volvo as the perfect family car for shuttling your three daughters back and forth to their ballet classes.

All good parents want to be actively involved in creating happy and fulfilling lives for their children. But if they want to do it Family Life-style, many of them could go broke.

PEOPLE REDUX: Another new magazine that's already among us is In Style, which is being sold as "the new celebrity lifestyle magazine."

Brought to us by Time Inc. and the editors of People magazine, the current issue is actually a test issue. As it promises, it delivers exactly what so many social critics say America so desperately needs more of -- "more celebrity homes, parties, and fashion than you ever dreamed possible."

Editor Martha Nelson defines "style" as not fads or labels but personality, and she aims to show what "choices people make about their homes, their fashions, their pastimes and their passions."

Annette Bening and her stylish legs are splashed on In Style's first cover. Inside, the piece on her is mostly photos of her lounging around her expansive Beverly Hills home. Hubby Warren Beatty and their baby Kathryn are nowhere in sight. It's all Annette.

Along with many important tidbits about how she's coping with motherhood and stardom, we learn that Annette prefers showers to bubble baths -- though she poses for In Style in the bubbles of her Jacuzzi.

Based on the Benning spread and a fast flip through similar exposes of Jodie Foster, Ivana Trump and rodeo-rider-turned-actor Brad Johnson, In Style has managed what many would have said was impossible: It has made People look serious and substantial.


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FASHION;WHO'S BEEN SITTING IN MY CHAIR The New York Times August 8, 1993, Sunday, Late Edition - Final

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 The New York Times

August 8, 1993, Sunday, Late Edition - Final

SECTION: Section 6; Page 43; Column 1; Magazine Desk

LENGTH: 173 words

HEADLINE: FASHION;
 WHO'S BEEN SITTING IN MY CHAIR

BYLINE: By Alison Moore

BODY:

For a kid, a day at the office can be better than a theme park. Where else can you play video games on a Quotron machine (see Nicholas Helfenstein, right), or Xerox your body parts?

Of course, what to wear on these important occasions is no small question. But fortunately, for fall, everything from rugged, tough-guy clothes to refined separates is a workable option.

For children who like their fashion cutting-edge, dresses with rough, reversed hems have made their way straight from the runways of the avant-garde to the local girls' department. Black-and-white lumberjack plaids mixed with sweatshirt fabric give boys' shirts that homeboy look. And dainty vintage prints, so popular with the grown-ups, are now showing up on elephant-width palazzo pants.

If making an impression is what really counts, you can always go classic in a tried-and-true double-breasted navy blue blazer, oxford button-down shirt and yellow slicker. But whatever you decide, just remember, when it comes to clothes, you're almost the boss.

GRAPHIC: Photos: THE DESK SET -- When her kids needed to learn fractions, Hope Helfenstein did what any good stockbroker would: she taught them to play the market. Today, they're so financially adept, they refuse to eat at McDonalds, preferring to put their money where their portfolio is -- at Taco Bell! Genevieve, 11, is wearing a rayon vest, \$38, pants, \$34, and a cotton T-shirt, all by Adrienne Vittadini Girls. At Bloomingdale's. Macy's Northeast. Nicholas, 9, is wearing a wool blazer, \$110, cotton shirt, \$30, and flannel trousers, \$55, from Brooks Brothers. Silk handkerchief and bow tie from Giorgio Armani Junior. Shoes from Mighty-Joe. Hope Helfenstein's clothes from Episode. (pg. 43); DIFFERENT STROKES -- Though her mother paints at home, that doesn't entitle Simone Humphrey to instant access. When Emily Cheng's studio door is closed, Simone understands that "business hours" won't be over until 6 P.M. With a decided preference for dresses over pants, Simone, 6, struts her stuff in a cotton jersey dress with reverse seams and elbow patches from Say 10, \$36. At Me-Ki Kids at Screaming Mimi's, 22 East Fourth Street. Lace-up grunge boots, \$14.99. At Kmart. Socks from Trimfit. (pg. 44); A CHIP OFF THE OLD BUTCHER'S BLOCK -- Michael Sternberg, who was a lawyer and a banker before buying a wholesale meat company in Greenwich Village, was stunned when his son, Alexander, 4, recently asked, "Why did you choose this business?" Dressed for a cold day in a meat locker, Alexander wears a bomber jacket with knapsack from Wild Ones, \$130. At Barneys New York. Bebe Thompson, 98 Thompson Street. Jeans from Giorgio Armani Junior, \$118. Hat by Sonya Fassh, \$24. To order, at 212-233-7687. Boots from Haflinger. (pg. 45); HOT PURSUIT

-- Considering how much fun it is to climb on the rigs and lift weights with Ladder Company 23, Catrina White wanted to know, can you be a "fire girl"? Her father, John, corrected her: "fire fem." Catrina, 9, is wearing a cotton Henley shirt, \$44, and cotton thermal long johns, \$44, both from DKNY Kids. At Saks Fifth Avenue. Strawbridge & Clothier, Philadelphia. Long johns also at Dillard's. Fleece firefighter's hat from Ham & Eggs, \$28. At Barneys New York. Socks from Trimfit. (pg. 46); CENTER OF ATTENTION -- The last time Zack Oates, 7, attended a practice session of the New York Giants with his father, Bart, the team's center, the "guys" dunked him in the Jacuzzi -- with his clothes on. An aspiring writer, Zack thinks football games take too long and amuses himself with pad and pen. His cotton flannel shirt, \$23, and sweat pants, \$21, from Jonathan Stone. At Morris Bros., 2322 Broadway, in September. Denny's, Little Neck, Queens. Sneakers from Spalding, \$24.99. At Kmart. Socks from Trimfit. (pg. 47); CATCH OF THE DAY -- Although she could do without the smell of dead fish, Hailey Kohlus, 7, likes to trawl the waters off Montauk with her father, David, a charter fisherman. Her biggest catch? A 12-pound striped bass. Her jacket, part of a rain suit, \$37, through Columbia Sportswear, 800-622-6953. Sweater, \$150, vest, \$155, and cap, \$50, from Giorgio Armani Junior. At Emporio Armani, 110 Fifth Avenue. Pants from Deckleberry Frye, \$56. At The Chocolate Soup, 946 Madison Avenue. Boots from L. L. Bean. (pg. 48); HORSEING AROUND -- As befits the child of a Connecticut veterinarian, Claire Manganiello, 5, has no fear of animals. In fact, she's so involved in the practice of her mother, Susan Aberle, that she often asks to see the X-rays. Claire's Egyptian cotton riding coat, \$219.50, and lined rubber Wellington boots, \$39.50, both from Barbour. At Lederer, 613 Madison Avenue. Cotton overalls, \$41. At Jacadi, 787 and 1281 Madison Avenue. Hat, \$12.50, and cotton denim shirt, \$22. At Gap Kids. (pg. 49); SUGAR, DADDY? -- John Fireman, 12, whose favorite foods are lobster and caviar, has a palate his dad, Sheldon, relies on. When the chef flubs a sauce at his dad's restaurant, Trattoria dell'Arte in New York, John's feedback is invaluable. John, who assisted the restaurant's pastry chef last summer, is wearing a cotton sweater from **Nautica** Boys, \$80. At the **Nautica** Store, 216 Columbus Avenue, and Newport Beach, Calif. Burdines, Dadeland, Fla. Macy's West. Denim shirt, \$24, and classic jeans, \$24. At Gap Kids. (pg. 50)(Photograph by Michael O'Brien for The New York Times)

LOAD-DATE: August 8, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Genesco's growth path strewn with brands. Footwear News August 9, 1993

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Footwear News

August 9, 1993

SECTION: Vol. 49 ; No. 32 ; Pg. 23; ISSN: 0162-914X

LENGTH: 500 words

HEADLINE: Genesco's growth path strewn with brands.

BYLINE: Rieger, Nancy

BODY:

NEW YORK - Do not tell the executives at Genesco Inc. that it is an overbranded world out there. The Nashville-based company, which has acquired or launched several brands within the past year, has remained faithful in brands' abilities to generate repeat sales with good margins.

"A brand-driven consumer product company" was how E. Douglas Grindstaff, president and ceo, described Genesco to the financial community. Private label footwear accounts for only 10 percent of Genesco's shoe business, he said.

While the company's men's suit business has been hit broadside by the shift to casual, less-pricey clothing, Genesco's brand growth philosophy has been producing sales increases in footwear wholesaling. Footwear accounted for 30 percent of net sales in fiscal 1992, 38 percent in fiscal 1993 and is estimated to comprise 47 percent in 1994.

Much of the sales increase has come from the Code West and Laredo Western boot businesses, said Grindstaff. "We have not seen our business grow just because of the Western market; we have been stealing share," he noted.

The addition of new brands such as Dockers and **Nautica** is also contributing to Genesco's footwear sales, as is the May 1992 acquisition of the worldwide rights to the Mitre trademark. Still, brand development requires a patience for profits. While footwear wholesale revenues in the first quarter of this fiscal year increased almost 50 percent over a year ago, earnings increased by 10 percent.

Advertising dollars, sales staff additions and a first half that is always slower than the second half in sales, accounted for much of the difference, explained Grindstaff. The company is also investing in the development of University Brands, which it acquired late last year, J. Murphy, a less expensive casual and dress addition to its Johnston & Murphy brand just hitting retail now; and Domani, its own line of Italian-made men's shoes.

Grindstaff, asked to identify Genesco's single biggest opportunity, said it was "probably in retailing," followed by several shoes brands. Retail revenues increased by only 0.3 percent in the first quarter over the year-ago figure, but that figure does not give an accurate picture of Genesco's entire retail operation. Same stores sales were up 7.7 percent in the last fiscal year and they were up 4 percent in the first quarter of 1993.

The number of Genesco stores dropped from 540 at the end of January to 533 at the end of April. Of these, Grindstaff said 40-50 are losing money; some will improve, others will be closed. The Johnston & Murphy stores are the most profitable while "the weakest has been Journeys," he said.

"Some (Journeys) make \$ 150,000 at the store level, some lose \$ 60,000 at the store level," he continued. Grindstaff attributed difficulties to prior management's bad location decisions, a need for more private label, and a 107-unit chain that is not large enough to meet the overhead requirements of high-volume fashion retailing.

GRAPHIC: Photograph

SIC: 3140 Footwear, Except Rubber ; 3143 Men's footwear, except athletic ; 3144 Women's footwear, except athletic ; 5139 Footwear

IAC-NUMBER: IAC 14500691

IAC-CLASS: Trade & Industry

LOAD-DATE: August 28, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Crain's New York Business August 9, 1993 - August 15, 1993

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Crain's New York Business

August 9, 1993 - August 15, 1993

SECTION: PROFILES; Executive Moves; Pg. 28

LENGTH: 1426 words

BYLINE: Carmen Feliciano

BODY:

ACCOUNTING

Price Waterhouse -- Denis O'Connor, 36, was named partner. He was formerly senior manager.

Randall J. Dalia, 35, was named partner. He was formerly senior manager.

Leo F. Naughton, 41, was named partner. He was formerly senior manager.

ADVERTISING

McCann-Erickson Worldwide -- Ira Carlin, 45, was promoted to executive vice president and worldwide media director. He was formerly executive vice president and media director for McCann-Erickson North America and media director for McCann-Erickson New York.

Robert A. Becker Inc. -- Linda Meredith was promoted to senior vice president. She was formerly group vice president/account supervisor.

APPAREL/RETAIL

GFT USA Corp. -- Ann M. Byron, 35, was appointed vice president-human resources. She was formerly assistant general manager of administration at Saks Fifth Avenue in Miami.

R.H. Macy & Co. -- Richard Leto, 41, was promoted to merchandising president for the company's east division. He was formerly group senior vice president and regional director of southern stores.

USA Classic Inc. -- Nicole Bushway, 38, was promoted to design director for the **Nautica** boys and girls divisions. She was formerly boys wear designer.

CONSUMER PRODUCTS

Mootch & Muck Inc. -- Michael Hoare was promoted to regional sales supervisor in charge of the southern district of New York for the Brooklyn, N.Y.-based company. He was formerly New York area sales manager.

FINANCE

BT Variable -- Mitchell R. Katcher, 40, joined as executive vice president in charge of product development.

Parsons Brinckerhoff -- William S. Roman, 49, named senior vice president for the engineering and planning firm. He was formerly vice president and manager of the hazardous materials division of TRC Environmental Consultants Inc. in Windsor, Conn.

Stephen Weinstein, 50, was named director for transportation policy in the New York office. He was formerly vice president-public finance at Lazard Freres & Co.

Segal Co. -- Robert Krinsky, 56, was named chairman. He was formerly president and chief executive.

Dale B. Grant, 50, was named vice chairman and chief strategic planning officer. She was formerly executive vice president.

Howard Fluhr, 50, was named president and chief executive. He was formerly executive vice president.

Toyota Tsusho America Inc. -- George Pirece was named general counsel and assistant vice president. He was an associate at Mudge Rose Guthrie Alexander & Feldon.

UNICEF -- Dr. Gwendolyn Calvert Baker was named president and chief executive. She was formerly national executive director of the YMCA of the USA.

Vitt Media International Inc. -- Len Lieboff was named senior executive vice president/corporate media director of the media buying company. He was executive vice president.

Weidlinger Associates -- Dr. Jeremy Isenberg was named chief executive based in the New York City office of the engineering firm. He was principal in charge of the San Francisco office.

GRAPHIC: Photo 1, I. Carlin; Photo 2, S. Friedman; Photo 3, J. Grant

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FID FAX THE DALLAS MORNING NEWS August 11, 1993, Wednesday, HOME FINAL EDITION

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THE DALLAS MORNING NEWS

August 11, 1993, Wednesday, HOME FINAL EDITION

SECTION: FASHIONIDALLAS; FID FAX; Pg. 2E

LENGTH: 166 words

HEADLINE: FID FAX

BODY:
POWER PARTY

It was such an important party that Esquire publisher Alan Stiles offered \$ 100 for a hard-to-find issue of a menswear journal containing a story about it.


He eventually got his copy of the Daily News Record, free, and those who attended got stories to tell. ("Did you see Nick Hilton hiking up his trouser legs to show off his calves? Did you see the photos of Alexander Julian's new baby - and the huge new house addition to hold everybody?")

The Council of Fashion Designers of America, along with Details, GQ and Esquire, threw the party in New York to celebrate Men's Fashion Week, an almost week-long showing of designer menswear collections. For several hours in the atrium of the chic restaurant Remi, turning around meant bumping into Calvin Klein, Donna Karan, Alexander Julian, Barry Bricken, Ron Chereskin, Tommy Hilfiger, Joseph Abboud, Eddie Rodriguez, David Chu (founder of **Nautica**), E.G. Smith and even Boy George. The most notable no-show? Ralph Lauren.

GRAPHIC: PHOTOS 1. Alexander Julian 2. Elizabeth and Barry Bricken 3. Jhane Barnes 4. Donna Karan 5. Tom Julian, Derrill Osborn.

LOAD-DATE: August 13, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica and date\(geq \(7/1/1993\) and leq \(12/31/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
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*VENDORS ADD SPICE TO CITY LIFE; FRAGRANCE SALES PROVIDE A LIVING Buffalo News (New York)
August 13, 1993, Friday, City Edition*

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Buffalo News (New York)

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August 13, 1993, Friday, City Edition

SECTION: NEWS; Pg. 1

LENGTH: 1014 words

HEADLINE: VENDORS ADD SPICE TO CITY LIFE;
FRAGRANCE SALES PROVIDE A LIVING

BYLINE: By KEVIN COLLISON, News Staff Reporter

BODY:

Whiffs of fragrances from vendors selling oils and incense are joining the aroma of grilled hot dogs and fresh farm produce along Buffalo Place.

"Get your body oils, incense, bangles," pitched one man to downtown passengers leaving the Metro Rail at Lafayette Station on a recent morning. "Small price to smell nice."

The vendor, Eddie T., 31, of Lackawanna, was dressed sharply in a black shirt, black tie and gray slacks. His address was a folding table at the entrance to the former Courtyard Mall.

Eddie, who described himself as a recovering drug addict, said his new job is an opportunity to find a life away from the streets or the unemployment line.

"Everybody likes to smell nice," he said as he unpacked rich-colored oil vials from his gym bag. "It's better than selling somebody drugs. It's honest."

Richard Reinhardt, Buffalo Place executive director, said the licensed vendors are good for downtown and for helping people get started in business.

"The vendors add to the street life, making it more interesting for people," he said. "It also helps small entrepreneurs get started."

Buffalo Place, along with City Hall, rewrote regulations about four years ago governing peddling in downtown Buffalo. Special locations were allotted for more than 30 vendors.

Debra Chernoff, manager of planning for Buffalo Place, the architect of the law, said hot dog vendors were the first to arrive, but now the products are diversifying.

"My personal feeling is you're adding life and vitality to the street," said Ms. Chernoff.

Body oils, incense and similar wares have been sold on the streets of New York City for some time. In fact, the Buffalo vendors say their orders are filled from New York manufacturers.

SEARCH RESULTS PAGE

But it has only been this summer that the trade has opened here. Besides downtown, scent merchants operate tables occasionally in other areas, including Main and Utica, Grant and Ferry, and Jefferson and Utica.

It costs \$ 315 for an annual permit, \$ 52.50 for a 14-day permit or \$ 10.50 for a daily permit. One vendor said sales range from \$ 130 to \$ 500 a day. James McHenry, who operates his own stand as well as Eddie T.'s, said the market for oils began in the African-American community, but is beginning to catch on among other ethnic groups.

"Mostly Muslim and black people are familiar with the oils," he said. "Caucasian people haven't been properly introduced to oils, but a lot are now."

The oils, which are packaged generally in \$ 5, \$ 10 and \$ 20 vials, are referred to by brand names of similar perfumes. Fahrenheit, Eternity, **Nautica** and a host of other names familiar to the cosmetic counter are sold. The products are apparently unregulated.

McHenry, 39, who said he also is a recovering addict, said vendors get around patent laws by describing their wares as "Eternity-type."

"We also sell natural oils like jasmine," the Buffalo man said. "Hippies from way back like that. I have the best patchouli (a scented oil) in the city."

Keith Alford, president of A M & A's Co., said he has heard of no complaints from the perfume manufacturers who stock his cosmetic counters regarding the sale of scent knock-offs.

"As far as I know, there's been no discussion about this particular problem," he said.

Oils offer an attractive alternative to perfumes for followers of the Muslim faith, McHenry said. They contain no alcohol, which Muslims are prohibited from using.

Abdul Malik, 22, a college student from New York City, said he began selling oils in New York because there were no other jobs available. He also offers other products such as jewelry.

Asked why there is more such activity in Buffalo these days, he replied.

"Maybe people are tired of filling out unemployment applications and want to do for themselves."

Daric Harris, 28, a Houston native who moved here two years ago, said he appreciates learning about a life beyond the confines of his former days as an addict.

"It's like a new world," he said, as he stood behind a table in front of the old L.L. Berger Store.

"It gives the individual a chance to do something productive in the community plus make a life for themselves. It also gets you interested in business."

"I'd never gotten a license in my life and it felt good."

GRAPHIC: RONALD J. COLLERAN, Buffalo News, James McHenry, left, and Eddie T. offer their wares in front of the former Courtyard Mall.

LOAD-DATE: August 15, 1993

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Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [i]
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Flannel everywhere for men Daily Oklahoman (Oklahoma City, OK) August 22, 1993, Sunday

Copyright 1993 The Sunday Oklahoman
Daily Oklahoman (Oklahoma City, OK)

August 22, 1993, Sunday CITY EDITION

SECTION: ACCENT; Pg. 7

LENGTH: 453 words

HEADLINE: Flannel everywhere for men

BYLINE: Linda Miller, Fashion Editor

BODY:

What will men be wearing this fall?

Real clothes, according to the Men's Fashion Association, which views the new season as kind of a reality check for designers.

The association's forecast includes:

Flannel Flair - Men have recognized the comfort of flannel for decades. Flannel trousers date back to 1918, reaching their peak of popularity in 1929 Palm Beach. The gray flannel suit was a mainstay in 1948.

Today, flannel is used for everything.

For fall, Nicholas Graham uses flannel printed with polar bears for boxer shorts. Ben Narasin at Boston Preparatory Co. gives his flannel shirts color in gold, orange and black plaid. And Botany 500 updates the gray flannel suit with double-breasted styles and pin stripes.

Natty English - Back in 1923 the Prince of Wales inspired American stores to promote the English style. Popular items at the time included hacking jackets, knickers, the white collar shirt and waistcoats.

Today, designers again are capitalizing on English themes with Donegal tweed, lamb's wool, plaid and checked sport coats that feature belted backs, leather buttons and ticket pockets.

Nautica's casual brushed-wool sport coat features lots of patch pockets and quilted lining. The English driving cap is also making a comeback.

Treatments and trims - The zipper - the most visible treatment in menswear today - first appeared on men's shoes, though it wasn't

until 1930 that it was used on men's trousers.

For fall, designers use contrasting fabrics to trim garments, add whipstitching to give textural interest and place zippers for fantasy as well as function on vests, shirts, sport jackets and sweaters.

Sweater story - What began as a garment for warmth and utility has evolved over the years into a kind of fashion statement.

The khaki sweater emerged during World War I, followed by the golfing sweater in the '30s, the Perry Como cardigan in the '50s and Bill Cosby's fashion sweaters of the '80s.

The sweater cycle is on the upswing again, including styles that feature roll necks and varied textures in deep masculine tones of heather, teal, hunter green, aubergine and amethyst.

Buttoned-up suits - It's doubtful many Americans will rush out to buy the frock coats Italian designers showed on the runways. The coats may fit in the movie "Dracula," but most men don't buy into that look for real life.

The American version is a longer jacket and narrower lapels with four- or five-button closures. Vests also get more buttons for an elongated line.

Double-breasted suits still make a fashion-forward statement for many men, and today's versions are getting inspiration from Hollywood in the '40s with fuller silhouettes.

GRAPHIC: Cube print cotton sport shirt and matching cardigan and wool knit plain-front charcoal gray pants are by Jhane Barnes, from Joe Frank in Nichols Hills Plaza. Model is from Fullerton Modeling & Casting Agency. - Staff Photo by Doug Hoke

LOAD-DATE: March 16, 1998

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)

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Midtown store will specialize in casual styles Memphis Business Journal August 30, 1993

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Business Dateline;
Memphis Business Journal

August 30, 1993

SECTION: Vol 15; No 16; Sec 1; pg 3

LENGTH: 626 words

HEADLINE: Midtown store will specialize in casual styles

BYLINE: Nicky Robertshaw

DATELINE: Memphis; TN; US

BODY:

Years ago the midtown stretch of Union Avenue was lined with clothing shops such as Helen's of Memphis, Julius Lewis and Pappagao.

Most of these are long gone, forcing women living in Midtown to go to malls and shopping centers out east to shop for clothes.

"I live here in Central Gardens, and I have the same dilemma," says Karen Davis. "There's not anywhere nearby to buy a pair of jeans or khakis or even to pick up a pair of pantyhose."

Davis, a former private investigator who has retail clothing and jewelry experience, is doing more than complaining about the situation. She has opened her own store, Perceptions, that she believes will take care of the problem in style.

Perceptions, which opens this week, has fashionable casual sportswear for women and men with a wide range of prices. Davis thinks the unstructured style of the clothes, the natural-fiber fabrics and moderate prices will appeal to Midtowners.

The leased store features a peach-colored interior with art deco trim and fixtures. It is located in a high-traffic area at 1525 Union, across from the post office.

Davis believes that it's a good time to revive the Midtown clothing store. She points to the influx of younger people into Midtown, which makes it a stronger market than it was 10 years ago, for example.

Other clothing stores do business in the area, including Trousseau, Casual Corner and several boutiques. But Davis thinks that for the customer she wants to attract, Trousseau's clothes are too mature, Casual Corner's look like chain-store clothing and the boutiques are too expensive.

Davis intends to cultivate relationships with Midtown residents, so that she can provide personalized service for her customers in the same way such neighborhood institutions as Stewart Bros. Hardware and the Toddy Shop do for their clients.

"I want someone to be able to call me and say, 'I need a cream sweater, do you have one I can come by to see?'" Eventually, she wants to be able to go to market with particular customers in mind.

That's where she plans to draw on her investigative skills as well. "You've got to be able to read your customers."

Perceptions will start out with about 60% of its merchandise in women's clothing and the remainder in men's.

The 1,300-square-foot store will feature women's labels such as Anne Pinkerton, Laundry, Cambridge Dry Goods and British Khaki in a wide range of prices. Prices range from \$ 39 for a sweater to \$ 250 for a jacket, and a dress could cost \$ 89 or \$ 190. The selection includes pants, skirts, jackets, dresses, jewelry and accessories such as purses and belts.

Welcome news to Midtown women is that Perceptions carries Hanes and Evan Picone pantyhose, addressing a common complaint about having to drive miles to purchase quality hose.

"There's something in this store for everyone, and at prices that everybody can afford," she says. She adds that while it's great if someone buys a whole outfit, "you can buy one piece and find something in your closet to match it."

For men Perceptions sells pants, jeans, shirts, sweaters and ties--including funky artist ties. Prices for a pair of pants, for example, range from \$ 20 to \$ 90, and brands include B.D. Baggies, **Nautica**, Tango, Byford and Perry Ellis. The aim is for an updated relaxed traditional men's look, she says.

Davis's business experience comes from working at Dillard's, Dreyfus Jewelers and the jewelry wholesaler Domaine. As well, she says she loves the people aspect of running a store. She has a partner in the business, Memphis attorney Tohn Cannon, who is more involved in the financial end.

As for the future, Davis hopes to have a good solid customer base to serve by the end of the year. Eventually she'd like to expand.

GRAPHIC: Photo

UMI-ACC-NO: 9379435

LOAD-DATE: October 24, 1995

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Two classic labels downsize; Polo/Ralph Lauren and Nautica Youthwear Children's Business September, 1993

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Children's Business

September, 1993

SECTION: Vol. 8 ; No. 9 ; Pg. 14; ISSN: 0884-2280

LENGTH: 198 words

HEADLINE: Two classic labels downsize; Polo/Ralph Lauren and **Nautica** Youthwear

BYLINE: Williams, Stan

BODY:

Two big names in apparel are scaling-down their well-known looks for smaller sizes. Polo Ralph Lauren will be putting the infamous horse and rider on newborns', infants' and toddlers' apparel and accessories, thanks to a licensing agreement with the Schwab Company of Cumberland, Maryland. And USA Classic, Inc., in New York, is adding infants' and toddlers' sizes to its classic-styled **Nautica** Youthwear collection.

To be designed by Ralph Lauren in conjunction with Schwab's design team, the Polo collection is slated to make its retail debut in spring 1995 in Polo/Ralph Lauren stores, as well as in department and specialty stores. The line is expected to be available to retailers in August 1994 at the Schwab Company's New York showroom. Sizes will start at newborn and go up to size 4T, complementing Polo for Boys, which was introduced in 1978 and begins at size 4.

Nautica's new toddlers' line, which includes casual wear outerwear and sweaters for boys and girls, will be launched for spring '94. And it can be seen for the first time at this month's Men's wear In California Guild (MAGIC) show in Las Vegas. The infants' line, however, will debut for fall '94.

SIC: 2311 Men's and boys' suits and coats ; 2321 Men's and boys' shirts ; 2341 Women's and children's underwear ; 2369 Girls' and children's outerwear, not elsewhere classified ; 2331 Women's & misses' blouses & shirts ; 2360 Girls' and Children's Outerwear ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

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IAC-CLASS: Trade & Industry

LOAD-DATE: November 09, 1995

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Date/Time: Wednesday, May 3, 2006 - 5:38 PM EDT

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WATCH: IT'S ALWAYS TIME FOR FASHION Pittsburgh Post-Gazette (Pennsylvania) September 5, 1993, Sunday,

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Pittsburgh Post-Gazette (Pennsylvania)

September 5, 1993, Sunday, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. G2

LENGTH: 704 words

HEADLINE: WATCH: IT'S ALWAYS TIME FOR FASHION

BYLINE: BARBARA CLOUD

BODY:

Time on your hands? Little wonder. Everybody, but everybody, is doing watches.

And I don't just mean those fellows who stand on New York City street corners with knockoffs of big-ticket items like Gucci and Rolex.

The watch has become a major accessory for both men and women. Having a wardrobe of watches is getting to be the norm.

So, not willing to miss out on a good thing, watch manufacturers with popular names like Timex and Swatch are being joined by others -- all hoping to get in on time.

You've heard of **Nautica**. It's a very upscale men's sportswear line, which now has a licensing agreement for watches with Timex.

If **Nautica** president David Chu could take on an automobile as a licensee, which he did recently for a Villager mini-van for Lincoln Mercury, why not a watch? This is Timex's most upscale licensee.

It will target 25- to 54-year-old males, the primary consumers of **Nautica** clothing.

The **Nautica** line is going to incorporate Timex's very successful Indiglo lighting technology in diver-style watches with signal-flag markings and brightly-colored resin straps.

The watches are to debut this month and prices will range from \$ 60 to \$ 295.

Timex is doing well in other ventures.

It has been more than thrilled that President Clinton continues to wear its under-\$ 50 Ironman sport watch.

It has a licensing agreement with Walt Disney Corp., and that watch line coincided with the release of "Snow White."

There are 20 styles based on the movie and you can bet the watch face featuring Dopey has been a winner, retailing for \$ 19.95 for youth styles. Limited-edition styles are \$ 50.

There are other Disney character watches, too, inspired by "The Little Mermaid," "Beauty and the Beast" and "101 Dalmatians."

Timex president C. Michael Jacobi admits he made a major blunder in 1982 when a Swiss company asked Timex to market a new product. The garish plastic timepieces wouldn't sell, he and other Timex executives said then.

You guessed right. They were Swatches. And Swatch made more than a small dent in the watch business, without Timex. Simple, low-cost watches were the bread and butter of the Timex company. Even when digital technology took hold, it held fast to what it had been doing since 1960.

But business fell off fast.

Eventually Timex brought in fashion consultants and opened Timex stores. Jacobi said the company concluded that watches must be functional, but must also be considered a fashion accessory. Timex bought Guess and Monet Jewelry in 1992. Since then, it's been busy.

Timex now has 1,500 styles in its product line. It even created a plastic line called Watercolors, to combat Swatch. Jacobi recently told Business Week he would spend \$ 10 million to advertise the Indiglo treatment, which uses energy from the watch battery to excite electrons in the watch face. That lights up the dial.

Swatch, on the other hand, has teamed with Magic Johnson for its first stopwatch and it hopes to donate a large amount of money to the Magic Johnson Foundation, a charity devoted to HIV/AIDS care, education and prevention. The stopwatch has its official launch this month. Cost is \$ 50.

And there's more. Nicole Miller, whose name is almost synonymous with conversational neckties, is moving into the fashion-watch business. She has a worldwide licensing agreement with Gemtime.

It's a fashion watch, a bit more expensive than those already mentioned. There are about 50 styles with themed prints -- it wouldn't be Nicole Miller without some prints -- on the straps. Lips and dice -- her signature images -- are just two of the prints.

The line was launched in May in Switzerland. Each watch will be a limited edition with 2,000 or fewer available in the U.S. market.

One of the first large-face watches I owned, which I loved, was a Fossil. The brand, founded in 1984, is still out there. It considers itself one of the top three vendors of fashion watches to major department stores. It's no surprise that Swatch and Guess (now under Timex) are its principal competitors.

I have a Spiro Agnew watch I am holding onto. I just feel sure it will have value some day, just like the original Mickey Mouse watch. Think so?

LOAD-DATE: September 20, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

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Evelyn Lauder; launches breast cancer research promotion campaign; Brief Article WWD (Women's Wear Daily) September 24, 1993

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WWD (Women's Wear Daily)

September 24, 1993

SECTION: Vol. 166 ; No. 59 ; Pg. 4; ISSN: 0149-5380

LENGTH: 1263 words

HEADLINE: Evelyn Lauder; launches breast cancer research promotion campaign; Brief Article

BYLINE: Born, Pete

BODY:

NEW YORK -- Last May, when Catalyst was launched, it was the first time in 17 years that the Halston name made a major splash in the fragrance market.

Halston Borghese Inc. is ready to take its second step next spring with Catalyst for Men.

But this time, the company will be more methodical in mapping its strategy. Even the packaging -- reminiscent of test tubes, beakers and flasks -- will smack of laboratory analysis and scientific method.

The spring launch of Catalyst was an exclusive with Saks Fifth Avenue. The women's fragrance is being rolled out to 600 department store doors this fall, and expect to top out at 800 doors this year.

David Horner, president for North America at Halston Borghese, said he plans to introduce Catalyst for Men in a different way: through a series of regional exclusives with department store retailers.

Although discussions with stores are still in the early stages, Horner estimated that Catalyst for Men will be launched in 300 doors next spring, then roll out to 500 more in the fall.

That total is roughly the same as the women's fragrance, but the men's distribution would be more targeted to specific retailers in particular markets, Horner said.

"We changed our strategy for Catalyst for Men," he said. "It's different than for Catalyst."

He identified Saks as a probable launch store on a national basis, although discussions have just begun with store executives. Horner plans to be making presentations over the next month. Horner said he intends to seek launch partnerships with dominant department stores in different markets. He cited Dayton's, Hudson's & Marshall Field's plus select divisions of May Department Stores Co. as possible regional partners.

Allen Burke, divisional merchandise manager of DH & Field's, said a strategy combining a high visibility specialty retailer on a national basis with powerful regional department stores seems like "a plan that makes good sense."

Steve Bock, vice president and divisional merchandise manager at Saks, said Catalyst ranked in the store's top 10 for spring, then slipped to the top 20 this fall after its distribution was widened, although it "continues to do well." Bock said Saks is "very enthusiastic" about the new scent, and described it as "very different." Launch details are still under discussion.

Although the product is still under development, the basic ideas have been fleshed out.

"The name Catalyst has something to do with a chemical reaction," said designer Marc Rosen, who also did the Catalyst packaging. "That is what made me think of the beakers and test tube stands."

"That's what men and women are about -- chemistry," said Horner.

He noted that different products will come in the differently shaped packages. A silver stand holding three 1.7-oz. test tubes will contain an eau de toilette, after shave and a moisturizing cream with an SPF of 6. The cream will be marketed as a protective product to be worn outdoors, said Horner.

The trio of test tubes will be sold as a \$ 35 value set.

The flask will hold 3.4 ounces of eau de toilette and the beaker will hold the bath gel, Horner noted, adding that a miniature flask is being produced for fragrance sampling.

Horner said he is also toying with an idea of coloring the liquids green or blue for a soothing effect.

Another idea under consideration is to manufacture the product with liquid components separated into blue and white that would blend into pale blue after being shaken.

The items will range from \$ 30 to a 3.4-oz. moisturizing after shave balm to \$ 47.50 for a 3.4-oz. spray. A 1.7 oz. eau de toilette spray will be \$ 35, the same price as a 3.4-oz. after shave.

Competitively speaking, the pricing is higher than Aramis and Ralph Lauren's Polo and below Lancaster's Cool Water, Horner said.

The fragrance, being developed by Firmenich, is 90 percent finished, he said. He described it as a fresh spicy scent.

In plotting distribution, Horner's aim is to find partners. "We would rather be in fewer doors and be more important in the long term," he said. "I want to be careful that we and the accounts understand what is required."

Horner maintained that the only way to develop a brand beyond the launch period is to form strong partnership with retailers.

"Exclusive distribution by market and intensification by brand are the way of the future," he said.

Referring to the sharpened competition for shelf space, triggered by the abundance of new launches this year, Horner noted retailers have become choosier.

"Everybody is not willing to make commitments until they see who is spending the most money with the newest thing," Horner said. "We are not building classics any more."

His long-term goal, Horner said, is to double his fragrance volume to \$ 100 million by 1995. That would include Halston's 1975 signature women's fragrance, the two 1976 men's scents, Z-14 and 1/2, Catalyst and Catalyst for Men, plus the **Nautica** brand that the company acquired in December.

Although the men's line is still in development, Horner said the fragrance will probably be introduced in May to get a jump on Father's Day business.

He declined to discuss numbers, but sources indicate that the firm is shooting for first-year wholesale volume of \$ 10 million, compared with the Catalyst women's plan of \$ 12 million this year. The promotion and launch budget for the men's fragrance also is estimated at \$ 10 million. That figure includes funds for co-op TV, Horner said, noting that the women's fragrance was not advertised on television.

He maintained that a TV campaign, which probably will be broadcast in 10 to 12 markets, is more effective in the men's fragrance market.

"There's a dual market," he said. "Both women and men purchased the fragrance and react to the commercials. There's more bang to the buck."

Horner noted that the firm probably will use about 30 million Scent Seal inserts -- as it had for the Catalyst launch -- in store catalogs and magazines. The company also will hand out vials on cards, deluxe replicas of the eau de toilette bottles and scented blotters.

Evelyn Lauder is mobilizing her company to raise money for breast cancer research. During October, four divisions of Estee Lauder Cos. -- Estee Lauder USA, Clinique, Prescriptive and Origins -- will be distributing coupons that consumers can mail in with donations of \$ 10 or more in exchange for an enamel pin symbolizing the breast cancer research movement.

Lauder, who is senior corporate vice president of the company, estimated that the effort will involve 5,000 cosmetics counters.

"If one woman a day at every counter donated \$ 10," she speculated, "we conceivably could raise \$ 50,000 a day."

The money will be funneled through the Breast Cancer Research Foundation, set up by the Lauder organization, to eight medical research organizations.

Lauder, who outlined her plans for the fund-raising drive Thursday at the firm's New York headquarters, said her company's printers and other vendors donated close to \$ 100,000 worth of materials and services toward the effort.

She and her husband, president and chief executive Leonard Lauder, financed the production of the enamel pins that will be given to donors. She said between one million and three millions pins are expected to be produced at a cost of 8 cents apiece, or \$ 80,000 to \$ 240,000.

Lauder said she hopes other cosmetics companies will get involved, giving the newly established foundation "a life of its own."

SIC: 2844 Toileť preparations

IAC-NUMBER: IAC 14437031

IAC-CLASS: Health; Trade & Industry

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A Day In DONEGAL Forbes September 27, 1993

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September 27, 1993

SECTION: FORBES FYI; Features; Pg. 168

HEADLINE: A Day In DONEGAL

HIGHLIGHT:

The back OF A HORSE IS KEY TO RAMBLING IRELAND'S LOVELIEST TRAILS. YOU MUST SADDLE UP IF YOU WANT TO "PIERCE THE DEEP WOOD'S WOVEN SHADE," AS A MR. W.B. YEATS, A POET AND TOUR GUIDE OF SOME LOCAL RENOWN, ONCE SUGGESTED.

GRAPHIC: Photograph 1, In the lane to Gashelard, ALL PRICES APPROXIMATE. DETAILS, LAST PAGE. HIS OILED COTTON COAT, \$ 470, AND BOOTS, \$ 85, BY BARBOUR. DONEGAL TWEED SPORTCOAT, \$ 350, AND WALKING STICK, \$ 125, BY BURBERRYS. COTTON SHIRT, \$ 70, AND CASHMERE SWEATER, \$ 349, BY PAUL STUART. TIE BY POLO BY RALPH LAUREN. PANTS BY TOMMY HILFINGER. \$ 50 HER WOOL JERSEY JACKET, \$ 895, SKIRTS, \$ 495, AND TURTLENECK, \$ 295, BY GUCCI. SHOES BY STUART WEITZMAN. \$ 150. GLOVES BY HERMES. \$ 395. NECKLACE BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 150. HAIR AND MAKEUP BY MEL RAU FOR AMY KIRKMAN AT SEM & M.; Photograph 2, Breakfast at Thalassa House, RIBBED CASHMERE SWEATER, \$ 695, AND CABLED CASHMERE SWEATER (DRAPED OVER LEGS), \$ 725, BY BALLANTYNE CASHMERE.; Photograph 3, On the road to Ardara, WOOL-TWEED SUIT, \$ 1,100, COTTON SHIRT, \$ 112, AND CASHMERE TIE BY POLO BY RALPH LAUREN, SHOES BY WALK-OVER, \$ 130.; Photograph 4, Tunnel of Love, Knather Forest, HIS TWEED HACKING JACKET, \$ 575, CORDUROY SHIRT, \$ 90, AND LEATHER JODHPURS, \$ 595, BY POLO BY RALPH LAUREN. BOOTS BY RALPH LAUREN FOOTWEAR. HER TWEED-AND-SUEDE JACKET, \$ 1,520, WOOL BODYSUIT, \$ 395, AND JODHPURS, \$ 250, BY GUCCI. SUEDE BOOTS BY ANNE KLEIN II. \$ 195. CHOKER BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 295.; Photograph 5, Between Kinlough and Buckode, HIS COTTON RAINCOAT, \$ 575, TWEED SPORTCOAT, \$ 634, AND CORDUROY VEST, \$ 199, BY PAUL STUART. COTTON/WOOL SHIRT BY NICK HILTON COLLECTION. \$ 97. SILK TIE BY COUNTESS MARA. \$ 65. JEANS BY NAUTICA. \$ 60. MAINE HUNTING BOOTS BY L.L. BEAN. \$ 79. TWEED CAP BY WORTH & WORTH. \$ 40. STEEL GMT WATCH BY TAG HEUER. \$ 750. HER MERINO WOOL KNIT CARDIGAN, \$ 250. TURTLENECK, \$ 210, AND PANTS, \$ 225, BY ARDIENNE VITTADINI.; Photograph 6, Riding on Fullan Strand, HIS WOOL JACKET, \$ 1,725, CASHMERE TURTLENECK, \$ 950, WOOL VEST, \$ 525, JODHPURS, \$ 950, AND BOOTS, \$ 600, BY HERMES. SUNGLASSES BY CUTLER & GROSS. \$ 145. MARINER 500 18K GOLD WATCH BY CONCORD. \$ 12,500. HER FLEECE-LINED LAMBSKIN COAT, \$ 7,850, WOOL/CASHMERE PULLOVER, \$ 600, JODHPURS, \$ 725, AND BOOTS, \$ 1,000, BY HERMES.; Photograph 7, At Wardtown Castle, WOOL/COTTON SWEATER, \$ 168, AND COTTON/CASHMERE TOP AND LEGGINGS, \$ 148 EACH, BY COUNTRY ROAD AUSTRALIA. CORDUROY HAT BY STEPHEN JONES AT SHOWROOM SEVEN. \$ 130. BOOTS BY BARBOUR. \$ 100.; Photograph 8, Sweeny's Pub In Ballyshannon, HIS JACKET, \$ 820, VEST, \$ 340, SHIRT, \$ 430, AND TROUSERS, \$ 465, BY GIORGIO ARMANI. GOLD-PLATED WATCH BY WITTNAUER, \$ 160. HER JACKET BY GIORGIO ARMANI. \$ 1,315. CHOKER BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 295.; Photograph 9, Greevykeel Court Cairn, HIS WOOL SPORTCOAT, \$ 765. TROUSERS, \$ 400, AND CASHMERE POLO SHIRT, \$ 1,425, BY DONNA KARAN. SUEDE BOOTS BY WALK-OVER. \$ 130. SOCKS BY POLO/RALPH LAUREN HOSIERY. \$ 18. HER JERSEY DRESS BY GEOFFREY BEENE. \$ 2,550. NECKLACE BY JAY STRONGWATER. \$ 140; Photographs 1 through 9


PRODUCED AND STYLED BY Mark Grischke, NOEL SUTHERLAND

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Nautica to more than triple number of in-store shops; sees growth in licensed products; Nautica Enterprises Inc. Daily News Record September 30, 1993

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Daily News Record

September 30, 1993

SECTION: Vol. 23 ; No. 187 ; Pg. 3; ISSN: 0162-2161

LENGTH: 516 words

HEADLINE: **Nautica** to more than triple number of in-store shops; sees growth in licensed products; **Nautica** Enterprises Inc.

BYLINE: Ryan, Thomas J.

BODY:

Sees growth in licensed products

SAN FRANCISCO (FNS) -- **Nautica** Enterprises, Inc., sees the potential to more than triple its in-store shop program within department stores, from 428 today to more than 1,350.

"We have tremendous growth opportunities with macy's and Federated groups, and we still have opportunity with our Dillard's and May Co.," Harvey Sanders, **Nautica's** president and treasurer, said Wednesday at Montgomery Securities' annual investment conference here.

In addition, Sanders said he sees substantial room for growth in the specialty store market and with **Nautica's** successful licensing programs. Sanders said the company's business with specialty stores has done "tremendous well."

He gave no time frame for the expected growth.

Nautica currently has 543 specialty accounts, with sales per unit ranging from \$ 25,000 per season to \$ 200,000 a season. Sanders said the specialty store group "is an area we take pride in because it's an area many other manufacturers shy away from these days."

Nautica's licensed products area now makes up about 25 percent of total sales and includes boys' wear, girls' wear, dress shirts, ties, robes, shoes and luggage. This year, the **Nautica** name will be introduced to watches, caps, men's hosiery and Lincoln Mercury Villager vans.

"We've had a nice run with our licensing program," Sanders said. "David Chu and his design staff do a fantastic job of keeping the look and image of **Nautica** consistent."

He added that the company has successfully licensed out retail stores under the **Nautica** name in foreign countries, including 10 in Korea, nine each in Mexico and Japan, as well as others in Brazil, the Caribbean, Chile, Columbia, Belgium, England, Italy, Greece, New Zealand and Australia, among others areas.

In addition, the company owns a store on Columbus Avenue in New York City and another in Newport

Beach, Calif. Sanders said these stores provide a showcase for merchandising standards and provide consumer input.

Nautica also has 18 outlet stores, which are used to "keep inventories as clean as possible," Sanders said. **Nautica** plans to open two more outlet stores this year and five or six next year.

Other growth opportunities include the company's recently acquired Bayou Sport line and the private-label program set up last years. Sanders pointed out that Bayou Sport, which was acquired in August 1992, is "small now but has a lot of promise." The line, which includes moderately priced knit shirts, woven shirts and swimwear, is targeted for the mainfloor classifications in department stores.

The private-label program was set up through **Nautica's** Van Baalen Pacific Corp. and sells merchandising to department stores including J.C. Penney and Sears Roebuck, as well as Phillips-Van Heusen/ Sanders said the company has also benefited from building stronger relationships with retailers through quick replenishment programs set up over the last year.

In the year ended Feb. 28, earnings rose 40 percent to \$ 10.5 million, while sales gained 24.6 percent to \$ 151 million.

SIC: 6794 Patent owners and lessors ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14474189

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Nautica Enterprises Inc. reports earnings for Qtr to Aug 31 The New York Times October 5, 1993, Tuesday, Late Edition - Final

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October 5, 1993, Tuesday, Late Edition - Final

SECTION: Section D; Page 6; Column 1; Financial Desk

LENGTH: 72 words

HEADLINE: Nautica Enterprises Inc. reports earnings for Qtr to Aug 31

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.

Qtr to Aug 31	1993	1992
Sales	51,864,590	34,526,574
Net inc	64,052,315	2,241,691
Share earns	.51	.29
6mo sales	82,605,002	57,721,228
Net inc	65,199,444	3,109,385
Share earns	.65	.40

b-Included gain of \$ 825,556, or 10 cents a share, from life insurance proceeds after the death of the chairman, in the quarter and 6 months.

LOAD-DATE: October 5, 1993

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GETAWAY In Chattanooga, go from something fishy to something artsy, something historical The Atlanta Journal and Constitution October 6, 1993, Wednesday

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October 6, 1993, Wednesday

SECTION: LIVING; Section B; Page 6

LENGTH: 457 words

HEADLINE: GETAWAY In Chattanooga, go from something fishy to something artsy, something historical

BYLINE: By Howard Pousner

BODY:

Chattanooga - They're still packing them in like sardines at the Tennessee Aquarium, but it's hardly the only show in town. Here are a few suggestions for things to do and places to see:

The Hunter Museum of Art (615-267-0968) hosts "Between Two Worlds," an exhibit of prehistoric Native American art from east Tennessee through Oct. 17, and opens an exhibit of Pogo drawings and paintings by Walt Kelly on Saturday for a run through Nov. 21.

A trip to the Hunter is greatly enhanced by a visit to two galleries within walking distance. Rising Fawn Folk Art (615-265-2760) carries works by the likes of Woody Long, Lonnie Holly and James Harold Jennings. And the chi-chi River Gallery (615-267-7353) offers an array of fine crafts - ceramics, wood carvings, textiles, basketry and more - as well as rotating art exhibits.

Warehouse Row (615-267-1111), a slew of designer factory outlets in converted railway warehouses downtown, is such a handsome complex you don't feel cheap while saving some bucks. Shops include Guess?, Colours by Alexander Julian, Perry Ellis, **Nautica**, Ruff Hewn, Adrienne Vittadini and Coach.

Most visitors consider the Tennessee Aquarium (800-262-0695) the ultimate fish story. More than 7,000 animals - including (yikes!) a 50- pound catfish, gators and red-bellied piranhas - await your gaze.

Natural wonders - and a few man-made ones - never cease on Lookout Mountain at Rock City Gardens (706-820-2531), Ruby Falls (605-821-2544) and the Incline Railway (615-821-4224).


If you've gotten your quotient of culture, repair to Sir Goony's Family Fun Center (615-892-5922), a playland for children and adults where 70 colorful sculptures of Humpty Dumpty, Sir Goony's Castle and the Goonysaurus dot three miniature golf courses. There's also go-kart racing, bumper boats and batting cages. Weeknights and weekends only in October.

The Chattanooga Area Convention and Visitors Bureau (800-322-3344) has developed nifty, self-guided historical and architectural tours to four sections of town: Broad and Market streets; St. Elmo neighborhood; Market Street and Georgia Avenue; and Fort Wood neighborhood. The brochures/maps are available at the new Chattanooga Visitors Center next to the aquarium. While at the center, be sure to check out "Marks on the Land," a 22-minute, 27-projector slide show insightfully tracing the city's history.

Opened in 1909 as Terminal Station, the Chattanooga Choo Choo (800- 872-2529) is the rail thing - an

architectural wonder that survived and has been restored even though the last train pulled out in 1970. Four rail-themed restaurants, a model railway, shops and a formal garden attract visitors. Holiday Inn operates the hotel, which includes 48 real sleeper cars.

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
Date/Time: Wednesday, May 3, 2006 - 5:31 PM EDT



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WATCH IT; KEEP AN EYE ON THE LATEST SPORTS WATCHES: THEY FIT MORE FUNCTIONS INTO; SMALLER PACKAGES. *Sun-Sentinel (Fort Lauderdale, FL) October 10, 1993, Sunday,*

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 Sun-Sentinel (Fort Lauderdale, FL)

October 10, 1993, Sunday, ALL EDITIONS

SECTION: LIFESTYLE, Pg. 3E

LENGTH: 382 words

HEADLINE: WATCH IT;
 KEEP AN EYE ON THE LATEST SPORTS WATCHES: THEY FIT MORE FUNCTIONS INTO;
 SMALLER PACKAGES.

BYLINE: ROD STAFFORD HAGWOOD; Fashion Editor

BODY:

When the World Trade Center was bombed Feb 26, one man led a group to safety down 34 flights of stairs in total darkness ... except for the light of his Indiglo watch.

After that, President Clinton said he wanted an Indiglo, made by Timex for Guess Watches. He didn't understand how it worked - the watch battery excites electrons in the watch face - but he wanted one.

Although Indiglo caught the limelight, it represents a slew of multiple-function watches - or sports watches - that are driving sales in the watch market. From a small, upscale, male audience 15 years ago, the customer base for sports watches has grown to include men and women of all ages and socioeconomic groups, according to the Watchmakers of Switzerland Information Center, a trade group in New York.

Those multiple functions range from calculators to scuba decompression tables to star charts.

"Actually, a watch does more than a person will need it to," said Susie Watson, a spokeswoman for Timex. "I've seen that trend, and the company certainly has. People like lots of bells and whistles."

Even if they don't know how to operate them. "People suppose they know how to use (the features), when in fact they don't have a clue." Watson said. "But they look cool. And they are authentic. They can be used by the serious athlete."

Selko's Joe Whall said the trend started in the '70s and gained strength in the health-conscious '80s.

"In the '80s, the technological capabilities were refined. We could add more and more functions like dual alarms and world-time functions. Of course, every watch now has to be water-resistant - that's from the '80s. People now want watches with intelligent calendars that automatically shift the date for leap year."

In the past, multiple-function watches had to be larger to accommodate the mechanisms, he said. But with new technology, a watch can have many features and still look fashionably slim.

"Why does a sports watch have to be ugly?" asked Nannette Lawrenson, vice-president of Tiffany & Co., Palm Beach. "It doesn't. Not now. People want their watch to have these extras and look good."

And they can have them at a wide range of prices - quality watches range from \$ 80 to \$ 3,800, depending on functions and what the bracelet is made of.

GRAPHIC: PHOTOS 4, (color) The **Nautica** marries function with classic form.; (color) Timex is lighting up the watch world with the Indiglo Watch for Guess (above). Timex, which also makes the Essentials line (right), is one of many watchmakers that have seen an uptick in sales of sport watches.; (color) A Cartier watch isn't just a pretty face. Steel is used in the rugged, waterproof Pasha model.

LOAD-DATE: May 30, 1996

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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SERVICE AT HEART OF NEW MENSWEAR SHOP AT KINGSDALE Columbus Dispatch (Ohio) October 12, 1993, Tuesday

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October 12, 1993, Tuesday

SECTION: FEATURES ACCENT & ENTERTAINMENT; Pg. 1B

LENGTH: 474 words

HEADLINE: SERVICE AT HEART OF NEW MENSWEAR SHOP AT KINGSDALE

BYLINE: Marshall Hood

BODY:

Selling clothes is only part of the formula for Lee Reeves at Oxley's Clothiers, a menswear shop that will open next week in Kingsdale Shopping Center.

"I'm trying to bring back the service and services that used to be common in the business," said Reeves, who managed the Walkers store in Tremont Center for almost nine years.

The contemporary, -3,000-square-foot store, next to the MCL Cafeteria, will offer suits and sportswear from Hart Marx, Joseph Abboud, Krizia, Austin Reed, Tallia, Kenneth Gordon and Timberland. It will have a 50-50 mix of traditional and more-fashion-forward clothing.

"I'm going after the middle market (in price and style) with the best service and affordable goods. There are not a lot of us doing that in Columbus," said Reeves, 36, whose background includes a stint in New York retailing.

The store will keep three tailors on the staff.

"That's a lot, but I don't want customers to have to wait weeks to get a suit altered," he said. "I pride myself on our tailoring."

Other service-oriented touches will include a shoeshine stand, large dressing rooms, a TV-equipped lounge and refreshments.

"Men don't like to shop," Reeves said. "So you cater to them as much as you can and make it as easy for them as possible."

Jeffrey Thomas expands

Across from Oxley's Clothiers are the new digs of Jeffrey Thomas, a longtime haven for fans of classic men's sportswear with a twist.

The store's recent move from the Northwest Boulevard side of Kingsdale to the Tremont Road side, co-owner Jeff Ross said, "doubled our size (to 3,000 square feet) and allowed us to expand into women's

sportswear that complements our men's lines."

The womenswear labels include Barry Bricken, Ruff Hewn, British Khaki and Tricot St. Raphael.

On the men's side, the store carries expanded lines from **Nautica**, Tommy Hilfiger, Robert Comstock and Gerbaud, plus men's collections from Barry Bricken, Ruff Hewn and British Khaki.

'Business casual' at Walkers

The trend toward more casual attire in the workplace heeds the belief that employees become more productive when given greater freedom to express their individuality.

But it's causing a crisis in the closet.

"Many of our customers, quite frankly, have a 'wardrobe gap' due to this new relaxation of company dress codes," said Robert Kunec, district manager for the Walkers stores in central Ohio. "While there are not many corporate rules established for this new business look, employees are scrambling to find appropriate attire that falls between their suits and weekend clothes."

To that end, Kunec said, Walkers has created a "business casual" collection of business-appropriate sportswear.

The mix - from makers such as Austin Reed, Gant and Henry Grethel - is intended to give businessmen more options.

LOAD-DATE: July 5, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)

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Check out the new plaid-itude *The Vancouver Sun (British Columbia) October 19, 1993, Tuesday, FINAL EDITION*

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 The Vancouver Sun (British Columbia)

October 19, 1993, Tuesday, FINAL EDITION

SECTION: STYLE; MAN STYLE; Pg. C3

LENGTH: 687 words

HEADLINE: Check out the new plaid-itude

BYLINE: GUY SADDY; SPECIAL TO THE SUN

BODY:

As a high school student in the late 1970s, my wardrobe consisted of flared jeans the bottoms frayed from dragging in the snow a pair of sneakers, and an oversized red flannel shirt worn like a jacket over a black T.

In those peculiar times, the flannel shirt was more than a practical defence against the onslaught of another frigid Edmonton winter. It was a code, indicating membership in a deviant teenage subculture.

Long hair and the ability to recite Led Zeppelin's Black Dog by rote accessorized the look. But as I got older, I changed. And so did the flannel shirt.

Once the sturdy companion of ranchers, loggers and men who kill small things with big guns, the flannel shirt has adopted a decidedly more urban attitude of late.

In the early 1980s, the gay community discovered the fabric. Combined with mustaches, suspenders, hiking boots and a political agenda, the flannel shirt completed a look that screamed emancipation.

Today, environmentalists wear flannel, the politically correct weave of planetary evangelists. Grunge rockers and Riot Grrrls also wear flannel, putting a youthful, anti-authoritarian spin on a once-staid standby.

But the casual, folksy appeal of the flannel shirt transcends age, gender, politics or sexual preference. And it transcends the ins and outs of fashion.

According to the Encyclopedia of World Costume, we can trace the fabric back to Wales, where it was manufactured before the 16th century in a plain weave. In the 1800s, flannel really took off, and was used to make a variety of garments including scarves and jackets. Red flannel was the hot shade for underwear.

While technically speaking, flannel is made from wool, the term describes anything from cotton (also known as flannelette) to polyester. These days, "flannel" refers more to a soft, almost felt-like texture rather than to a specific type of cloth. Although you still see a few wool flannel shirts around, most are now made of cotton. (It's cheaper, less scratchy, and the shirt breathes, making it a better choice for milder climates.)

This season, most retailers offer variations on a flannel theme. Plaid patterns, as usual, predominate.

For a more conservative look, try a cotton Van Heusen in green or purple (\$ 29.99). For something a little different, both **Nautica** and Tommy Hilfiger make a cotton flannel shirt with a contrasting corduroy collar for \$ 125 and \$ 95, respectively. All are available at Eaton's.

Big Steel has a big steal: Blue Rodeo cotton flannel shirts with a large, bold pattern that's repeated diagonally on the pockets (\$ 29.99). The Gap, that perennial arbiter of casual good taste, has a windowpane plaid cotton number for \$ 48 in blue, green, mustard, white and red-based shades.

A big, oversized shirt that can easily double as a jacket is available from Club Monaco. Made from a blend of natural and synthetic fibres wool, acrylic, polyester, and "unknown" it will set you back \$ 89.

Boys' Co carries a poly-cotton blend by Haupt. With visible outer stitching, it's available in charcoal or beige for \$ 115. Another standout is Otto Kern's cream and charcoal plaid shirt-jacket with a zippered front (\$ 135, also at Boys' Co).

Holt Renfrew offers a bumper crop of flannel shirts. Among the best is a polyester variation made of exceptionally soft flannel (\$ 150), and a cotton one with a large windowpane plaid pattern (\$ 125, both by Signum). For you wool purists, Holt's also carries a soft 80-per-cent wool flannel shirt by Moreno Martini in two neutral shades (\$ 235). A true "classic."

Which is, of course, a term that aptly describes the flannel shirt generally. It is ageless.

I, however, am not. I now look a bit silly in flared denim. My once-jet-black hair is cropped short to minimize the grey. Led Zeppelin broke up years ago, if my fading memory serves me correctly.

But I still feel pretty good when wearing flannel. See, while the flannel shirt takes other men back to the woods, it takes me back to my youth. And even though I'm aging rapidly, you should know I can still quote the lyrics to Black Dog. From memory.

GRAPHIC: FROM GRUNGE TO GENTRY: casual plaid shirt/jacket by Dnomm Vincent at Paradise Garage (above)

collegiate look (left) with a cable-knit cardigan over a Gant plaid cotton flannel shirt

a more sedate plaid look (top right) by Boston Preparatory in black-and-white Glen plaid in classic cotton

LOAD-DATE: October 20, 1993

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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Top small companies USA TODAY October 25, 1993, Monday, FINAL EDITION

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USA TODAY

October 25, 1993, Monday, FINAL EDITION

SECTION: MONEY; Pg. 4B

LENGTH: 869 words

HEADLINE: Top small companies

BODY:

Searching for a good return on your investment? Or a job? One of these companies may be the place to start looking. So says Forbes magazine, which put these 35 firms at top of its list of the best 200 small businesses in 1993. Forbes says its picks were made on a number of factors, including annual revenue, earnings growth and stock performance. Winners were ranked based on their average annual return to investors over the past five years. Forbes says the list is designed to showcase the job-creating potential of small business.

5-year

average

Company, business	Market value(1) (millions)	annual return on equity	1993 price change(2)
1. Lone Star Steakhouse & Saloon Steak restaurants	\$ 877	100.0%	+38.2%
2. Nautica Enterprises Men's apparel	\$ 202	100.0%	+86.9%
3. Fossil Fashion wristwatches	\$ 212	100.0%	NA
4. Roper Industries Pumps, valves and controls	\$ 513	90.7%	+290.3%
5. DIY Home Warehouse Home-improvement centers	\$ 95	84.1%	NA
6. Southern Electronics Distributes microcomputers	\$ 85	65.0%	-10.0%
7. Apple South Applebee's rest. operator	\$ 327	64.1%	+117.2%
8. Aames Financial Mortgage brokerage	\$ 52	57.4%	+12.7%
9. Taco Cabana Mexican restaurants	\$ 249	48.4%	+38.4%
10. Zoom Telephonics			

	Fax/modems, commun. sftwr.	\$ 72	45.2%	-30.4%
11.	Schuler Homes			
	Home builder in Hawaii	\$ 555	44.8%	+69.5%
12.	Franklin Quest			
	Time management	\$ 527	42.5%	+32.1%
13	Physicians Health Services			
	Health maintenance organ.	\$ 153	41.9%	NA
14	Intergroup Healthcare			
	Health maintenance organ.	\$ 363	39.2%	+41.0%
15.	Bed Bath & Beyond			
	Bedding & housewares stores	\$ 1,097	39.0%	+75.7%
16.	Copley Pharmaceutical			
	Pharmaceuticals	\$ 901	37.3%	+108.7%
17.	American Power Conversion			
	Computer power supply mfr.	\$ 1,784	36.5%	+42.9%
18.	United American Healthcare			
	Management, consulting srvc.	\$ 68	36.1%	+12.0%
19.	Outback Steakhouse			
	Steak restaurants	\$ 925	35.7%	+20.7%
20.	R&B			
	Automotive & marine parts	\$ 69	35.6%	+51.9%
21.	Zebra Technologies			
	Bar-code label printers	\$ 564	35.5%	+95.8%
22.	Stephan			
	Hair care, per. grooming prods.	\$ 57	35.2%	+7.6%
23.	Sierra Health Services			
	Health maintenance organ.	\$ 222	34.7%	-16.8%
24.	NCI Building Systems			
	Metal building materials	\$ 110	34.4%	+107.7%
25.	Speizman Industries			
	Industrial knitting machines	\$ 25	32.6%	+354.6%
26.	Mercury Finance			
	Used-car purchase financing	\$ 2,310	32.4%	+79.3%
27.	Adobe Systems			
	Graphics software	\$ 865	32.2%	+22.2%
28.	Score Board			
	Trading cards, memorabilia	\$ 163	31.8%	+63.2%
29.	BMC Software			
	Commun., database sftwr.	\$ 1,482	31.4%	-22.2%
30.	Utah Medical Products			
	Medical devices	\$ 101	31.4%	-28.1%
31.	Medicus Systems			
	Health-care industry software	\$ 73	31.3%	+33.3%
32.	Interling Software			
	Software for mortgage lenders	\$ 46	30.9%	NA

33. Homecare Management			
Drug therapies, services	\$ 69	30.8%	-20.0%
34. Supreme International			
Men's apparel	\$ 38	29.9%	NA
35. SciMed Life Systems			
Cardiac care supplies	\$ 732	29.5%	-18.2%
1 - includes all share classes; 2 - through Oct. 8 Source: Forbes			

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Forbes names 3 metro firms as best small companies The Atlanta Journal and Constitution October 25, 1993, Monday

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The Atlanta Journal and Constitution

October 25, 1993, Monday

SECTION: LOCAL NEWS; Section B; Page 5

LENGTH: 317 words

HEADLINE: Forbes names 3 metro firms as best small companies

BYLINE: By Shella M. Poole STAFF WRITER

BODY:

Three metro Atlanta companies made the honor roll of Forbes magazine's 14th annual list of the best small companies in America.

In all, 200 companies were included on the list, which represented a diverse field of businesses from the makers of fashion wristwatches and snowmobiles to health-care firms and restaurants.

"What they have in common is a terrific record in terms of their five-year average return on equity - at least 10 percent," said Stewart Pinkerton, Forbes assistant managing editor.

Return on equity measures annual profits as a percentage of a company's net worth.

"The survey shows these guys are doing well, and they are creating jobs," Pinkerton said.

The metro Atlanta companies were Southern Electronics Distributors. The distributor of microcomputers and peripherals ranked sixth, with a five-year return on equity of 65 percent. Atlantic Southeast Airlines ranked 80th, with a return of 21.2 percent; and Cagle's, the poultry processor, ranked 171st, with a return of 13.4 percent.

Other Georgia companies included in the list and their rankings were:

Roper Industries. The Commerce-based maker of pumps, valves and controls ranked fourth with a return of 90.7 percent.

Apple South. The Madison-based operator of Applebee's restaurants ranked seventh with a return on equity of 64.1 percent.

Total System Services. The Columbus-based bank card data processor ranked 77th with a return of 21.4 percent.

Forbes evaluated more than 5,000 companies with latest 12-month sales between \$ 5 million and \$ 350 million. To make the list, a company's five-year average return on equity had to be at least 10 percent.

Lone Star Steakhouse & Saloon of Kansas, which operates a chain of steakhouses, captured the magazine's top spot. Second and third were **Nautica** Enterprises of New York, which makes men's apparel; and Fossil

of Texas, which makes fashion wristwatches.

LOAD-DATE: October 28, 1993

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WRISTS 2 WATCH.;GOOD-LOOKING WAYS TO WHILE AWAY THE HOURS AS DAYLIGHT-SAVING TIME GOES
BY Chicago Tribune October 28, 1993 Thursday, DU PAGE SPORTS FINAL EDITION

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 Chicago Tribune

October 28, 1993 Thursday, DU PAGE SPORTS FINAL EDITION

SECTION: TEMPO; Pg. 11; ZONE: NED; Tempo Fashion.

LENGTH: 175 words

HEADLINE: WRISTS 2 WATCH.;
 GOOD-LOOKING WAYS TO WHILE AWAY THE HOURS AS DAYLIGHT-SAVING TIME GOES BY

BYLINE: Text by Lisa Skolnik.

BODY:

There may be lots of reasons to roll up our sleeves and show a little wrist, but the best ones tick. The watches we wear today are everything from imagemakers to style-shapers, fashion-forward to funky.

But looks aren't everything. Function holds as much appeal as form, and the newest wristwatches perform all sorts of tricks. They light up like fireflies, tell time interminably, or break time down in myriad ways.

While Timex and Guess' Indiglo watches cast a cool, blue light, Seiko has developed kinetic quartz movements that never need winding or new batteries and are powered by the movements of your arm. Advanced technology has brought the price of a multi-function chronograph down from a fortune to affordable—as evidenced by Swatch's styles for \$80. Swatch has also managed to make a stopwatch that is the same size as its regular quartz styles.

The only thing left to invent may be the watch that resets itself, something we all have to remember to do Sunday—else our sophisticated wristwatches will be a full hour off.

GRAPHIC: PHOTO

PHOTO (color): Left arm

Swatch Sound Chronograph (from left), \$80 at Bloomingdale's, 900 N. Michigan Ave.; **Nautica** classic strap watch, \$60 at Four Squires stores, and Future Wrist by Seiko, \$250 at Rogers & Hollands stores.

Right arm.

Guess Four-Wheel-Drive chronograph (from left), \$80 at Bloomingdale's, 900 N. Michigan Ave.; Swatch Andale stopwatch, \$50 at Marshall Field's stores; Relative Time by Largely Literary Designs, Inc., \$40 at Rizzoli, Water Tower Place, 835 N. Michigan Ave., and Oakbrook Center, Oak Brook; Fossil water-face watch, \$50 at Bloomingdale's, and Seiko alarm chronograph with rubber strap, \$395 at Rogers & Hollands stores.

Ben Berger satin spandex gloves, \$15 at Marshall Field's stores. Photo by Bob Fila.

LOAD-DATE: December 7, 1993

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]
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Picking America's best small companies Forbes November 8, 1993

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Forbes

November 8, 1993

SECTION: ON THE COVER; Up & Comers; The Best Small Companies In America; Pg. 230

LENGTH: 16690 words

HEADLINE: Picking America's best small companies

BODY:

This year's eclectic crop of dynamic small companies includes a manufacturer of snowmobiles and jet skis (Arctco), a Boston operator of Italian restaurants (Bertucci's) and dozens of medical and computer technology outfits. What do all these firms have in common? Each passed more than a dozen strict tests.

Among our criteria: Latest-12-month sales had to be between \$ 5 million and \$ 350 million; the five-year average return on equity had to be at least 10%. We eliminated firms that grossly underperformed the overall stock market over the past 12 months or had recent profit downturns.

Our principal data source is William O'Neil & Co. Earnings estimates and some performance information come from the Institutional Brokers Estimate System.

Note: This table may be divided, and additional information on a particular entry may appear on more than one screen

Rank this year	Rank last year	Company business	Return on equity		5-year
			5-year average	latest 12 mos	EPS growth rate
1	*	Lone Star Steakhouse & Saloon *3* steak restaurants	100.0+%	18.3%	85%
2	*	Nautica Enterprises *3* men's apparel	100.0%	21.3	14
3	*	Fossil *3* fashion wristwatches	100.0+	57.7	51
4	*	Roper Industries *3*pumps, valves & controls	90.7	33.7	40
5	*	DIY Home Warehouse *3* warehouse-format home- improvement *3* centers	84.1	49.1	48
6	*	Southern Electronics	65.0	57.8	41

192	193	*3* networking systems Cooke Restaurant *3* full-service restaurants in the *3* Midwest	11.6	12.8	47
193	178	Dimark *3* printing & marketing	11.5	15.2	48
194	*	Quantum Health Resources *3* therapies & support services for *3* patients with chronic disorders	11.4	17.1	169
195	*	Watsco *3* central air-conditioning & other *3* climate control equipment	11.1	17.9	13
196	*	CCA Industries *3* health & beauty products	10.8	32.5	45
197	*	Exar *3* semiconductors & integrated circuits	10.4	13.4	56
198	182	Kent Electronics *3* distributes electronic equipment	10.4	9.7	15
199	*	Maxxim Medical *3* disposable medical products	10.3	8.7	36
200	*	Timberland *3* quality footwear, apparel & *3* accessories	10.2	15.2	13

Rank this year	Rank last year	Company business	Latest 12 mos sales (\$ mil)	Latest 12 mos profits	Debt/ equity	Recent price
1		* Lone Star Steakhouse & Saloon *3* steak restaurants	\$ 74	\$ 11.4	0%	26
2		* Nautica Enterprises *3* men's apparel	176	12.6	1	28 1/2
3		* Fossil *3* fashion wristwatches	85	8.7	6	16 1/8
4		* Roper Industries *3*pumps, valves & controls	110	13.6	70	35 1/8
5		* DIY Home Warehouse *3* warehouse-format home-improvement *3* centers	77	2.3	35	13
6		* Southern Electronics *3* distributes microcomputers	250	8.4	12	12

192	193	Cooker Restaurant *3* full-service restaurants in the *3* Midwest	60	4.3	68	16
193	178	Dimark *3* printing & marketing	57	2.9	9	30 1/4
194	*	Quantum Health Resources *3* therapies & support services for *3* patients with chronic disorders	148	11.8	0	24 3/8
195	*	Watsco *3* central air-conditioning & other *3* climate control equipment	207	4.5	54	14 3/8
196	*	CCA Industries *3* health & beauty products	40	2.2	22	6 1/2
197	*	Exar *3* semiconductors & integrated circuits	154	14.5	16	32
198	182	Kent Electronics *3* distributes electronic equipment	163	8.0	3	25 3/4
199	*	Maxxim Medical *3* disposable medical products	103	5.1	4	19 1/4
200	*	Timberland *3* quality footwear, apparel & *3* accessories	336	16.0	40	66

Rank this year	Rank last year	Company business	YTD price change	Market value n1 (\$ mil)
1	*	Lone Star Steakhouse & Saloon *3* steak restaurants	38.2%	\$ 877
2	*	Nautica Enterprises *3* men's apparel	86.9	202
3	*	Fossil *3* fashion wristwatches	NA	212
4	*	Roper Industries *3*pumps, valves & controls	290.3	513
5	*	DIY Home Warehouse *3* warehouse-format home-improvement *3* centers	NA	95
6	*	Southern Electronics *3* distributes microcomputers *3* & peripherals	-10.0	85

		3 full-service restaurants in the		
		3 Midwest		
193	178	Dimark	174.4	86
		3 printing & marketing		
194		* Quantum Health Resources	-7.1	368
		3 therapies & support services for		
		3 patients with chronic disorders		
195		* Watsco	17.4	58
		3 central air-conditioning & other		
		3 climate control equipment		
196		* CCA Industries	246.7	43
		3 health & beauty products		
197		* Exar	15.3	214
		3 semiconductors & integrated circuits		
198	182	Kent Electronics	1.5	165
		3 distributes electronic equipment		
199		* Maxxim Medical	38.7	116
		3 disposable medical products		
200		* Timberland	238.5	712
		3 quality footwear, apparel & accessories		

Rank	Company	Latest 12 mos	Est	
this	business	EPS	1993	
year	last	P/E	EPS	
year	year			
1	* Lone Star Steakhouse & Saloon *3* steak restaurants	\$ 0.36	72.2	\$ 0.46
2	* Nautica Enterprises *3* men's apparel	1.60	17.8	1.60
3	* Fossil *3* fashion wristwatches	NA	NA	0.74
4	* Roper Industries *3*pumps, valves & controls	0.94	37.4	1.26
5	* DIY Home Warehouse *3* warehouse-format home-improvement centers	NA	NA	0.50
6	* Southern Electronics *3* distributes microcomputers & peripherals	1.13	10.6	n2 1.31
7	* Apple South	0.38	55.3	0.44

195	* Watsco *3* central air-conditioning & other *3* climate control equipment	1.38	10.4	1.20
196	* CCA Industries *3* health & beauty products	0.27	24.1	NA
197	* Exar *3* semiconductors & integrated circuits	2.09	15.3	2.34
198	182 Kent Electronics *3* distributes electronic equipment	1.23	20.9	1.45
199	* Maxxim Medical *3* disposable medical products	0.89	21.6	0.95
200	* Timberland *3* quality footwear, apparel & accessories	1.45	45.5	1.89


* Not on last year's list.

n1 Includes all share classes.

n2 1994 estimate.

NA: Not available or not applicable.

Sources: William O'Neil & Co.; Institutional Brokers Estimate System, via OneSource Information Services.

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HERE'S WHAT YOU'LL FIND AT THE OUTLET MALL St. Louis Post-Dispatch (Missouri) November 14, 1993, SUNDAY, FIVE STAR Edition

Copyright 1993 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

November 14, 1993, SUNDAY, FIVE STAR Edition

SECTION: TRAVEL; Pg. 4

LENGTH: 1520 words

HEADLINE: HERE'S WHAT YOU'LL FIND AT THE OUTLET MALL

BODY:

FOLLOWING IS a list of stores at the Factory Outlet Village in Osage Beach:

Adolfo II: Women's apparel.

Aileen: Women's sportswear with a selection of petites and plus sizes.

American Tourister: Luggage and business cases.

Anne Klein Factory Store: Anne Klein and Anne Klein II sportswear and accessories for women.

Barbizon: Women's lingerie and swimwear.

GH Bass: Men's, women's and children's shoes and bags.

United Colors of Benetton: Italian sportswear for men and women.

Bon Worth: Women's sportswear with a selection of petite sizes.

Boot Factory: Western boots and clothing.

Boston Traders: Men's and women's sportswear with a selection for big and tall men.

Bruce Alan Bags, Etc.: Leather goods.

Bugle Boy Factory Store: Sportswear for young men.

Buxton: Wallets and other leather goods.

Cape Isle Knitters: Sweaters for men and women.

Capezio Factory Direct: Women's shoes by Capezio, Liz Claiborne, Evan Picone and others.

Carter's Childrenswear: Shoes and clothing for infants and children.

Casual Corner: Women's and junior's clothing.

Champion/Hanes: Sweats and T-shirts for men, women and children.

Chaus Factory Store: Women's clothing.

Coach Leatherwear: Fine quality handbags, briefcases and other small leather goods.

Colours by Alexander Julian: Men's casual clothing.

Corning-Revere: Corningware, Pyrex, Revereware and other kitchen goods.

Dansk Factory Outlet: Contemporary tabletop goods.

De'Nicole Designs: Jewelry and accessories.

Donna' Karan: Men's, women's and children's clothing.

Duck Head: Men's, women's and children's traditional casualwear.

Eagle's Eye Company Store: Prepple sportswear for women and children.

Easy Spirit & Co.: Shoes for men and women of the Easy Spirit and other brands.

Etienne Aigner: Shoes and leather accessories for women.

Evan Picone: Women's clothing.

Factory Shoe Outlet: Jumping Jacks, Little Capezlo, Reebok and other brands of children's shoes.

Famous Brands Housewares Outlet: Rubbermaid, Anchor-Hocking and other kitchen goods.

Famous Footwear: Shoes for men, women and children.

Galt Sand: Sweats and T-shirts for men, women and children.

Gant: Palm Beach suits and Gant sportswear for men.

Ge Ge's Factory Store: Women's clothing.

Geoffrey Beene: Menswear.

Gold Toe: Socks for men, women and boys.

Guess? Factory Store: Men's, women's, junior and children's casualwear.

Harve Benard: Dressy women's cloths.

Hathaway-Olga-Warner: Lingerie and men's dress shirts and sportwear in such lines as Ralph Lauren's Chaps, Hathaway, Christian Dior and Puritan.

Hush Puppies Factory Direct: Shoes for men, women and children.

Izod Factory Store: Men's, women's and boy's sportswear. Offers a selection for big and tall men.

Jaymar Factory Outlet: Sansabelt line of men's clothes.

Jockey Factory Store: Underwear for men, women and children. Some sportswear.

Johnston & Murphy: Men's and women's shoes and leather accessories.

Jonathan Logan: Misses and petites women's clothing.

Jones New York: Career and sportswear for women.

Jones New York Woman: Career and sportswear for plus-size women.

Kids Zone: Children's clothing.

Kitchen Collection: Hamilton Beach, Proctor Silex, Wear-Ever and other merchandise for the kitchen.

Leather Loft: Coats and leather goods.

L'eggs-Hanes-Bali: Hosiery and lingerie.

Lenox Factory Outlet: Tableware.

Leslie Fay: Women's clothing with a selection of petites.

London Fog Factory Store: Outerwear for men and women.

Maldenform: Lingerie and swimwear.

Manhattan: Men's and women's clothing in such lines as Perry Ellis America and John Henry.

Mikasa Factory: Tableware.

Naturalizer Outlet: Footwear in Connie, LifeStride and other brands.

Nautica Factory Store: Men's sportswear.

Nike Factory Store: Athletic shoes and clothing.

Nine West & Co. Outlet: Women's shoes.

Oneida Factory Store: Flatware and holloware.

Oshkosh B'Gosh: Children's clothing.

Pepperidge Farm: Cookies, crackers and other packaged food.

Perfumania: Designer fragrances.

Pfaltzgraff: Tableware.

Polly Flinders: Children's clothes including Polly Flinders' smocked dresses.

Polo-Ralph Lauren Factory Store: Clothes for men, women and children, and a selection of linens.

Prestige Fragrances & Cosmetics: Name-brand cosmetics and fragrances.

Publishers Warehouse: Wholesale prices on books.

Reebok Factory Direct: Athletic shoes and clothing.

The Ribbon Outlet: Ribbons and trims.

Robert Scott & David Brooks Outlet Store: Sportswear and dresses.

Rocky Mountain Chocolate Factory: Handmade chocolates and other goodies.

Serio Tacchini: Italian-designed activewear.

The Sunglass Company Outlet: Name brand sunglasses.

Totes Factory Store-Sunglass World: Rain gear, luggage and name-brand sunglasses.

Toys Unlimited: Toys at discount prices.

Trader Kids: Children's clothes.

Van Heusen: Dress shirts for men and sportswear for men and women.

Wallet Works: Small leather goods.

Welcome Home: Home accessories.

Westport Ltd.: Women's clothing.

Hours are 9 a.m. to 9 p.m. Monday through Saturday and 9 a.m. to 6 p.m. Sunday from March through December. January and February hours are 10 a.m. to 6 p.m. Monday through Sunday. Closed Easter, Thanksgiving and Christmas. For more information, call 1-348-2065.

LOAD-DATE: November 15, 1993

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Ranking those water warriors Herald Sun November 18, 1993 Thursday

Copyright 1993 Nationwide News Pty Limited
Herald Sun

November 18, 1993 Thursday

LENGTH: 602 words

HEADLINE: Ranking those water warriors

BYLINE: ANDERSON J

BODY:

WHO is Australia's finest yachtie? Is it grand old campaigner Syd Fischer, catamaran guns Mitch Booth and John Forbes, match-race whiz Peter Gilmour or the Yellow Pages crew and designer . . . Lindsay Cunningham, Simon McKeon and Tim Daddo? With some of our best assembled at Royal Queensland for the world Etchells 22 championships starting today on Moreton Bay in Brisbane, the time is right to ask three impartial judges (Are there such people in sport? Probably not, but who cares) to select their top 10.

Many of the names chosen will be in action in the world Etchells 22 championships which run from November 18-27 and consist of a six-race series.

The line-up includes John Bertrand, Dennis Conner, Colin Beashel, Iain Murray, America's world champion Dave Curtis, England's Chris Law, Tim Patton from Bermuda, John Savage and Peter Gilmour.

Etchells racing is regarded as one of the finest tests of sailing, given that the 22ft boats are identical and only one set of sails is allowed to be bought per year.

Tony Mooney, Aust. Yachting Federation: Top 10 in no particular order.

Mitch Booth and John Forbes Lindsay Cunningham, Simon McKeon, Tim Daddo Glenn Bourke - Laser world champion:

Natasha Sturgess - world youth champion.

Peter Gilmour - America's Cup tactician.

Lars Kleppich - Olympic bronze medallist.

Syd Fischer - champion ocean racing skipper.

Neville Wittey - Laser Masters sailor.

Colin Beashel - Admiral's Cup helmsman.

Iain Murray - America's Cup helmsman.

Ed Featherston, Herald Sun yachting writer: 1: Lindsay Cunningham-Simon McKeon-Tim Daddo - world speed sailing record, Little America's Cup titleholder.

- 2: John Bertrand - America's Cup winner, heads One Australia Challenge for 1995 America's Cup.
- 3: Mitch Booth-John Forbes - Tornado catamaran bronze medal at Barcelona, second world title.
- 4: Syd Fischer - Admirals Cup skipper, former Sydney-Hobart winner, head Sydney America's Cup bid.
- 5: Glenn Bourke - Barcelona Finn dinghy rep for Australia, and three-time world Laser dinghy champion.
- 6: John Dransfield - 470 dinghy class national champion, and three-times world Fireball class dinghy champion.
- 7: Peter Gilmour - Australia's top international match-racing skipper, former world champion in various classes.
- 8: Fiona Taylor - world open Windsurfer champion and Barcelona women's sailboard rep for Australia.
- 9: Natasha Sturgess - world women's Mistral sailboard champion, three-time International Yacht Racing Union youth world sailboard champion.
- 10: Paul McKenzie - twice world A-class catamaran champion, now campaigning for Atlanta in Finn dinghy.

Campbell Rose, Vic. Yachting Council director:

- 1: John Savage - twice Etchell 22 world champion, Australian and State champion.
- 2: John Bertrand - America's Cup 1983, bronze medallist in 1976 Olympics (Finn class), 4th 1972 Olympics.
- 3: Lars Kleppich - bronze medallist in 1992 Olympics, sailboard class.
- 4: Natasha Sturgess - three-time **Nautica** world youth champion.
- 5: Rod Davis - gold medal in 1984 Olympics, Soling class; silver in 1992 Olympics, Star class.
- 6: Peter Gilmour - tactician in America's Cup victory, ranked No.2 on world match-racing list.
- 7: Glenn Bourke - America's Cup crewman in 1983, Laser world champion three times.
- 8: Syd Fischer - Admiral's Cup winner, Sydney-Hobart winner in 1992, winner in 1991, 1992 50-foot World championships.
- 9: Jeni Lidgett and Addy Bucek - eight-time Australian women's champion, Bucek was 1991 Swedish champion.
- 10: Mitch Booth and John Forbes - bronze medal in 1992 Olympic games.

END OF STORY

LOAD-DATE: November 28, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Nautica signs small leather goods licensee; Brief Article Daily News Record December 1, 1993

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Daily News Record

December 1, 1993

SECTION: Vol. 23 ; No. 227 ; Pg. 4; ISSN: 0162-2161

LENGTH: 139 words

HEADLINE: **Nautica** signs small leather goods licensee; Brief Article

BODY:

NEW YORK -- **Nautica** Apparel, Inc., has licensed Max leather, Inc., to manufacture and market a line of men's belts and small leather goods under the **Nautica** label. The first line will be for fall '94.

Nautica's previous accessories licensee was Swank, Inc. Its last line was for spring '93. There was no fall '93 collection produced.

Evan Mittman, co-owner of Max Leather, said that the majority of the leather belts will retail for approximately \$ 25 to \$ 55. Lizard and alligator belts will sell at retail for approximately \$ 150 to \$ 250, he said. Prices for such categories as wallets, agendas, key fobs, card cases and suspenders haven't been set yet.

Max Leather produces men's belts and small leather goods under the Adolfo label and women's leather accessories under the Cipriani and Robert Lee Morris labels.

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 2387 Apparel belts ; 3172 Personal leather goods, not elsewhere classified ; 3100 LEATHER AND LEATHER PRODUCTS

IAC-NUMBER: IAC 14685989

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)

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Break open a sailpack; Nautica introduces men's outerwear/accessories line; Accessories for Men; Brief Article Daily News Record December 3, 1993

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December 3, 1993

SECTION: Vol. 23 ; No. 229 ; Pg. 8A; ISSN: 0162-2161

LENGTH: 189 words

HEADLINE: Break open a sailpack; **Nautica** introduces men's outerwear/accessories line; Accessories for Men; Brief Article

BODY:

Nautica made its name in apparel inspired by the open sea.

David Chu, **Nautica's** designer and president, has always focused on merchandise that is both functional and luxurious, and "The Sailpack," **Nautica's** newest outerwear/accessories launch, is no exception.

A color-blocked bomber jacket that can be packed into its own pouch, Sailpack is slated to retail at about \$ 98 and offers both versatility and value. Chu notes that Sailpack is essentially a lightweight jacket appropriate for a wide variety of outdoor sports, including hiking, sailing, backpacking, cycling and running.

Made of durable Tactel nylon, Sailpack features a stand-up collar, a concealed hood and the bold, graphic racing numbers J-US2 embroidered on the back. The jacket is available in the crew-team color combinations of red and navy and royal and gold, as well as solid emerald.

Chu notes that Sailpack was designed with function in mind. To turn the jacket into a pouch, owners just open the concealed zipper at the center of the jacket's back, pull the jacket through the zipper into the pouch and simply zip the whole bag closed.

GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified

IAC-NUMBER: IAC 14695327

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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RUGGED WEAR; FASHIONS FOR MEN TAKE A CUE FROM THE GREAT OUTDOORS *The Commercial Appeal*
(*Memphis*) *December 5, 1993, Sunday,*

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The Commercial Appeal (Memphis)

December 5, 1993, Sunday, FINAL EDITION

SECTION: IMAGE, Pg. F1

LENGTH: 839 words

HEADLINE: RUGGED WEAR;
FASHIONS FOR MEN TAKE A CUE FROM THE GREAT OUTDOORS

BYLINE: Barbara Bradley; The Commercial Appeal Fashion Editor

BODY:

The rugged American is a fellow you'll see everywhere this fall - fly-fishing in mountain streams, backpacking on the trail, and sprawled in his Lazyboy flipping the channel to Northern Exposure.

If one can't actually be rugged, it's certainly hip to dress that way, according to the Men's Fashion Association in New York.

"In the '80s everybody wanted to look like Don Johnson," said fashion director Tom Julian. "Now it's Rob Morrow (star of the TV series Northern Exposure)." The show's offbeat characters living and working in their functional, comfortable, and stylish outer wear is a look men can relate to, said Julian. It ties in with an interest in family, in the environment, in a desire to be one's own man.

Tommy Hilfiger based much of his fall sportswear on seaman's workwear and American woodsman looks, with pea coats, cable knit sweaters, NuBuck leather field coats and buffalo check shirts. The "field and stream" look continues for the holidays in reversible fishing vests, handknit sweaters and fleece jackets.

In **Nautica's** fall collection, outdoor wear is a starting point for very contemporary notions of style and function.

"It looks real rugged for those living in urban areas to have the same look as in the country," said David Chu, **Nautica's** designer and president. "But it's not all twill and canvas now. It's much more interesting and sophisticated. The fabrics are finer, more comfortable and give better function. There are more details and accessories."

Nautica outerwear includes a three-quarter-length down jacket with leather collar and button-on hood; a rich-looking zip-front wool jacket with leather collar, twill arms, polyester filling and a quilted lining; and a three-in-one windbreaker that can be worn as a nylon shell, a quilted, polyester-filled, zip-out inner jacket or the two together for a layered look.

Leave it to Ralph Lauren to tie the rugged individualist concept to what is uniquely American. Lauren's new RRL line offers distressed leather biker jackets, wool jackets that look like Civil War uniforms, yolked cowboy shirts, Southwestern motif sweaters, and denim fisherman jackets.

Nearly everything is washed, faded, worn-looking and frayed. Some garments are styled after authentic

pieces of an era. Others are enduring staples - plaid flannel shirts, jeans, khakis and overalls.

How you wear the look is as important as what you wear. An artfully careless layering appears to break all rules. The office sportcoat goes off for a country weekend with jeans and a flannel shirt. The denim shirt worn with khaki trousers reappears in the office under a suit.

Widening the possibilities is an emphasis on English country fabrics - Donegal tweeds, lambswool, plaid and check sport coats and fabrics with a loftier finish.

Textures and patterns play against each other in a houndstooth check sportcoat paired with a knit vest suggestive of the Southwest and small-check pants, all done in shades of brown, olive and black. A cocoa suede vest with a quilted back gives the edge to a sleek, black jacket.

Even parkas are being layered over suits these days. "It's a challenging look, and an economical and sensible one," said Julian.

It's also doing well in Memphis, said Rob Joyner, men's sportswear buyer for Oak Hall. Quick-drying, lightweight fleece jackets in imaginative patterns, arrowhead-pattern sweaters, lug sole ankle boots and Indiana Jones style hats are trends finding favor with a traditionally conservative customer. Hot outerwear includes three-quarter length "field jackets" that may be canvas with leather collars or brush poplin with fleece lining. Sweaters with small Henley type openings allow layers of T-shirts and knit shirts to show underneath.

Dillard's Mall of Memphis store features Lauren's RRL line in its own "store within a store." Old fans, a vintage gas pump, hardwood floors and clothes hung on nails are pricking the interest of both male and female shoppers.

"My fashion business is stronger than my basic business," said Steve Hall, area sales manager. In the 20-to-45 age group, basics are bought for work, he said "but their play clothes are all fashion." Never has the store had so much selection, he said, and never has the Mid-South been so willing to receive it.

"It's not so much set clothes for set types anymore," he said. "There's much more individualism. People will try more things."

RRL's fisherman jacket (\$ 175), khaki pants (\$ 90), plaid shirt (\$ 78) Henley style knit shirt (\$ 58), boots (\$ 248) and Southwest pattern sweater (\$ 259) from Dillard's. Houndstooth sportcoat (\$ 180), silk shirt (\$ 225), check trousers (\$ 60) and knit vest (\$ 215) also from Dillard's.

Camel's hair sportcoat (\$ 275), suede vest (\$ 135), textured shirt (\$ 105) and fleece pullover (\$ 85) are from Oak Hall.

Models are Todd Kraiss and Gordon Simmons of Colors Talent Agency, Inc. Locations courtesy of Sinclair Memphis Marine Service and Automatic Sllm's Tonga Club.

GRAPHIC: Photographs by Mike Maple (Color) Worn, washed, faded and frayed are marks of beauty in RRL's fisherman-style jacket, plaid flannel shirt, layers of knit shirts and khaki pants. (Color) For the great outdoorsmen: a ragg wool sweater with a southwestern air and cozy fleece pullover in a playful pattern. A suede vest and textured shirt add masculine punch to a polished sportcoat. (Color) A nearly monochromatic color scheme allows spicy mixes of pattern and texture in a shirt and vest by DKNY, sportcoat and pants from Claiborne.

LOAD-DATE: January 31, 1996

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

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Run of the Mills: the trouble with Gurnee Crain's Chicago Business December 6, 1993

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Crain's Chicago Business

December 6, 1993

SECTION: REAL ESTATE; Storefront; Pg. 20

LENGTH: 573 words

HEADLINE: Run of the Mills: the trouble with Gurnee

BYLINE: By NEIL STERN; Neil Stern is a partner in the Chicago retail consulting firm McMillan/Doolittle.

BODY:

Gurnee Mills, the 2-million-square-foot megamall, opened to great fanfare and huge crowds in August 1991.

It promised to be the world's largest outlet mall. And its location, along Interstate 94 between Chicago and Milwaukee, gave it access to a substantial market of bargain-hunters.

Sounds good. In theory. But what did people find once they arrived at Gurnee Mills?

For starters, a mall too big to shop reasonably.

Gurnee Mills simply cannot be tackled in one trip. The challenge is to park your car near the good shops.

Second, there aren't enough genuine outlets.

Most of the shops are ordinary retail stores with few legitimate discounts. And some of the anchors (Marshalls, Waccamaw, Bed Bath and Beyond, Spiegel's Outlet, Filene's Basement and Sears Outlet) have locations elsewhere in the area.

Gurnee Mills actually is a retailing hybrid.

There are genuine factory outlets, run by manufacturers, with large discounts. Yet this is not what populates most of the mall, where relatively posh interiors add cost to the operation -- probably resulting in higher rents than the bare-bones outlets in other areas.

And there are retailer outlets, such as Ann Taylor and the Bigsby & Kruthers Clearance Store. But other "outlets" are part full retail, part dumping ground for goods that could not sell.

The rest of the mall contains the typical collection of traffic feeders: jewelry stores, one-hour photo stores, food courts, optical stores, etc. The net result is a shopping experience that often does not justify the trip.

Weekday traffic at Gurnee Mills is light. It gets crowded on weekends, but two days out of seven may not justify the economics of a 2-million-square-foot operation.

For Gurnee Mills to succeed long term, the mall must have stores that are special -- worth a trip because they're not available elsewhere.