



BULKY DOCUMENTS

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Part 5 of 11



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The Esquire Guide: Prepster Stripes; men's clothing and accessories; Illustration Esquire July 1, 2001

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July 1, 2001

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LENGTH: 1338 words

HEADLINE: The Esquire Guide: Prepster Stripes; men's clothing and accessories; Illustration

BODY:

To be judged by the content of your character would be nice, but who really has the time? Better to look at the stripes on another bloke's necktie and start with that. At least that's the way it's done in England. When a nineteenth-century limey schoolboy had the pluck to remove the colored ribbon from his boater and wear it around his neck, the school tie was born. You see, in Old Blighty, stripes tell everyone who you are. Which public school you attended, which university you studied at, which college at said university you called home, which regiment you served in, which clubs you are a member of--all of these things can be determined by a simple combination of a few colors arranged in diagonal stripes. Stateside, we're less concerned with the fact that your great-uncle was top of his class at Giggleswick; we just think they look good. And we're not alone. Many of today's designers have welcomed the return of the old-fashioned stripe as part of the more traditional styles that recall early-eighties Ralph Lauren prep, fifties Joe College, and prewar British MPs who carried on about appeasement and trade unions. And in spite of what your dad may have told you since you were in short pants, pairing stripes with stripes can work--if you know what you're doing. Admittedly, it's a practice fraught with peril; screw it up and people will start asking you if the carnival's in town. But if you take our lead and match them correctly, you'll surely demonstrate a confident and bold sense of style.

[ILLUSTRATION OMITTED]

Color Decoded Every color has its place. Sportsmen's organizations often had brightly colored ties so the hues would show through the mud that would splatter on them. The traditional colors of the Royal Military Academy--yellow, blue, and black--represent sulfur, saltpeter, and charcoal, which are the ingredients of gunpowder. A member of the Royal Tank Regiment would proudly wear a brown, red, and green tie to reflect the words of his battle cry: "From mud, through blood, to the green fields beyond."

THE CALCUTTA Light Horse Regiment was a British volunteer military outfit that drew its recruits from the businessmen who resided in the Indian city. The colors of the tie were chosen at a bar and were adopted from the colors on the officers' uniforms. The drinking exploits of the group were well-known; in some circles, the group was jokingly referred to as the Calcutta Tight Horse Regiment. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THIS TIE DISPLAYS the colors of the I Zingari Cricket Club and is generally considered to be one of the first

club ties in the world, dating back to the 1870s. The club was named for Zingari--Italian for Gypsies--because it had no home field. Its founders established the club at the Blenheim Hotel in London, and its colors represent the motto "Out of darkness, through fire, into light." Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

IT IS GENERALLY believed that the idea of colors representing who you are goes back at least to the times of knights and damsels. The theory is that knights who went into battle wearing indistinguishable suits of armor carried designs emblazoned on their shields so they'd know whom to assist and whom to impale. Long after the days of Sir Lancelot, that heraldic device remains in the form of crests, engraved buttons, and, yes, ties. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THE 3RD KING'S OWN HUSSARS were originally raised as dragoons in 1685 but converted to hussars in 1856. Do you have any idea what that means? We didn't, either. Both were light cavalrymen, but it was the Hungarian hussars and their flamboyant attire that captured the imagination of other European armies, who then emulated their garb. Dragoon comes from the French dragon, meaning carbine or musket. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

1. Since suits lend themselves to a natural conservatism, you can exercise greater creativity in the combination of shirt, sweater, and tie, as we have done here. Two-button single-breasted wool suit (\$ 1,095) by Cornelli; cashmere V-neck sweater-vest (\$ 420) by Brunello Cucinelli; cotton shirt (\$ 525) by Kiton; silk tie (\$ 40) by Tommy Hilfiger; leather loafers (\$ 275) by Cole Haan.

[ILLUSTRATION OMITTED]

2. This suit is striped, yes, but only faintly so. And the shirt and tie have stripes of different widths, all of which will keep you from looking like a piece of op art. Two-button single-breasted wool suit (\$ 1,950) by Salvatore Ferragamo; cashmere cardigan (\$ 397), Polo by Ralph Lauren; cotton shirt (\$ 325) by Lorenzini; silk tie (\$ 39) by **Nautica**; leather oxfords (\$ 190) by Johnston & Murphy; leather belt (\$ 125) by Etro.

[ILLUSTRATION OMITTED]

Blood Ties As legend has it, Henry Cabot Lodge was in a gentlemen's club in London when he was asked about his necktie: "That's a Royal Marines tie. Were you in the Royal Marines?" Lodge replied, "Why, no. I bought it at a shop in town." His enquirer would have none of it. "Sir," he said, "I'm going to have to ask you to remove your tie. Otherwise, I would suggest we step outside." The moral of the story? If the Brits spent a little less time on protocol and more on other matters, they might still have an empire.

3. This blue suit has a subtle red stripe running through it. You see how the tie picks up that color? Complement the other colors in your outfit and you'll rarely go wrong. Three-button single-breasted wool suit (\$ 1,950) by Ermenegildo Zegna; cotton shirt (\$ 222) by Dolce & Gabbana; silk tie (\$ 105) by Etro; leather loafers (\$ 350) by Bally; leather belt (\$ 75) by Torino.

[ILLUSTRATION OMITTED]

4. It doesn't always have to be an explosion of color. It's very bold to wear a limited palette with elements that sharply contrast with one another. Three-button single-breasted wool-and-cashmere suit (\$ 1,950), Sartoriale by Pal Zileri; cashmere-and-silk sweater (\$ 675) by Brunello Cucinelli; cotton shirt (\$ 80) and silk tie (\$ 75), Polo by Ralph Lauren; leather shoes (\$ 420) by Ermenegildo Zegna.

[ILLUSTRATION OMITTED]

THIS TIE COMES from the Trinity School in Croydon. Trinity was founded in 1596 by John Whitgift, who was the Archbishop of Canterbury (he helped create the U. S. when his ongoing contempt for the Puritans drove them here) as well as a trusted ally of Elizabeth I--so much so that she received Iris ministrations while on her deathbed, The tie is known as Old Mid-Whitgiftian in remembrance. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

A LOT OF INFORMATION can be imparted by a piece of silk. This particular color combination is named Cambridge Old Rossallian. What that means is that the wearer is not only a student or graduate of the University of Cambridge, he also attended the Rossall School beforehand. The red and white stripes are shared by the Oxford Old Rossallian tie, but the background is navy blue, while Cambridge's is royal. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

ONE COMMON ELEMENT among all these ties is the direction of their stripes. In the UK, diagonal stripes go from the heart down, unless specifically designed otherwise. In the States, stripes run in the other direction because American manufacturers cut fabric facedown, as opposed to the face-up method of their British colleagues. All of this is very important to fusty old Brits who go by names like "Major" or something. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THE GORDON HIGHLANDERS were first raised in 1794 by the Fourth Duke of Gordon. Legend has it, his wife assisted in the recruiting effort by offering a kiss to every man who signed up. In the years that followed, the Gordon Highlanders were present at Waterloo and the Somme, as well as in France and Asia during the Second World War. Their tie's colors come from the Gordon tartan. Silk tie (\$ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

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Briefs: Reaping an answer/Stamp of approval/Look to the ocean/...barely dressed in white/From here to Christmas/And now, to all yo lovers out there, a bit of inspiration Ventura County Star (California) July 5, 2001 Thursday

Copyright 2001 Ventura County Star
Ventura County Star (California)

July 5, 2001 Thursday

SECTION: Life; Pg. E01

LENGTH: 1055 words

HEADLINE: Briefs: Reaping an answer

Stamp of approval/Look to the ocean/...barely dressed in white/From here to Christmas/And now, to all yo lovers out there, a bit of inspiration

BYLINE: Julie Price ; Life section editor

BODY:

Reaping an answer

I have wondered for weeks what the autumn-colored "harvest" bumper stickers are about. I'll bet I've seen half a dozen of them lately on cars around the county.

Finally, an answer came last week in the divine form of a news release.

Under the headline "Harvest Rocks," the release out of Santa Ana explains "harvest" is the name of a five-city musical and entertainment touring Christian crusade, which will make it to Ventura County for three days in August.

The so-called Harvest Crusades "mix 21st-century music and technology with a first-century message. And the message is relevant no matter what the millennium," states evangelist and crusade leader Greg Laurie.

Laurie's five-city "Mission California" tour is kicking off as we speak at Edison Field in Anaheim, where it remains until Sunday.

On Aug. 20, it heads to the Santa Barbara Bowl, then Aug. 24-26 to Seaside Park at the Ventura County Fairgrounds in Ventura.

Sacramento and San Diego will follow in September and October.

Each event is free and open to the public.

Described as "the evangelist of the future" by the Rev. Billy Graham, Laurie has an "upbeat style (that) appeals to teens, Gen-Xers and baby boomers alike," according to the news release.

For more information on Laurie and his Harvest ministries, visit the user-friendly Web site at www.harvest.org.

Stamp of approval

In a victory for art, women and Mexico, a female Mexican artist who continues to shock and captivate an international audience with her vivid paintings 47 years after her death has been honored with a U.S. postage stamp.

The 34-cent commemorative stamp features a 1933 self-portrait by the artist, Frida Kahlo. Postal officials said it marks the first time a Hispanic woman has been recognized on a U.S. stamp. Officials with the Mexican Postal Service said they also released a stamp honoring Kahlo on June 21, the same day as the U.S. release.

"She's admired as someone who was marginalized, as a Mexican woman, during her lifetime," said Beverly Adams, curator of Latin American art for the Phoenix Art Museum. "She transcended both her personal tragedies and this marginalizing in her art, and it still inspires people today. She's a cultural icon."

Kahlo's paintings often are graphic reflections of the violence, illnesses and miscarriages that plagued her life. Many are self-portraits that show herself wounded and bleeding or pierced with nails or arrows.

Born in Mexico in 1907, Kahlo turned to painting when a bus accident at 18 left her with a broken back and bedridden for a month. She spent much of her life confined to a wheelchair.

On the Net: To view Kahlo's paintings, visit www.fbuch.com/fridaby.htm.

To buy stamps, visit www.usps.com, click "Shop" and then "Buy Stamps."

Look to the ocean

Just got wind of a couple maritime events hitting our shores in the coming weeks and months.

Later this month, the Ventura County Boat Show returns to Channel Islands Harbor.

Produced by Fred Hall and Associates, the sixth annual show is "a boater's delight," planners promise, "featuring a fabulous selection of all types of boats including sailboats, sportfishers, multihulls, luxury yachts, inboard, outboards, electric boats." Also featured will be vendors, fishing seminars, a mobile aquarium, live music, and food and drink from the Whale's Tail.

Boat show hours are noon to 7 p.m. July 26 and 27; 10 a.m. to 7 p.m. July 28 and 10 a.m. to 5 p.m. July 29. Admission is \$7 for adults, free for children 12 and under with an adult. For visitor information, call 985-4852; for exhibition/ vendor information, call 389-3339.

Looking ahead a couple of months, on Sept. 16 **Nautica** will host its 15th annual fund-raising **Nautica Malibu Triathlon** at Zuma Beach in Malibu.

More than 2,000 athletes, celebrities and local supporters are expected to take part in the triathlon, which includes a half-mile ocean swim, an 18-mile bike ride along Pacific Coast Highway and a four-mile run along Zuma Beach.

Proceeds will go to benefit the Elizabeth Glaser Pediatric AIDS Foundation. For registration, call (818) 707-8867; online visit www.mesp.com.

E barely dressed in white

"By the way, have you looked through the bridal magazines lately?" Diane Schultz of Belleville, Ill., wrote in a recent letter to the editors of the Wall Street Journal. "Some of those dresses aren't fit to wear in a church for a solemn church ceremony."

Schultz is not alone in her raised eyebrow. Even some in the business find it startling.

"Strapless, strapless, strapless!" designer Bob Mackle said in mock shock recently, when somebody asked him about wedding gowns. (The strapless number pictured, by the way, is a two-piece sheath wedding gown that retails for \$449 at David's Bridal.)

While on the topic, Mackle was further bemused by the wedding dress choices of aging brides. "Brides my age are wearing veils and long trains and pretending to be virgins," he said. "Barbra Streisand? Raquel Welch? What are they thinking?!"

From here to Christmas

Come on, people, this is ridiculous.

It has been two weeks since we received this postcard, above, which makes June 15 the earliest date in our memory for the first Christmas news release to arrive on our doorstep.

"Christmas is coming E" states the postcard, which is hawking "A Classical Kids Christmas" CD and cassette recordings. "Reserve your November/ December editorial space now," the promoters request.

First, though, we just have to fill our July/August editorial space; then it's on to September/October; then perhaps we can talk E

And now, to all you loversout there, a bit of inspiration E

A local self-help book author named Phillip Mountrose, who produces "Getting Thru to Kids" books, sometimes sends us bits of good advice for our psyches.

His most recent news release, titled "How to Have a Happy Relationship," offers five simple but thoughtful tips on keeping our mates happy: Remember everyone is doing his or her best; know that you cannot change another person; distinguish between the person and his or her behavior; honor each other's unique-ness; and discuss conflicts when you are in a neutral state. (Out of respect for Mountrose's good advice, we will refrain from making a joke about North Dakota.)

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Dollars & sense; Outlet malls may be fading, but not at Albertville Star Tribune (Minneapolis, MN) July 5, 2001, Thursday, Metro Edition

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 Star Tribune (Minneapolis, MN)

July 5, 2001, Thursday, Metro Edition

SECTION: VARIETY; Buyer's EDGE; Pg. 1E

LENGTH: 1299 words

HEADLINE: Dollars & sense;
 Outlet malls may be fading, but not at Albertville

BYLINE: John Ewoldt; Staff Writer

BODY:

The bloom may be off the rose for outlet malls. Since the nation's first one opened in 1980, their number has dramatically increased, but their popularity may have peaked.

Many shoppers love outlets' discounts on overstocks, overruns and Irregulars, but the quality and prices on "special purchase" merchandise made specifically for outlets is questionable. Most outlet malls are thought of now as places to shop if you're in the area, but rarely worth a separate trip.

One example of the softening in the local outlet market is at Prime Outlets of Woodbury, which has more than 10 vacant storefronts. But the newest kid on the block continues to exceed expectations.

Last week Outlets at Albertville added nine more stores after celebrating its one-year anniversary. The outlet is now the largest in Minnesota, with 63 stores.

Top-notch anchors

Shane Bullough, president of JMJ Properties, which owns Outlets at Albertville and Johnson Creek Outlet Center in southern Wisconsin, attributes Albertville's success to top-notch anchors such as Tommy Hilfger, **Nautica** and Polo Ralph Lauren and specialty stores such as Bose, Harry & David and Jones New York Country.

"Our primary customer is within a 30-mile radius of the mall, which includes Maple Grove and St. Cloud," he said. "They bring in repeat customers every two weeks or so."

But outlet shoppers who have shopped outside of Minnesota may lament having to drive to Wisconsin or Illinois for the poshest of outlets. Why don't we have Coach, Donna Karan, Le Crueset, Ann Taylor, Versace, J. Crew, Dana Buchman and Timberland?

Bullough said Albertville suffers from being in the Midwest. Many outlet retailers are based on the East Coast and they're likelier to stick to tried-and-true locations near Boston, New York City, Baltimore and Orlando because they are closer to their home regions.

A matter of time

But it's only a matter of time before some of the other retailers come to Albertville, Bullough said. "We're only a year old. We need to prove ourselves for three years before they will locate here. East Coast stores think Minneapolis is less fashion-conscious than the East Coast, but it's not true."

Frustrated outlet shoppers in the Twin Cities area may dispute the East Coast snobbery by pointing out stores such as Versace, Donna Karan and Sony at the Prime Outlets mall in Kenosha, Wis. But Bullough notes that the Kenosha center has an 11-year track record that upscale retailers studied before deciding to move to the Midwest. Also, the mall's leasing agents have had more time to capture those tenants.

Some retailers, such as the exclusive menswear retailer Ermenegildo Zegna, may not have enough goods to stock many outlet stores. "We don't sell made-for-the-outlet clothing, so we don't have enough merchandise for a lot of new stores," said Mary Laroche, a manager at the Zegna outlet in Orlando, one of only three in the country.

That may explain our lack of chichi outlets such as Escada, Hugo Boss, Oilly or Armani.

Another reason is that some retailers don't want to upset their wholesale accounts, or the full-priced retail stores in the same market. Coach leather stores considered but put the kibosh on an Albertville location, said Jim Offutt, vice president of Coach factory stores.

"We backed off due to the proximity of our three full-price stores [Galleria, Ridgedale, Mall of America]. We try to be an hour away from any of those stores."

New Albertville stores

- Banana Republic (763-497-6419): Their famous khakis, judged by the Wall Street Journal as among the best, are \$40, regularly \$49.50. Items are overstocks, irregulars and new items made from excess fabric. Good deals included camisoles for \$7, cropped pants for \$25 and two T-shirts for \$15.

- Bath & Body Works (763-497-9222): It's one of the chain's regular retail locations, not an outlet store.

- Bombay Company (763-497-1037): The dark mahogany finishes and classic home accessories are distinctive. Most items are special-purchase merchandise not sold in the regular stores. Special-purchase goods are priced with tan tags. Discontinued or damaged items from the full-price stores are marked with red clearance tags. A popular seller is the queen-sized four-poster bed for \$339. Outlet merchandise can be returned at any Bombay store. Take an additional 20 percent off all non-clearance furniture through Sunday.

- Etienne Aigner (763-497-1102): A seller of classic style handbags, shoes, belts, briefcases, women's and a few men's accessories. Prices are at least 30 percent off retail. This location replaces the Medford store.

- Izod (763-497-2380): The alligator logo was nowhere to be found in this store. Nearly all of the men's and women's clothing is manufactured specifically for the outlet. Men's microfiber pants are \$40, women's \$25.

- Motherworks Maternity (763-497-5892): Formerly MotherWorks, the store carries the Motherworks, Mimi and Pea in the Pod brands. Regularly priced merchandise is in the front of the store; clearance items are in the back. Selected Pea in the Pod dresses are \$59, regularly \$300.

- Old Navy (763-497-1010): Clothing for everyone from infants to adults. Much of the summer merchandise is on clearance, such as men's camp shirts for \$14, regularly \$17, and selected women's overalls for \$17, regularly \$25.

- Perry Ellis (763-497-9002): Only men's items are sold, including the Portfolio dress shirts (\$27, regularly \$45), jeans (\$20, regularly \$45), and only a few higher-end "collection" items at the front of the

store.

- WestPoint Stevens (763-497-1050): Also located in the Woodbury outlet mall, WestPoint Stevens offers great bargains on Ralph Lauren bedding as well as Martex, Utica and Disney. Items are generally overruns, discontinued patterns or colors and irregulars. Polo Ralph Lauren king-sized pillowcases were only \$7 a pair, regularly more than \$40.

Other good deals

We scouted out bargains in stores that aren't part of the new wing.

- Waterford Wedgwood (763-497-0915): A pair of Waterford double old-fashioned glasses are \$49.50, regularly \$99, salad dessert plates were \$99 a pair and now are \$30 per pair.

- Kitchen Collection (763-497-5797): A refurbished Kitchenaid 6-quart professional mixer (without pouring shield) is \$270, regularly \$370. Spices are a best seller here, such as 3.25 ounces of whole black pepper for \$1.50.

- Clearance: We spotted some good clearance items, including a Polo University sport coat, regularly \$275, for \$60 at Polo Ralph Lauren (763-497-6611). Guess (763-497-6727) has an additional 25 percent off everything except clearance through Sunday, but the clearance on fall and winter merchandise is at 70 to 80 percent off. Much of the children's wear is priced at \$7 or less at Carter's (763-497-5773) and OshKosh B'Gosh (763-497-6037).

If you go

- Directions: About 15 minutes northwest of Maple Grove at Interstate Hwy. 94 and Hwy. 19. If you're westbound on I-94, take exit 202. If you're eastbound on I-94, take exit 201. Follow the signs.

- Summer hours: 9 a.m. to 9 p.m. Monday through Saturday, 10 a.m. to 7 p.m. Sunday.

- Phone: 763-497-1911.

- Web site: <http://www.outletinfo.com>.

- Where to eat: The inadequate dining space a year ago has now expanded to include a food court, Glorious Beans soup and sandwich coffee shop, Subway and Broadway Pizza.

_ John Ewoldt can be contacted by calling 612-673-7633, sending a fax to 612-673-4359 or at jewoldt@startribune.com.

GRAPHIC: MAP; PHOTO

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BUYLINES Terry cloth beach towels, \$14 to \$155 Daily News (New York) July 8, 2001, Sunday

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July 8, 2001, Sunday SPORTS FINAL EDITION

SECTION: LIFELINE; Pg. 12


HEADLINE: BUYLINES Terry cloth beach towels, \$14 to \$155

BYLINE: BY ESTHER GROSS KREMER

GRAPHIC: PHOTOS BY PAT CARROLL DAILY NEWS \$14 American flag, call 1-800-OLD-NAVY for store locations. \$19.99 Novelty print, at Anthropologie, 375 W. Broadway, (212) 343-7070. \$25 Hibiscus print by Tommy Hilfiger, at Macy's, 151 W. 34th St., (212) 695-4400. \$35 Reversible floral vine, at **Nautica**, 50 Rockefeller Plaza, (212) 664-9594. \$50 Camouflage print by Tibi, at tibichick.com. \$155 Classic check, at Burberry, 9 E. 57th St., (212) 371-5010.

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BBB culture remains 'central' to its success Home Textiles Today July 09, 2001

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Home Textiles Today

July 09, 2001

SECTION: News; Pg. 1

LENGTH: 674 words

HEADLINE: BBB culture remains 'central' to its success

BYLINE: By Andrea Lillo

BODY:

MORRISTOWN, NJ -- As Bed Bath and Beyond reported another stellar year, the company points to its decentralized set up as the key to its success.

"Our stores have changed a lot since the founding," said Warren Eisenberg, co-founder and co-ceo, at its annual shareholders meeting held here at the Headquarters Plaza Hotel. "But our culture has not."

Net sales jumped 29.0 percent to \$2.397 billion for the fiscal year ended March 3, while comp store sales were at 5.0 percent and net earnings increased 31 percent to \$171.9 million. In fact, this was the ninth consecutive year of record earnings since the company's initial public offering in 1992. The category killer - which remains debt free -- continues to thrive while other retailers struggle in this slow economy.

This past year held the most aggressive growth plan ever, said Leonard Feinstein, co-founder and co-ceo, with 70 new stores added, including ones in new markets like Maine and Rhode Island. The total square footage increased 24.3 percent to 12.2 million.

The retailer will top that this fiscal year, as it plans to open 80 new stores, including its first entry outside the continental United States, in Bayamon, Puerto Rico, opening this fall. The company currently has 327 stores in 44 states, and Eisenberg added that the company believes the United States can support more than 800 store locations.

To serve this growing number of stores, the retailer talked about its virtual distribution center, which has been in the works for the better part of 18 months, said Steven Temares, president and coo. Using third-party suppliers, Bed Bath is building a network of both regional facilities and local distribution centers to support its stores, and it will proceed "substantially" this year. The retailer previously had goods shipped directly to the stores.

Temares added that this program is "continuing to evolve" and that more than one facility will be used in heavy-volume markets.

The retailer also continues to open smaller-format stores, which it's been doing for several years now. "There are more smaller markets than bigger markets," said Eisenberg. "We have the ability to size a store for a market," he added, while other retailers typically have a more structured planogram. "We are decentralized. We've been very successful with the smaller market."

Temares mentioned the Atlanta market, where Bed Bath placed a smaller-format store in the middle of three larger stores. "There are a lot of uses for a smaller store," he added, including when a larger piece of real estate is not available in a particular location at the time.

Eisenberg added that, though the stores carry a smaller selection, it is a better selection. Mentioning the Atlanta market again, which is a high-end market, he said the low-end product is dropped from the stores' assortment. "We tailor the merchandise to the community."

It's challenging to stock a smaller format in some ways, Temares said, since "we want to both meet customer demands and still have them awed by the store." Its bottom threshold for smaller stores is 20,000 square feet.

Though the economy is slow, Eisenberg said that the retailer's traffic remains the same. Temares added that 1.5 percent of net sales are spent on advertising, "and that's not changing. We're spending dollars more wisely without increasing" the percentage of sales.

When asked about the consolidating textiles industry, recently covered in the news, Feinstein said that he didn't "foresee a problem in that area ... We have plenty of people to buy from. You have to have alternative sources."

The **Nautica** program, introduced this spring, is "doing nicely" said Eisenberg, though it hasn't rolled out to all of its stores yet.

After the meeting, Feinstein added that no other branded programs are in the works, though Temares said that the company is always looking. He also told HTT that bedding is the largest category in the stores, at 21% of sales; but after that no other category is more than 10%.

LOAD-DATE: July 11, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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RAMS' MYSTERY MAN PLAYGROUND LEGEND TAKES LAST SHOT AT FORDHAM *The New York Post* July 15, 2001, Sunday

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The New York Post

July 15, 2001, Sunday

SECTION: All Editions; Pg. 092

LENGTH: 717 words

HEADLINE: RAMS' MYSTERY MAN PLAYGROUND LEGEND TAKES LAST SHOT AT FORDHAM

BYLINE: LENN ROBBINS

BODY:

Smush Parker - grades willing - hopes to show off his many talents this winter for Fordham. Brigitte Stelzer

This is Smush Parker's last chance.

He knows it, but the playground legend still can't explain or control the character flaw that has prevented him from being seen on ESPN instead of at the West 4th Street cage, or any of the other elite proving grounds in the city.

Parker will play for Fordham this season if he receives a "B" in his Prejudice and Discrimination summer class, which meets Monday through Thursday from 6 to 9 p.m. Yet when a reporter calls him last Wednesday to see if he'll be playing in the West 4th Street All-Star game that evening, Parker says he'll be there.

"I've had plenty of opportunities, plenty of opportunities lost," Parker, 20, admits as he dines on Belgian waffles and bacon at E.J.'s diner just blocks from The Cage. "This is my last stand. If it doesn't happen now, it won't happen."

Who is William "Smush" Parker Jr? Arguably the best college age basketball player in the city that you don't know.

"To people who just watch college basketball on TV, he's a mystery man," said Kenneth Graham, who founded the West 4th Street All-Star Game 24 years ago.

Parker is a mystery because he's an enigma.

He's a lanky, 6-foot-4, 180-pound point guard with the sweetest of jumpers. Several years ago, **Nautica** used Parker in an advertising campaign aimed at capturing a piece of the urban market.

Unfortunately, he can also be stubborn and foolish, which only begins to explain why he played just one year of ball at Newtown High in Queens and just half a season at the College of Southern Idaho.

"A lot of people spoil Smush," said Kevin Jackson, Parker's AAU Aim High coach. "He's a nice guy, he's handsome, he's got a game and people like him so they let him off easy. He needs someone on him all the time or he's going to do just enough to get over."

Which is why Parker is at Fordham instead of North Carolina, the school he dreamed of playing for.

Former NBA, North Carolina and New York City prep star Kenny Smith, who sponsors the AAU Aim High team, took one look at Parker in the summer of 1999 and called then Tar Heels coach Bill Guthridge. But when Smith, a Tar Heel alum, looked into Smush's grades, he knew Carolina wouldn't take him.

The College of Southern Idaho, a JUCO power, took Smush in 1999. CSI had an intense first-year coach in Derek Zeck and a Georgetown point guard transfer named Kenny Brunner. If Brunner is a spark plug, Zeck's personality Type A type of player, Smush is silk.

The rift exploded when, according to Parker, Brunner broke into his dorm room and allegedly stole some \$3,000 in clothing, jewelry and other valuables. Parker said he was thrown off the team after half a season for being a distraction to the team and the No. 1 point guard. Zeck didn't return several calls and The Post was unable to reach Brunner.

"Coach wanted me to kiss his butt and I wouldn't do it," said Parker. "I learned a lot from that experience. I should have handled it better."

Parker can handle and pass and shoot and leap, and when he puts his mind to it, play defense. What he can't seem to do is grab opportunity like a basketball and dunk it.

"It's a mystery why he doesn't take the guidance until his back is against the wall," said Smush's father, William Parker Sr.

At 5:45 on Wednesday, despite getting chewed out about his priorities by Fordham associate head coach Mike Brown, Smush was inside the Cage, graciously accepting the love of his many street fans.

Finally, at a few minutes past 6, he begrudgingly walked down the subway station stairs and grabbed an uptown A train in pursuit of getting his "B" in class.

"I can't even control it," said Parker. "West 4th Street is like my second home."

He started going to games at West 4th when he was in a stroller. His father played there. When he was nine, and his mother, Robin Royal Parker, who affectionately gave him the nickname Smush, died of AIDS, the Cage became his crib.

Parker, said several West 4th Street veterans, is as good as Omar Cook, Andre Barrett and Tallek Brown. At the ABCD Camp, Parker more than held his own in an All-Star game when he played against Duke's Chris Duhon, said an NBA scout.

GRAPHIC: GAME PLAN:

LOAD-DATE: July 18, 2001

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

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NAUTICA ENTERPRISES INC WALL STREET JOURNAL July 16, 2001, Monday

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Information Bank Abstracts
WALL STREET JOURNAL

July 16, 2001, Monday

SECTION: Section B; Page 8, Column 3

LENGTH: 22 words

HEADLINE: NAUTICA ENTERPRISES INC

JOURNAL-CODE: WSJ

ABSTRACT:

Nautica Enterprises Inc reports fiscal first quarter net income rose 3.2% to \$3.2 million as sales rose 12% to \$135.2 million (S)

LOAD-DATE: July 17, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Nautica Supports The 2001 Subaru Gorge Games With Specially Designed Collection; Designer and Founder David Chu Creates 'Gorge Games' Collection Of Men's Sportswear Sold at Better Department and Specialty Stores Nationwide! PR Newswire July 16, 2001, Monday

Copyright 2001 PR Newswire Association, Inc.
 PR Newswire

July 16, 2001, Monday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO BUSINESS, RETAILING AND FASHION EDITORS

LENGTH: 275 words

HEADLINE: **Nautica** Supports The 2001 Subaru Gorge Games With Specially Designed Collection; Designer and Founder David Chu Creates 'Gorge Games' Collection Of Men's Sportswear Sold at Better Department and Specialty Stores Nationwide!

DATELINE: NEW YORK, July 16

BODY:

Nautica returns for the second year as the "Official Outfitters" of the Subaru Gorge Games. David Chu, **Nautica's** founder and designer, in recognition of the active lifestyle and spirit of adventure evident at the Games has created a special "Gorge Games" apparel collection to honor athletes everywhere.

(Photo: <http://www.newscom.com/cgi-bin/prnh/20010716/NYM034>)

"After our first year as the Official Outfitters of the Games, I felt there was a great opportunity for **Nautica** to not only dress the event staff and NBC on-air talent, but to showcase the complete **Nautica** lifestyle and sensibility in the spirit of the Games", said David Chu. "I designed this collection to encompass the needs and personality of those sports-minded individuals who prefer the great outdoors and go there in style." This new collection will be available at department and specialty stores nationwide this July.

Nautica International, Inc. is a leading global fashion and lifestyle company, with products ranging from men's, women's and children's sportswear and accessories to a complete home collection. Through charity outreach events like the Subaru Gorge Games, **Nautica** continually strives to assist in raising awareness and funds for important causes and charities such as Leave No Trace and American Whitewater.

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SOURCE **Nautica** International, Inc.

CONTACT: Mary Ellen Barone of **Nautica** International, Inc., +1-212-887-8114,
maryellen.barone@nautica.com

URL: <http://www.prnewswire.com>

LOAD-DATE: July 17, 2001

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

Terms: [nautica](#) and [date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Shades are made for these New Straits Times (Malaysia) July 21, 2001

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New Straits Times (Malaysia)

July 21, 2001

SECTION: Pickings We like ...; Pg. 5

LENGTH: 74 words

HEADLINE: Shades are made for these

BYLINE: By Caroline Yap

BODY:

SUNGLASSES are so versatile. We use them as protective wear or, more often than not, as a fashion accessory. Recently the trend has veered towards those that can be worn at night - the yellow and pink tints constantly showing up at nightclubs. Colourful lenses with big frames are still in and for summer this year, here's what some of the big names are offering.

The writer can be contacted at caroline@nstp.com.my

GRAPHIC: Picture - These shades from cK Calvin Klein Sunwear have a single lense that gives a shield-like look. Frames are either matte crystal or matte opaque in black, khaki and charcoal. Picture - His and hers matching sunglasses from Donna Karan. His are square and masculine while hers have a feminine cat-eye shape. Picture - **Nautica** features a classic, casual style with lightweight plastics that are made for comfort and fit. They should appeal to the active person. Picture - Nike's sunwear is sport-specific, geared to help improve performance whether in golf, running or extreme sports.

LOAD-DATE: July 22, 2001

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

Terms: [nautica](#) and [date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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LNT gets set for second half Home Textiles Today July 23, 2001

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Home Textiles Today

July 23, 2001

SECTION: News; Pg. 2

LENGTH: 685 words

HEADLINE: LNT gets set for second half

BYLINE: By Andrea Lillo

BODY:

CLIFTON, NJ -- Finishing with a lackluster second quarter in the throws of a continuing difficult environment, Linens 'N Things readied itself for the rest of 2001. With its initiatives to revamp the textiles area expected to be complete by the fourth quarter, as well as declining inventory levels and a climbing percent age of proprietary product, the discounter seeks to remain steady to the end of the year, targeting sales growth of 16 percent to 17 percent for 2001.

In a conference call to analysts last week, ceo Norman Axelrod specifically cited the textiles category as "challenging" due to difficulties in the industry; and since LNT derives 60 percent of its sales in this category, it looks to renovate the area and drive traffic.

Of the three key textiles initiatives announced this April, only the quilt program is currently in place, according to LNT, with accessories and duvets to come.

One-quarter of LNT's stores have the **Nautica** bedding and bath program, but with the results in those stores having "exceeded expectations," said president Steven Silverstein, LNT will roll out the program to all of its stores by late third or early fourth quarter.

In addition, its solid-color towel program has been delayed due to vendor issues, he said, though "consumers" have responded positively to its "fresh palette and better quality." It will be implemented in early third quarter.

The discounter will also continue to increase its share of proprietary product, which was about 10 percent in 2000 and will climb to 15 percent or even 20 percent or 25 percent this year. This is an area where it can offer customers "better-quality product at compelling price points."

"The assortment changes in decorative accessories will have a positive impact on business," Silverstein added.

The slowing economy influenced consumer traffic and sales, Axelrod said, with traffic especially soft in the middle of the country. However, the average transaction remained steady, he said, and there had been sales momentum within the second quarter, with June sales being the strongest.

LNT also looks to actively manage inventory without affecting in-stock positions, and for this quarter, levels have dipped approximately 4 percent per square foot, for a total of \$48.65, compared to last year's \$50.46.

Going forward, LNT will reduce inventory levels of slow sellers and allocate that space to more popular items.

Bill Giles, cfo, attributed the strengthened gross margins to the product mix, improved buying and, to some extent, penetration of proprietary product, allowing the company to be more aggressive on pricing. Silverstein said there was still room to further improve on margin, and the opening of a third distribution center in Louisville, KY, in the spring of next year will help.

New-store performance is a priority this year, said Giles, with 23 of a planned 60 stores opened thus far. Twelve stores opened in the second quarter, and the company is pleased with their results, which are consistent with \$150 to \$175 per square foot target sales -- "well ahead of last year." Linens will open 20 to 23 additional stores in the third quarter, and 17 to 19 in the fourth.

Though the stores opened in 2000 are not performing as well as the 2001 stores, Silverstein said there is "real opportunity" and that the company would begin heavier marketing in its newer markets.

Looking ahead, Giles said the company is "weighed toward the 'things' side." It expects the economy to remain slow, but in the event of an upswing, it can respond quickly, he said, since most of its product is domestically sourced.

Though it "wasn't Linens' greatest quarter," said Alan Rifkin, analyst, Lehman Brothers, considering the difficult environment and other factors, it's "pretty good to show flat year over year. Its new initiatives have helped maintain flatness."

However, Rifkin added, for the long term, "Linens will get back on track. It's still a viable competitor."

And LNT and Bed Bath will "both take market share from less nimble players like JCPenney and Sears."

LOAD-DATE: July 25, 2001

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

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Island Style The Honolulu Advertiser (Honolulu, HI) July 24, 2001 Tuesday

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The Honolulu Advertiser (Honolulu, HI)

July 24, 2001 Tuesday

SECTION: ISLAND LIFE; Rath Paula; Pg. 1F

LENGTH: 985 words

HEADLINE: Island Style

BYLINE: Rath Paula, Staff

BODY:

By Paula Rath

Sensitive Issue

More Island men are seeing the beauty of facial care

When independent television producer Dirk Fukushima has prepared in past years for the annual Ala Moana Center Independence Day show, he has called the event a "five-zitter."

"It made me crazy. I wasn't sleeping right," he recalled.

Usually, he said, his skin reacted to the stress by breaking out in blemishes.

But this year he breezed through.

He attributes this to the fact that, for the past year, he has been taking care of his skin. And, unlike a lot of Island men who prefer to remain silent on the subject, Fukushima isn't shy about speaking out on the benefits of skin care for men.

It all started when Susan Fusuma, personal shopper at Neiman Marcus, had a heart-to-heart chat with him. "I had just turned 40, and for the first time in my life I was feeling older," Fukushima said. "Susan convinced me it was time to take some preventive measures."

Fukushima's skin regimen is simple and involves three steps, each using products by Klehl's, a line of skin and hair products available at Neiman Marcus:

Cleansing with pineapple-papaya facial scrub.

An "astringent thing" (he couldn't remember the name).

Moisturizer.

This is a nighttime-only effort. In the mornings, Fukushima brushes his teeth, washes his face, puts on his shorts and slippers (he wears long pants only under duress, when his business partner, Carole Kai, tells

him he must) and rushes out the door. In addition, after years of surfing in the sun without protection, he has become a convert to sunscreen, slathering it on two or three times per round of golf.

What changed his mind about skin care? "It's purely preventative. I feel the difference. When I wake up in the morning, my skin feels better. And it looks healthier now," he said.

Fukushima is one of many Island men who have realized the benefits of taking care of their skin. Another is investment banker Julian Kealakekua, 36. He discovered skin care 12 years ago when Macy's Atlanta was offering free in-store facials for men.

"I was a guinea pig," he recalled, "and I've been using (skin care products) ever since." The products used on him then were from the Princess Marcella Borghese line.

"But when I came back to Hawaii, for some reason my skin didn't take to it. I guess it was the change in the atmosphere (humidity)," he said. Now Kealakekua uses products by L'Oreal and St.Ives. His regimen is a bit more complicated than Fukushima's:

Exfoliating 3-4 times a week (using a scrub to slough off dead skin).

A mask twice a week.

Intensifier (to help tone the skin and reduce pores).

Moisturizer.

Why all this time and trouble? "I find my skin is smoother and more manageable," Kealakekua said. When he lived on the East Coast, he found many of his friends took care of their skin. "Very seldom do you see men here in Hawaii at a cosmetics counter, whereas on the Mainland you see it all the time."

There is clearly a reticence among some local men to admit any interest in skin care. E-Jay Maldonado of Blush said he sees men sitting on the benches outside his store while their significant others come in to ask him questions on their behalf.

He usually recommends the DDF line for men. "Men are looking for something clean, quick and easy. DDF is designed to be sleek and to fit comfortably into a man's hand." He said the product most favored by local men is DDF's foaming cleanser, available at Blush and Sephora.

Eric Barsatan, 27, of Sprint Hawaii, started using skin-care products in high school. His mother encouraged him to use her Oil of Olay to prevent further damage from the sun. (He surfs.) His use is sporadic but "I see a dramatic change when I stop using it, so that makes me start again," he said. "The wrinkles definitely diminish when I'm using it."

Barsatan said he believes a lot of his friends use moisturizers but are loath to admit it. "My friends, who are way straight, have lotions in their bathrooms, especially my friends that surf a lot. They use creams for sun damage."

Richard Kuwada of Wai'alua takes his skin seriously. He discovered the benefits while studying at Brown University in Providence, R.I., where he was surrounded by students who were into skin care. He prefers the Clinique men's line and follows a strict regimen:

Facial scrub.

Facial soap.

Clarifying lotion.

Moisturizer.

Turnaround Cream.

StopSigns, anti-aging cream with SPF.

In addition, he applies an Origins clay mask once a week. While the product recommends keeping the mask on for only 10 minutes, Kuwada leaves it on for an hour to combat the effects of smoking on his skin. His motivation. "To look young is No. 1. One of the first things you notice about a person is their skin," he said. "I'm shocked at how little my friends do to preserve and clean their skin."

Drop-in:

INSIDE: Men may tolerate starting with a simple skin-care plan. See story, Page F6

Drop-in:

Where to find men's skin-care products

Sephora recently moved its men's skin-care products to a central section at the front of the store. The three most popular lines are:

- Anthony Logistics for Men, including a sportstick, glycolic cleanser and toners and moisturizer with SPF 15.
- Aramis Lab Series for Men, mostly shaving-related, with a skin clearing solution and Lift Off Power Wash.
- Zihir, a complete line with facial scrub, under eye cream, face stick with SPF 28 and clarifying moisturizer. (Made famous by celebrity ex-couple Nicole Kidman and Tom Cruise, who reportedly used the line together.)

Curtis Lee, manager of the Liberty House cosmetics department, said stores are seeing more interest in men's skin-care products. For example, the Aramis Lab Series experienced big sales increases this year. Liberty House carries six lines made especially for men: Clinique, Biotherm, Cool Water, Polo Sport, **Nautica** and Aramis Lab Series.

GRAPHIC: Julian Kealakekua applies Lancome Hydra Control Moisturizer as part of his skin-care regimen. Traditionally, men haven't paid much attention to skin care, but that may be changing. GREGORY YAMAMOTO ? The Honolulu Advertiser

LOAD-DATE: January 7, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

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FIRST FACTORY OUTLET TO OPEN FRIDAY Het Financieele Dagblad (English) July 24, 2001

Copyright 2001 Het Financieele Dagblad
Het Financieele Dagblad (English)

July 24, 2001

LENGTH: 324 words

HEADLINE: FIRST FACTORY OUTLET TO OPEN FRIDAY

BYLINE: DAVID POST

BODY:

AMSTERDAM - Holland's first factory outlet centre (FOC) is to open on Friday. The Batavia Stad mall in Lelystad, close to Amsterdam, will offer 'leading brands at enormous discounts' from about 70 top global retailers.

The euro 48 mln Batavia Stad was developed by Stable International and financed by Foruminvest. The mall was bought last month by Rodamco Retail Nederland.

Outlet shopping is a phenomenon developed in the US whereby manufacturers sell surplus or previous-season designer-label goods directly to the public at a discount. It has spread throughout Europe. However, it has been a long time coming to the Netherlands, bogged down by wrangles between local and national government. There is also fierce resistance from small retailers who fear loss of business.

In addition to Batavia Stad, the Roermond Designer Outlet Centre is due to open in the southern Dutch city of Roermond, close to the German border, in the third week of November. The Roermond site is a project of BAA McArthurGlen, Europe's leading FOC operator which already has 12 malls in Austria, France, Germany, Italy and the UK.

Both FOCs will ultimately have about 70 designer outlets. Batavia Stad's outlets include Adidas, Benetton, Body Shop, DKNY, Dockers, Lacoste, **Nautica**, Nike and Van Heusen. The Lelystad mall will be open seven days a week.

Batavia Stad expects to attract 1.5 million shoppers a year.

A spokesman for Stable International said Batavia Stad was planning trips with excursion bus operators which will include time at the mall as well as visits to local tourist attractions.

Additional FOCs are expected to open in Holland in the medium term. Retail experts say the country can support three to four such operations.

'Holland is an untapped market of 15 million people with high disposable incomes,' one expert said.

'And the Dutch love to buy a bargain,' said another.

LOAD-DATE: July 23, 2001

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

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Extravaganza of eyewear The Cairns Post/The Cairns Sun (Australia) July 27, 2001, Friday

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The Cairns Post/The Cairns Sun (Australia)

July 27, 2001, Friday

SECTION: TIME OUT; Pg. 23

LENGTH: 365 words

HEADLINE: Extravaganza of eyewear

BODY:

CAIRNS Regional Gallery is getting groovy tonight from 7 as it plays host to one of the hottest fashion extravaganzas in Cairns this year, Sight at the Gallery.

Sight at the Gallery is a unique fashion concept, combining eyewear with the latest in retail catwalk trends and then presenting them in the stately environment of one of Cairns's finest heritage listed buildings.

Featuring eyewear from the world's leading designers, including Calvin Klein, Donna Karan, Guess, DKNY, Nike, Flexon and **Nautica**, Sight at the Gallery is presented by Bruce Mellick Optometrist and Marchon, with all funds raised going towards the Mayoress's Community Chest.

Models will be twining between the stately columns of the gallery's first floor, with an Australian Centre of Photography exhibition providing the backdrop, and the high ceilings and marble floors the atmosphere.

This unique fashion concept is also acting as a showcase for the talents of hair and make-up students from Cairns TAFE, with the students providing all the 'work' on participating models. Sight at the Gallery combines chic fashion, with corporate designs, casual inspirations, sports wear and practical workwear.

Bruce Mellick Optometrist was inspired by the idea of an eyewear fashion parade earlier this year, and have been working towards the event being a successful fundraiser for the Mayoress's Community Chest since February.

An exciting feature of Sight at the Gallery is the presence of a new product, just arrived from France, called the Smart Mirror. Bruce Mellick Optometrist have just taken delivery of the Smart Mirror, the local optometrist the only outlet to feature this piece of new optical technology in the Far North.

The Smart Mirror allows individuals to have their image taken by a digital camera and then view their face in the 'mirror' with a number of frames, styles and colours.

There will also be product displays on hand, showcasing the latest designs. Drinks and nibbles are included in the ticket price (\$19).

Tickets must be pre-booked, but can be paid for on the door. For any inquires, call Bruce Mellick Optometrist on 4051 6795, or Cairns Regional Gallery 4031 6865.

LOAD-DATE: November 12, 2001

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

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Return of tradition; In these uncertain times, menswear can count on mix-and-match classics
Star (Kansas & Missouri) July 29, 2001, Sunday

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THE KANSAS CITY STAR.

Found on [KansasCity.com](#)

Kansas City Star (Kansas & Missouri)

July 29, 2001, Sunday METROPOLITAN EDITION

SECTION: LOOK; Pg. G3

LENGTH: 887 words

HEADLINE: Return of tradition;
In these uncertain times, menswear can count on mix-and-match classics

BYLINE: JACKIE WHITE; The Kansas City Star

BODY:

The fashion in men's clothing shifts gears at a turtle's pace. Changes are comparable to "turning an ocean liner," says David Wolfe, the fashion director of Doneger Group, New York retail consultants.

So after men found themselves enveloped by the so-called perk of casual corporate dress a decade ago, they've spent much of the time since then trying to figure out what that means. (Dockers? Denims? A polo shirt with a bowling team logo? Probably not anymore.)

But a dressier professional look is re-emerging, and a new fall season is on the horizon, so what do men need to know about wardrobes?

We asked some menswear retailers and consultants about fall apparel. Not surprising, considering an uncertain economic season, traditional classics, albeit modernized, received support.

On the dress-down concept, the look may be casual, but it's more polished and elegant than the stereotypical khaki pants and golf shirt, the experts insist. The suit, preferably dark, that may be dressed up with a shirt and tie and down with a sweater or polo and blazer is on most should-have lists. Also, understandably in these shaky times, observers see the return of the interview suit.

"I think the influence of the dot-commers - how they don't care about how they look - is going away," says Spiro Arvantakis, president of Peter's Clothiers and Jack Henry, Kansas City area men's stores.

"Casual is as strong as ever," says Scott Baskin, the Chicago-based president of Mark Shale stores, "but we do see the desire to shift to let's-get-serious and figure out a way to make it more professional."

Everything you add to your wardrobe has to have the versatility, Baskin advises, to go with other things in your closet.

It may be an old story, but the two-button navy blazer is a must, says Al Lienen, a buyer for men's tailored clothing at Halls, a Kansas City specialty store. Also, make sure you have a pinstriped or chalk-striped suit for business dress-up or down, Lienen says. And definitely a button-down shirt.

Tom Julian, a trend tracker with Fallon Worldwide, an advertising and marketing company, echoes the message of traditional ideas but tweaked a bit with stretch fabrics or strong color treatment. Do go buy a jacket and trousers that match, he says. You can split them up and wear the jacket with pinstriped trousers and a turtleneck and the trousers with a sport coat and woven shirt.

A leather blazer or tailored jacket is another hot topic for fall. Arvantakis suggests a lightweight leather coat that may be worn as a sport coat in the office for a casual day is an important investment.

Certainly anything leather or suede gets Lienen's vote at Halls, where leather pants sell well and a new Ultrasuede jacket is considered a sure quick update.

Wolfe says the dressier aspect to office casual means probably that men will move away from khakis and invest in flannel, pinstriped or herringbone dress trousers to wear with a blazer or sweater.

A "necktie with some color" should be high on a man's shopping list, Wolfe says. While patterns are subtle and often as traditional as stripes, they are modernized with at least one strong bright color, he says.

Baskin likes the rep tie. So does Lienen. Julian adds plaids and checks to the pattern list.

Shirts are best in subtle patterns and color and, the so-called "Regis look" of matching tie and shirt is a cliché on the wane, happily.

Arvantakis says the ongoing trend for shirts this fall involves deep rich colors such as burgundy along with metal gray and black, while for next spring, you'll again see bright preppy shades.

In the casual arena, woven shirts continue strong, Baskin says, also in the sophisticated, rich Italian colors.

Knits remain strong, especially as an addition for the less formal wardrobe. The best for indoors are lightweight so they may be

worn under a jacket, says Arvantakis, whose stores do well with cashmere and silk blends.

Other factors of which you want to be aware:

On a specific designer level, soft greens and browns won a vote in Joseph Abboud's fall collection, along with grays and navy. The line was weighted with both suits and sportswear separates smoothly paired with the elegance you'd expect of a Cary Grant wardrobe.

The military theme emerged consistently in lines from John Bartlett, John Varvatos and Kenneth Cole. Peacoats, officer coats and military shirts were offered up on the runways for the fashion-minded man, and it may not be just a passing whim. Banana Republic is now marketing military shirts in cotton and suede along with military buckle belts.

Square-toed shoes if you don't have them are important, Julian says. If you're adding on, consider a short boot or, if you're a trendoid, a bowling shoe rendition.

You'll find flat-front and pleated trousers in the stores, but the shift is toward pleated, some say.

@ART CREDIT: The Associated Press

@ART CAPTION: The jacket and matching trousers are from **Nautica**.

@ART CAPTION: View from the runways: a young outdoor look from BCBG and leather jacket and dress trousers from Kenneth Cole

@ART CREDIT: Photo courtesy of Kenneth Cole

@ART: Photos (3, color and b/w)

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Fall: Time to mix it up; Everyone should experiment Des Moines Register July 29, 2001 Sunday

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July 29, 2001 Sunday

SECTION: FASHION; Pg. 2F

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HEADLINE: Fall: Time to mix it up;
Everyone should experiment

BYLINE: Lemken Fanl, Staff

BODY:

Fall fashion in 2001 is not for the faint-hearted. After years of monochromatic, highly coordinated dressing, this fall is about taking chances, mixing it up, and tying together patterns and fabrics to make an individual statement.

"Fall has a tradition of contradiction," sums up Cynthia Glynn, fashion director for Youngkers.

Leather, lace, suede, tweed, Tencel and Lycra create the dizzying array of choices facing shoppers. The only rule is that you must mix it up. Pair chunky sweaters with leather pants, or dress shirts with jeans.

It's rock star meets Audrey Hepburn, with a 21st-century twist.

"There's a retro '60s and '70s influence, but very updated," said Kathy Dunbar, owner of Elegance by Kathy. "It's argyles, plaids and a European influence on length, just a couple of inches above the knee. You can feel the retro influence, but it's different."

"The posh country look, with tweeds and plaids and an equestrian influence, will give us a chic classic season," said Youngkers' Glynn. "The other big look is going to be menswear, with fitted, shaped, common-sense styling that includes lots of layering. There's also going to be lots of leather and suede."

"We're going back to a classy, more tailored look," said Stacy Sullivan, owner of Sisters Boutique. "There are more trousers, jackets and shirts, in a contemporary tailored style, which is very flattering on all body types and ages."

"The past two years haven't been interesting for pants," said Tina Hodak, creative merchandising manager for Famous Barr. "The tweeds make it new, and the new colors make the tweed more noticeable."

Kelli Schulz, owner of K. Renee, gave these guidelines to making wardrobe selections work this fall.

"When you have a heavy pattern, like the Donegal tweeds or pinstripes, you need a softer look to even the outfit out," said Schulz. "Try pairing those with a softer silk or cashmere twinset, or get a structured look with a French cuff blouse."

Shoppers aren't the only ones mixing it up. Stores are carrying new items that appeal to a broader

marketplace.

"Some of our very traditional suit lines are adding Lycra for the first time, to make them travel better, look nicer and feel more comfortable," said Jane Williams, manager of Reichardt's.

"We decided to buy a few specialty pieces of leather this year, in blazer or bomber styles, and some with a motorcycle fit.

"I think everyone should experiment this fall," said Sisters' Sullivan. "There's so much available to mix it up and make a statement."

GRAPHIC: s_By: Doug Wells and Alex Dorgan-Ross; Hang on! Far left, camouflage convertible pant with zip-off legs, \$22.50; appliqued T-shirt, \$8; from Old Navy. Back left: White cap-sleeve graffiti T-shirt by Self Esteem, \$22; dark denim belted jean by Z. Calvaricci, \$40; from Younkers. Center: Yellow emblem notch tank, \$14.50; jeweled capri jean, \$34; from Gap Kids. Back right: Yellow Tommy Jeans logo T-shirt, \$19.50; sand-blasted aged carpenter jean by **Nautica** Jeans, \$64; from Younkers. Far right: Red plaid shirt, \$14; long-sleeved white T-shirt, \$9; flat-front khaki pant, \$19.50; all from Old Navy. In the loop: Black and gray lace-patterned pants by Karen Kane, \$138; ribbed, white turtleneck sweater by Telluride, \$50; black, ribbed long sweater coat, by 525, \$98; all from Sisters Boutique. On cover: Pink, tie-dyed ruffle shirt with princess emblem by Great Escape, \$22; dark denim frayed jeans with stitching by Gasoline, \$30; from Famous Barr. Tug-o-war: At left, scarlet fur-trimmed cardigan, \$155, and matching tank, \$55, by MCNY; Faux leather skirt with stretch by Joseph Ribkoff, \$95; from K Michelle's. Center: K.D. Spring two-piece taupe, black and red outfit with Asian-influenced emblem, top \$69, skirt \$64; from Sisters Boutique. On him: Charcoal ribbed V-neck sweater by CK Jeans, \$49.50; Easy-Fit denim jeans by CK Jeans, \$34.99; from Younkers. Trapped: On him, burgundy logo knit top by **Nautica** Jeans, \$39; khaki freighter cargo pant by Polo Jeans, \$58; both from Younkers. At left: Lightweight black and cream Japanese knit skirt, \$143; matching shell, \$103, and jacket, \$231; from Elegance by Kathy. Back right: Red, white and black knee-length skirt by Mica, \$79; red sleeveless turtleneck, \$58, and matching cardigan, \$68, by Kenzie; all from Best Dressed. Look for leather and lace; People want clothes that are multi-function," said Famous Barr's Tina Hodak. "Day-to-dinner wear is addressing this. The little black dress is back, and it's being done in many ways." "Backless tops, sleeves with peek-a-boo openings, and fitted blouses with lycra are big for fall evening looks," said Sahar Alshash, owner of Fashion Gallery at Sahar's. "Lace is coming back for evening as well, or on a top that goes under a suit. I'm even seeing it on shoes and boots, with leather." "What stands out most this fall is that leather is back strongly in silhouettes," said Kelli Schulz, owner of K. Renee. "Every line we carry has brought leather pieces in. It's truly a sportswear item." There's a good selection of both leather and suede this fall. Sisters is carrying suede coordinate pants, mock and sleeveless turtlenecks, pull-on pants and jackets in all the hot fall colors. "There's a lot of leather mixed with fabric, especially in brown, beige and burgundy," said Alshash. "There are suit jackets trimmed with leather, and jackets, coats, pants and vests in leather and fur." K. Michelle has a black leather bomber jacket with diamond insets on the sleeves, which reverses to black mink, the season's other hot trend. "We're seeing a lot of fur trims, like curly lamb, and faux animal," said K. Michelle, owner of K. Michelle. Coats etc. Not surprisingly, outerwear is a centerpiece of the fall wardrobe. "There are trends people talk about and you'll only see a piece here and there, but the longer sweater is going to be big this year," said Hodak. The sweater comes in three lengths: tunic, knee and floor-length, in textures ranging from ribbed to marled to a flat knit. It might have a hood or a shawl collar and comes in basic colors like black and taupe, meant to be worn with everything. Best Dressed is carrying a large selection of the sweaters. "We've bought them in every color we can," said Sandy Randles, co-owner. "Hooded or not, with detachable fur collars, hip-length to ankle-length, and especially calf-length. It's very flattering in place of a blazer." Zo?y is carrying jackets in cotton, lightweight wools, rayon blends and Tencel. "Jackets are taking the place of the structured blazer," said Zoey Rawson, owner of Zo?y. "They are patterned and textured in great colors like berry, paprika, olive and deep iris, and they can be worn to work. It's a great way to update for fall." Further into fall, heavier coats are making their own statement. "Given last year's winter, I'm predicting a strong coat year," said Elegance by Kathy's Dunbar. Dunbar is carrying shearling coats with fur trim, boiled wool, and raw stitching, for a distinct and attractive look. "Coats are carrying a very feminine look," said Sahar Alshash, owner of Fashion Gallery at Sahar's. s_By: Doug Wells and Alex Dorgan-Ross; On the ropes: Novelty-print stretch cotton pants from Company, \$208; ISDA cotton turtleneck, \$100; CK zip jacket,

\$298; all from K. Renee. Bags from left: Natural python bucket handbag by Carlos Falchi, \$793; from K. Renee. Black and camel purse, \$68; from Best Dressed. African-print purse by Jules & Company, \$136, at K. Renee. Newsprint bag by Your Sister's Mustache, \$38; from Best Dressed. Brown string wallet by Brighton, \$111, at Elegance by Kathy. Knot nice: Black lambs-leather zip jacket with belt by REMY, \$670; red-ribbon knit funnelneck shell by Babette Ballinger, \$86; all from Elegance by Kathy. Bring on the extras; Accessories are an important part of the fall look, literally tying together pieces of the fall wardrobe. "The news this fall is accessories and belts," said Cynthia Glynn, fashion director for Younkers. "We're coming back to belting garments and using wider belts as a layering piece." Younkers is carrying chain-link and hip belts with embellishments like grommets, rhinestones and nailheads. "The skins are important as well, with snake, faux croc, and faux lizard styles," said Glynn. K. Michelle has leather tie belts with ornamentation. "We've also brought in moc croc belts, and colored leather belts with crystal buckles for a fun casual look," said K. Michelle, owner. "There's a lot more waist treatment this fall," said Tina Hodak, creative merchandising manager for Famous Barr. "Leather string belts are going to show up in self belting sweaters. We're carrying sash belts with D-ring closures and big wide leather belts to put around thin sweaters." Jewelry accessories are also changing. "There's a variety of silver and colored beads, with semi-precious stones," said Zoey Rawson, owner of Zo?y. "The designs are very contemporary and fun." "Accessories this fall go across the board," said Sandy Randles, co-owner of Best Dressed. "We have colored necklaces, earrings and bracelets, and specialty bead watches." "The jewelry is a bit more refined this year," said Kathy Dunbar, owner of Elegance by Kathy. "The trend is toward silver or white gold, with some beading and novelty looks. Pearls are also strong, for a simple, elegant style."s_By: Doug Wells and Alex Dorgan-Ross; Unwind: Nutmeg washable suede shirt-jacket by Ami, \$80, at Younkers. Belts (top to bottom): Oval crystal rhinestone belt, \$32; black grommet belt, \$28; both from Younkers. Silver mesh three-strand belt by Brighton, \$67; at Best Dressed. Flag rhinestone belt, \$34, and gold oval rhinestone belt, \$32; from Younkers. To the top: On him, flat-front, pre-washed khakis from Bill's Khakis, \$95; lavender oxford button-down from Polo, \$59; Alden four-eyelet brown lace-up shoes, \$185; all from Reichardt's. On her: Walnut ultra-suede dress by Max Studio, \$148; camel-colored embroidered pashmina with hand-tied tassels, \$250; from Fashion Gallery at Sahar's. Classics carry the day for men; Men's fall styles are more dressed up this year, taking their cue from the workplace, which is transitioning away from business casual. "Traditional is back again, with oxford-cloth fabrics and plaids," said John Reese, men's manager at Reichardt's. "There are lots of ideas in the store," said Tina Hodak, creative merchandising manager for Famous Barr. "One is a new sportswear shirt in suede, which is meant to be worn tucked into trousers. It's definitely not a weekend look. It's meant for the office." "We're seeing more classic patterns like plaids, herringbone, and houndstooth," said Cynthia Glynn, fashion director for Younkers. "The Prince of Wales, tartan, and Burberry plaids will be very strong." "Sweaters in chest stripes, marled wool, geometric patterns and zip necks are all big," said Glynn. "For the office, suits are going dress British, with narrower lapels, softer shoulders, and 2- to 3-button closures." "Start transitioning now by buying nicer dress pants," advises Reese. "Look for wool, gabardine and lightweight flannel with texture." The new business look is a nicer sport coat over a mock turtleneck, worn with a textured fabric trouser, according to Reese. "Flat-front pants are a great current style for men," said Sahar Alshash, owner, Fashion Gallery at Sahar's. "Solid-color dressing is also big, with ties and suits in updated colors."s_By: Doug Wells and Alex Dorgan-Ross; Fit to be tied: High-neck, boxy, speckle cardigan, \$178; slim tank top in mussel, \$58; and simple mussel-colored pant, \$138; all by Eileen Fisher and available at Zo?y. On him: Olive cotton crewneck sweater by Polo, \$79.50; from Reichardt's. It's a toss-up: Olive-taupe suede shirt, \$900; mustard cotton shirt with snap front, \$135; dirty-wash blue jeans, \$120; all by Robert Comstock from Fashion Gallery. Go to the head of the class; Dark denim, metallic threads and rhinestones will be everywhere in the classroom this fall. "Junior girls are going for shine in logo T-shirts, jeans and accessories," said Cynthia Glynn, fashion director for Younkers. "The hottest junior tops are the destination T-shirts with flags or photographs," said Tina Hodak, creative merchandising manager for Famous Barr. Glitter accents, appliqued butterflies and rhinestones are on tops and pants that are mixed to make a personal statement. "The No. 1 silhouette in junior pants are hip-hugger jeans," said Hodak. "Many of the pants are now coming with their own thick belts, with rhinestones." "The pants are dark, worn denim with colors in them," said Younkers' Glynn. "They are metallic-filled with shine and decorated with rhinestones and glitter. For a different look, try updated sweat pants paired with hooded, zippered sweat jackets." Young men are also sporting the destination T-shirt look, paired with cargo or carpenter pants. "Asian prints are still strong for young men, with dragon screen prints," said Famous Barr's Hodak. The preschool set has a new place to shop this fall; Sisters is carrying novelty boys and girls pieces in sizes up to 6X. "They're very unique

selections, with novelty sweaters and some mother, daughter pieces for the holidays," said Stacy Sullivan, owner of Sisters. "There's also a great selection of accessories from infant to preschool."s By: Doug Wells and Alex Dorgan-Ross; Hang on! Far left, camouflage convertible pant with zip-off legs, \$22.50; applied T-shirt, \$8; from Old Navy. Back left: White cap-sleeve graffiti T-shirt by Self Esteem, \$22; dark denim belted jean by Z. Calvaricci, \$40; from Younkers. Center: Yellow emblem notch tank, \$14.50; jeweled capri jean, \$34; from Gap Kids. Back right: Yellow Tommy Jeans logo T-shirt, \$19.50; sand-blasted aged carpenter jean by **Nautica** Jeans, \$64; from Younkers. Far right: Red plaid shirt, \$14; long-sleeved white T-shirt, \$9; flat-front khaki pant, \$19.50; all from Old Navy. About the section: Art Direction, Design; Beth Brightgraphers; Doug Wells; Alex Dorgan-Ross Direction; Rodney White; Fashion Writer; Fani Lemken; Child models: Laurel Dickerson, Benjamin and Garrett Simpson

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BELK SPENDING \$ 30M ON FLAGSHIP RENOVATION. Daily News Record July 30, 2001

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Daily News Record

July 30, 2001

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HEADLINE: BELK SPENDING \$ 30M ON FLAGSHIP RENOVATION.

BYLINE: LLOYD, BRENDA

BODY:

ATLANTA -- Belk has started a \$ 30 million renovation of its SouthPark Mall flagship store in Charlotte, N.C., the giant, privately held retailer's home base.

The makeover, which includes a 50 percent expansion of better men's wear, is scheduled to be completed by fall 2002, just prior to the planned openings of Saks Fifth Avenue and Nordstrom at the center in 2003.

Belk is expanding its store by 40,000 square feet and remodeling every department, and will add an Aveda-concept Carmen\Carmen\ Prestige Salon e Spa.

Although the largest allocation of space in the four-floor store will go to women's apparel, Steve Pernotto, senior vice-president of Belk Stores Services, said Belk will also expand assortments in the better men's space.

"We have had a pretty tight configuration," he said. "This gives us a chance to expand our existing lines and give them the space they need. We'll ground a lot of our collections in permanent homes, which will give us permanency in addition to showing lines fully and appropriately." Belk's top vendors in men's include Polo, Hilfiger, **Nautica**, Tommy Bahama, Joseph Abboud, Kenneth Cole and Bobby Jones.

Belk anticipates that the renovation will help raise the profile of SouthPark Mall. Said Pernotto, "I think it will bring shoppers in from other [metro] centers, such as Raleigh [N.C.], because of the retailers that will be here."

Pernotto said he expects 95 percent of the second- and third-floor renovations will be completed this year, including men's wear.

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DESIGNING MINDS. Children's Business August 1, 2001

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Children's Business

August 1, 2001

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HEADLINE: DESIGNING MINDS.

BODY:

THE CHILDREN'S COLLECTIONS from some of fashion's biggest names reflect the same attention to detail and quality found in their lines for adults. Clearly, they spare no expense just because they are churning out designs in smaller sizes. Spree asked the minds behind these big-name brands to reveal their design philosophy when it comes to dressing the young.

NAUTICA:

"The Nautica design philosophy has always been modern-classic. I find this approach to be especially appropriate for children's clothing. I always try to merge the best elements of classic, traditional design with the needs of modern life. Function and form go hand in hand."

[ILLUSTRATION OMITTED]

DKNY:

"dkny kids is a modern funky mix of trendy young fun. It's the ultimate in hipster styles for today's tween. A merging of fantasy, luxury and edginess (all easy to care for ... perfect for the tween parental unit). This season we deliver punch and pop with a collection of edgy, energetic styles and unexpected eclectic combinations of jeans, T-shirts, mini skirts, motorcycle jackets, dusters and novelty letter sweatshirts."

[ILLUSTRATION OMITTED]

LIZ CLAIBORNE BOYS:

"Claiborne for boys is all about dressy related pieces in a very tight, well coordinated color palette based around black. This season we are taking a cue from the Claiborne Men's line of camel colored neutrals for fall and heathered greys for holiday, all relating back to a signature base of black."

[ILLUSTRATION OMITTED]

TOMMY HILFINGER:

"For fall 2001 we looked to American collegiate styles of the 60's and 70's, inspired by movies like 'The

Graduate,' 'Love Story' and 'The Paper Chase.' It's a prep school style mixed with vintage varsity sport looks. Key ideas are authentic rugbies, football shirts, 'college' hoodies, stripes in knits and wovens, sweaters, and lots of denim in all washes -- from dark rinse to blasted vintage."

[ILLUSTRATION OMITTED]

RALPH LAUREN:

"I think children's clothes should be uncomplicated and classic -- they should be timeless."

[ILLUSTRATION OMITTED]

BETSEY JOHNSON:

"Girls today want to look like their older sisters, their mothers, and the young Hollywood and music stars that they admire. Our looks are adapted from the Betsey Johnson Collection, where we take our best-selling bodies and fabrics and interpret them for the younger customer. This includes raising necklines, lowering hemlines, and adding cap sleeves where needed. Many silhouettes are, however, almost identical to those styles that can be found in Betsey's core collection"

[ILLUSTRATION OMITTED]

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DINNERWARE MANUFACTURERS; Brief Article Ceramic Industry August 1, 2001

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HEADLINE: DINNERWARE MANUFACTURERS; Brief Article

BYLINE: Grahl, Christine L.

BODY:

Promote "Brand Status," Prestige

Today's dinnerware manufacturers don't limit themselves to ceramic plates and cups. Instead, they've capitalized on a number of markets by branching out into a whole array of interior design items, from cookware to table accessories to linens and other decorative and consumer items as an extension of a well-known brand.

Waterford Wedgwood, for instance, recently acquired Ashling Corp., a designer and marketer of table and bed linens, in an effort to further expand the company's brand extension program--a program that has so far brought the company an estimated additional \$ 85 million in revenues.

Lenox, too, has been successful in this effort. The company's growth has been in the double digits for the past four years, and it expects to achieve continuing success by focusing on what it calls its "portfolio of powerful brand names." The company has said that it will continue to focus on products within categories that offer significant growth opportunities, including casual dining and giftware.

Onelda, which introduced a new stainless flatware fixture concept in the spring of this year along with other new products, has cited its "increased market diversity" as one of the ways in which it will achieve its goal of becoming "the world's most complete tabletop company." And Pfaltzgraff, a market leader in casual dinnerware, also sells high-quality stainless steel flatware and glass beverage ware in an effort to offer consumers "the most complete line of accessories for its dinnerware patterns."

In addition to using the strengths of their own brand names as marketing tools, dinnerware manufacturers are also capitalizing on the names of well-known clothing and lifestyle designers, such as Christian Dior, Ralph Lauren, Donna Karan, Gianni Versace and Calvin Klein. Wedgwood reported that its sales in 2000 were boosted by successful new product ranges from designers Nick Munro and Paul Costelloe, and new alliances with Vivienne Westwood, Jasper Conran, and artist and designer David Shilling are expected to provide even more growth in 2001-2002. Rosenthal China produces china designs by both Gianni Versace and Bulgari, well-known for fine Italian jewelry design. And a new **Nautica** tableware collection is soon expected to emerge from partnership between David Chu and Pfaltzgraff. This trend is likely to continue, as consumers appear eager to buy into designer labels.

"The steady increases in spending year after year for housewares shows that Americans value their homes and want their time at home to be as satisfying as possible," said Clark Johnson, vice president of NPD HomeTrak, a marketing intelligence firm. "Design and product quality are improving across all price points, and consumers are buying products that make them feel good about their home environment.

Challenges affecting today's dinnerware and giftware manufacturers include economic uncertainties, increasing energy and labor costs, and increased competition from low-labor-cost countries. Aside from continuing to focus on new product introductions and creative marketing strategies, companies are upgrading manufacturing technologies, streamlining operations and, in some cases, reducing their workforce to remain profitable. Oneida, for instance, has reduced its worldwide manufacturing employment by 450 positions since January 2001, representing approximately \$ 12 million in annual wages, and worldwide non-manufacturing employment by another \$ 4 million in annual wages, as part of an effort to efficiently balance manufacturing output with incoming orders. Lenox, on the other hand, has invested in more efficient technologies and employee training and development in an effort to stimulate growth, while Waterford Wedgwood has focused on further development of its brands while growing the group through selective acquisitions.

Overall, most dinnerware and giftware manufacturers hold a positive outlook for the near term.

Editor's note: The foregoing information is based on information in companies' annual reports and news releases.

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BIGGER AD BUDGETS, TIGHTER INVENTORIES HERALD B-T-S SEASON. WWD August 2, 2001

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HEADLINE: BIGGER AD BUDGETS, TIGHTER INVENTORIES HERALD B-T-S SEASON.

BYLINE: Weitzman, Jennifer

BODY:

NEW YORK -- It's time to hit the books for back-to-school, and retailers are just hoping the ink won't be red.

Burdened by months of dismal retail sales, youth-oriented chains are plotting survival strategies for this all-important period.

Expect to see ambitious marketing plans, like magazine and TV advertising, in-store promotions and new-store openings meant to entice teens.

On the fashion front, junior and contemporary retailers have invested heavily in denim, sweaters, bags, belts and vintage-inspired clothing for fall, much of which is just starting to hit the selling floors.

Nonetheless, a number of junior retailers said their expectations aren't high for the season, hoping for flat or slightly ahead of last year. While some point to more defined fashion trends coming after a long fashion lull, others said that may not be enough in light of the difficult economic picture.

"We hope that b-t-s will be good," said Maria Ayallah, women's wear buyer and store manager at New York's Patricia Field boutique. "It is going to pick up, but not as tremendous as we would like. I think we have a tough season ahead."

Inventories are remaining tight for most chains. Ayallah said she has been choosier about merchandise selections in light of the current retail conditions.

"We are not buying as much or taking as many chances," she said.

Ayallah said Patricia Field's focus is outfitting students for nightlife. Key trends go from Victorian to "Moulin Rouge"-inspired corset-style tops and reworked vintage T-shirts to sexy, schoolgirl looks and items inspired by the Eighties, such as microkilts and tight button-down shirt with neckties.

At The Lark Stores, based in Chicago, president Lenny Rothschild said inventory is down roughly 20 percent from last year to increase turnover and lessen markdown pressure. The 10-unit chain is weeding out

several brands, though it is adding Levi's Engineered jeans for women and the new J.Lo sportswear brand, which bows for holiday.

Many larger chains such as J.C. Penney Co., Express, Gap and American Eagle Outfitters are upping their investment in national television and magazines advertising for fall.

At Penney's, Mark McDevitt, merchandise manager for its junior division, said the department store would advertise its b-t-s merchandise in Seventeen magazine's August edition this year. He said the firm "missed out on magazine opportunities in the past" and decided it was necessary to reallocate resources in this area. A company spokesman said b-t-s ad spending for juniors increased 50 percent in August from last year.

McDevitt said the department store is also running a "Diva for the Day" event, with merchandise prizes that include backstage concert passes, a \$ 500 shopping spree at the store, a makeover, limousine service and a night at a posh hotel.

He said Penney's is banking on denim, novelty T-shirts and sweaters and is investing in some new branded vendors, including Zana-DI, Z. Cavaricci, Paris Blues, Periscope, Angels, ILU and Bubblegum on the bottoms side, and Fang, Filati, Take Out and Anxiety in tops.

"We are going to flow inventory better this year so we will be better able to handle our customers' needs," McDevitt said.

American Eagle has made a \$ 5 million investment for its first foray into TV advertising, including spots on ESPN, MTV's "Road Rules," CBS and Fox, said Laura Well, chief financial officer.

The Limited's Express division will have ads in the August issues of 11 national women's magazines, such as Marie Claire, Vogue and In Style. A company spokeswoman said the ads, its first magazine campaign since 1994, will be backed by in-store marketing.

Meanwhile, Gap stores will have a global campaign consisting of outdoor, print, TV and online ads. Gap is returning to TV for fall after being dark last autumn, with spots running mid-August through September.

"We realized we needed to be on TV for b-t-s because we have a story to tell," said a company spokeswoman.

Gap Inc.'s Old Navy division is running men's and women's ads, two spots each, that will go for five weeks. They began in July and will appear through the beginning of September.

Greg Weaver, chairman and chief executive officer of Pacific Sunwear of California, said the b-t-s season ranks behind Christmas in importance, and August is its second-biggest month in terms of volume. While "cautiously optimistic" about the fall, Weaver pointed to PacSun's increased emphasis on its women's collection for a possible turnaround.

Denim, which had fit problems last year at PacSun, will play a much greater role this year, having been increased to slightly more than 60 percent of pants inventory from 36 percent last year. New washes, tints and packaging, as well as a bigger commitment to stretch and a wider range of sizes, are among the plans for the category. Additionally, the company plans to introduce Roxy jeans, as well as four new private label fashion jeans, and it's also adding the Hurley brand.

But not everyone is slimming down. Harriet Sustarsic, Charlotte Russe Holding's president and chief merchandise officer, said third-quarter comp inventory, which saw the arrival of the b-t-s floor set, rose 7.7 percent over last year, with roughly half derived from denim.

The increase also is coming from sweater coats and outerwear, she said. In addition, the company is planning stronger initial markups to allow flexibility in pricing.

"Both our Charlotte Russe and Rampage stores are poised and ready for b-t-s in all the appropriate trends," Sustarsic said. "We won't deviate from our merchandise philosophy of offering broad merchandise assortments at value price points."

She said Charlotte Russe has a national print campaign running in the August and September editions of Teen People, Seventeen and Glamour.

Ted Assis, an owner of Mony, a specialty chain based in New York, also gave an upbeat outlook. He is expecting a strong b-t-s season and has increased purchases about 25 percent on trendy items like novelty denim. In October, the chain is expecting its first delivery of the highly requested J.Lo line.

"We try to be different than everyone else," Assis said.

Assis said Mony will be cosponsoring a boat ride in August with Hot 97 radio featuring celebrities as part of its marketing strategy.

David Ishay, president of urban specialty-store Yellow Rat Bastard in New York and publisher of its namesake magazine, said even though retail business is not strong right now, his alternative-styled shop is seeing improved sales based on the loyal following it has established. This fall, his shop will highlight classics such as zipped-hood sweatshirts and Velcro-closure fleece tops and bottoms. The store also is throwing a party Aug. 16 at Limelight to celebrate its upcoming fall magazine.

Le Chateau, the Canadian retailer that's been increasing its presence in the U.S., is trying to recapture the 25- to 35-year-old urban professional woman, rather than marketing only to her younger sister, said Courtenay Fishman, women's wear designer.

To do that, Fishman said Le Chateau would be offering more sophisticated-looking, richly textured items in addition to its casual apparel, which will be Eighties influenced.

Still others are gearing up by opening stores. New York institution Canal Jeans Co., which has earned a reputation in part by offering a 10 percent discount with school identification, will be opening its second store on Aug. 9.

To celebrate, the company will have cosponsored special promotions and events each weekend through the month with various merchants, including Triple Five Soul. In addition, the retailer is bolstering its women's products and has dedicated an entire floor to women's in both stores. Canal Jeans also launched an informational Web site at the end of July and will start e-commerce in about six months.

The store also is adding some new brands for fall, including Girbaud, Baby Phat, **Nautica's** new women's line, David & Goliath, Private Circle, French Connection, Soda Blue's new denim line and She Devil's T-shirts.

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Nautical but nice Western Daily Press August 4, 2001

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August 4, 2001

EDITION: WEST COUNTRY LIFE

SECTION: Features, Pg.18

LENGTH: 321 words

HEADLINE: Nautical but nice

BYLINE: ANNE GORRINGE takes a look at the clothes to be seen in

BODY:

WET WEATHER jackets and cotton crew necks have long been classic sailing gear - but let's hope we won't be needing them this weekend when the Harbourside Festival gets underway at Bristol docks.

Meanwhile, a little inspiration to get you in the mood for today's activities, comes from a new selection of European-style clothes from **Nautica**.

Sail into fashion with a range that highlights cool, cotton knots, linen shirts and natural fabrics, blended together with new finishes and fibres. Strong colours - from bright orange pants, to red shirts and soft jackets gives a new twist this year.

Down on the harbourside itself, traditional navy and white - the typical Bretton look - are sure to be an ideal selection for strolling through the French market which, as usual, is one of the attractions.

While moored alongside the Arnolfini, for a first ever visit to the city, will be the magnificent tall ship, The Earl Of Pembroke, where you can take a stroll around the decks for free, from 12 noon today, courtesy of festival sponsors, SWEB.

Other new features this year start with the Harbourside Live!

concert at Canon's Marsh Amphitheatre tonight from 7.30pm. Most of the events during the festival are free, but tickets for the concert are 8 from the Colston Hall. Afterwards, don't miss the spectacular Fireworks To Music show, as it lights up the harbour from the Industrial Museum, at 10pm.

If it's a bit of peace and quiet you're after, why not take your children to the new Kidszone, next to the Industrial Museum, where face painting, storytellers and entertainers will be on hand to give you a break.

Look out for the popular RAF and Sea Rescue display, or check out the Luminarium; a walk-in light extravaganza for all the family, which proved a big hit in last year's event.

Or, you could simply look the part and wander around admiring more than 200 vessels in the docks.

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SHIRT CIRCUIT; MEET THE NEW BREED OF DRESS SHIRTS -- NOW MADE FOR BOTH BUSINESS AND PLEASURE. Daily News Record August 6, 2001

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Daily News Record

August 6, 2001

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BYLINE: Askin, Ellen

BODY:

If it looks like a duck, walks like a duck and quacks like a duck -- it's a duck. If only the same could be said for dress shirts.

As men's wear trends continue to evolve toward "a dressier casual," dress shirt manufacturers are faced with two choices: One, they can keep their fingers crossed and hope men will embrace the necktie again. Or two, they can offer retailers and the new, more casual consumer other options in the furnishing departments.

Many are going with choice number two, and so the idea of what actually constitutes a "dress shirt" has changed. Today's styles combine the classic construction of a traditional dress shirt with the casual details of sport shirts, like untraditional fabrics, higher button placements at the collar and distinct infusions of color and pattern. The result: a shirt that can be worn with a necktie and/or a pair of khakis.

"Men are moving from knits to wovens," says David Wolfe, creative director of trend forecasting at The Doneger Group. "The formal dress shirt is dead in the water at the moment and the guys who were wearing collarless knits or polos are now looking for more lively tops they can wear casually." Wolfe points to the European trend toward color as the driving force behind the latest dress shirt trends, and predicts that MAGIC will follow on Milan's heels with plenty of options in construction and pattern.

Recognizing the separate demands of the traditional dress shirt buyer and the modern sportswear consumer is Phillips-Van Heusen's DKNY dress shirt collection. For the first time the brand will break down its dress shirts into two distinct sub-collections -- Uptown and Downtown. According to Al Moretti, president of Phillips-Van Heusen's Designer Group, DKNY Downtown has a heavy sportswear influence, which translates into softer collars, looser construction and unusual fabrics like faux suede. Uptown, on the other hand, maintains more traditional dress shirt characteristics. To communicate these differences to the consumer, DKNY Downtown is also emphasizing sporty patterns.

"There are more patterns than ever this season, which in itself is casual," says Moretti. "Fifteen years ago a dress shirt was almost defined by pattern; today they are all-purpose."

Kenneth Cole dress shirts, also by Phillips-Van Heusen, focus on bias cuts and collar options for a casual esthetic. While Moretti says spread collars are more popular than they have been in at least five years, they do not drive the business as much as color and pattern.

Similarly, **Nautica** is launching its J-Class collection, a fashion grouping of dress shirts with such European influences as wider spread or longer point collars that can be worn as either dress or sport shirts. Pattern -- minichecks, glenplaids, windowpanes and herringbones -- is also a major feature of J-Class.

Ron Chereskin's debut dress shirt collection, a license of Kellwood, was designed with the concept that "men want to look dressed up without the constrictions of a traditional dress shirt," says designer Chereskin. To implement this concept, Chereskin included convertible cuffs, several collar options and high button placement -- which forces the collar to stand up without a tie -- as important details in the all-cotton collection. "At difficult times in retail," says Chereskin, "you have to introduce new concepts to the consumer so they don't get bored."

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Design Notes; A Thoroughly Modern Take on 1907 Depot Building Los Angeles Times August 9, 2001 Thursday

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HEADLINE: Design Notes;
A Thoroughly Modern Take on 1907 Depot Building

BYLINE: CANDACE A. WEDLAN, TIMES STAFF WRITER

BODY:

Fifteen days and counting before the Southern California Institute of Architecture moves into its new home—a former freight depot on the eastern edge of downtown Los Angeles. Since leaving its Marina del Rey campus last fall, the 19-year-old SCI-Arc has been temporarily headquartered in a tent and about 11 trailers in an open lot adjacent to the depot, at the juncture of E. 4th and Merrick streets, adjacent to Little Tokyo.

A lot of dust from the construction work is still being kicked up on the school's 2 1/2-acre plot, but that minor inconvenience should be over for the most part when the school moves from its makeshift quarters into its new home Aug. 24.

Neil M. Denari, the school's director, can see the made-over building from his temporary office in one of the trailers; he says that while it may be new to SCI-Arc, the 82,000-square-foot framework was built in 1907 and extends a quarter-mile long. (To picture the length, turn the Empire State Building on its side.) Deciding how to adapt it to house the cutting-edge architecture school meant being sensitive to the original design, while still being innovative.

"We are not trying to produce a quaintness or old-timey-ness," Denari said of the concrete shell's new innards. "The rest of the construction will be modern." The project's architect, Gary Paige of GPS Studio, is a SCI-Arc alumni and faculty member.

The freight depot building has been updated with steel walls facing east to reduce noise from the traffic on Santa Fe Avenue and floor-to-ceiling windows facing west.

Fresh cement was poured for flooring. Interior walls are "hollow"—made from translucent plastic that is honeycombed inside to allow filtered light to pass through but still provide privacy.

"It's a mix of the old and new in L.A.," Denari said. "I think we'll see greater value placed on existing buildings and how they relate to the new in architecture, and this site will be the most important one in

that relationship."

The move downtown has brought new work to the school, Denari said, referring to an invitation from a city architect to do a study of the Hyperion Water Treatment plant in El Segundo.

"The school is being engaged already by city architects to help explore new solutions for old problems. This is to help the city make everyday life better. This is a sign of what our engagement can be since we moved downtown."

Make reservations now for November. No, not to dine out but to feast on tabletop decor. The Design Industries Foundation Fighting AIDS will once again produce "Dining by Design," which has proved to be a money-maker for the organization across the country for five years.

"Dining by Design" will be on public view Nov. 3-4, from noon to 6 p.m. at the Barker Hangar at the Santa Monica Airport. Tickets are \$20 per person. The event will finish off Nov. 5 with a fund-raising gala affair where designers will get to sit down at their showcase tables.

Most of the tables--each 11-foot-square--will be decorated by L.A.-based interior, fashion and set designers and architects. Some major fashion companies such as Ralph Lauren and **Nautica** will participate in the L.A. event as well.

David Sheppard, executive director of DIFFA, said, "It is really amazing that you can give creative people the same amount of square footage, put all of them in the room and the competition begins." He said that one year an artist made a tabletop centerpiece of a volcano that erupted every 20 minutes. "With all the talent--and the diversity of the talent--in L.A., it is going to be exceptional."

In addition, products donated by manufacturers, including fabric bolts and unique pieces such as a Murano glass vase by Donghia, can be purchased at wholesale prices during the two-day event. For information, call (310) 652-6601.

*

Times staff writer Candace Wedlan can be reached at candace.wedlan@latimes.com.

GRAPHIC: SCI-Arc's new home, a former freight depot, is a quarter-mile long. **PHOTOGRAPHER:** Southern California Institute of Architecture
A table from last year's 'Dining by Design' AIDS fund-raiser.

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Country's in fashion Young music fans dress the part, but don't limit themselves to it Florida Times-Union (Jacksonville, FL) August 15, 2001 Wednesday,

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SECTION: LIFESTYLE; Pg. E-1

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HEADLINE: Country's in fashion Young music fans dress the part, but don't limit themselves to it

BYLINE: Brandy Hilboldt Allport, Times-Union staff writer

BODY:

Andrew Hrvatin listens to country superstars Tim McGraw and George Strait. He wears Twenty X shirts and jeans, a brand manufactured by Wrangler. He has an after-school job at Western World on Blanding Boulevard selling hats, boots, jeans and big belt buckles.

But he also loves music by heavy metal band Metallica and designer shirts by **Nautica** and Tommy Hilfiger. He has never lived in the country. And at school, Hrvatin usually forgoes his country look for mainstream Tommy style.

'What I wear depends on how I feel and what group I'm going to hang out with,' he said. 'I have lots of different friends.'

Hrvatin, a 17-year-old student at Orange Park High School who refers to himself as a born and bred city boy, is an example of what music industry insiders refer to as a 'post-Garth' country fan.

These new fans like country music -- but not just country. They adopt and update elements of country style that appeal to them, blending Wranglers, boots and Stetsons with solid-color T's from the Gap or sexy crop tops and jeans from Abercrombie & Fitch. These are fans who came of age after country, which had long been marginalized, went mainstream. They grew up watching good-looking, glammed up country stars in slick videos on VH1 and MTV -- not TNN.

'Teenagers today didn't grow up with the Hee Haw image of country music. They've been listening to Garth Brooks since they were 10. To them, country is just another flavor in the musical smorgasbord,' said Robert Oermann, editor-at-large of Country Music magazine.

Dee Davenport, a disc jockey at country station WROO (107.3 FM), said the way people dress for country music concerts such as the recent Tim McGraw show at Alltel Stadium indicates how country and mainstream popular culture are becoming more mixed, especially in the teen and 20-something crowds.

'You see people -- girls and guys -- in their Wranglers and boots and hats, and they've got tattoos. You never used to see tattoos -- unless someone just got out of jail,' she joked.

When Garth Brooks walked into the country music spotlight in the 1990s, he brought hundreds of thousands of new fans with him. He re-energized the traditional country music scene and attracted younger listeners with high-energy concerts that featured rock 'n' roll antics. Brooks busted guitars, swung from

ropes and worked audiences into a frenzy with his country-rock and honky-tonk numbers.

Garthmania sealed the crossover appeal of country music. Artists, managers and record executives paid attention.

'Why go after just one audience when people listen to all kinds of music?' Paul Kingsbury, the editor of The Encyclopedia of Country Music, asked during a telephone interview from his office at the Country Music Hall of Fame in Nashville. 'Country artists are now competing on a level playing field with pop artists.'

Teen music fans in the Jacksonville area confirm that notion.

'I listen to everything from rap to R&B to hip-hop to country,' said Casey Crawford, 16, of Middleburg High School. 'I went to Tim McGraw. It was the first concert I've ever been to, and it was so much fun. It was just awesome.'

Robbie Rose, who has been a disc jockey for 18 years with WROO (107.3 FM) in Jacksonville, worked the recent McGraw concert.

'The industry is definitely going after kids. The music is more poppy, but it's good,' Rose said. 'And if you notice, the country singers out there right now are all young. . . . With videos and all that, if you want to be successful, you've just about got to be pretty or handsome.'

To go along with the sexier country image, staples of the country music wardrobe for girls now include one-shoulder shirts, halters and cropped tops that reveal bare midriffs.

Mega-popular and mega-glamorous Shania Twain is credited with breaking the country music belly button barrier, Kingsbury said.

Keri Holstein, 15, Amber Deffenbaugh, 17, and Jenny Ciardiello, 18, all of St. Augustine, went to the recent McGraw concert together. They picked out matching leopard-skin cowboy hats for the occasion. The rest of their outfits reflected the new glam-country style, too.

Holstein wore a tube top featuring the word 'Howdy' spelled out in rhinestones. Deffenbaugh chose a sexy, cream crop top adorned with opaque spangles to sparkle in the lights.

'We don't dress country all the time,' Deffenbaugh said. 'We have other trendy clothes, but since we were coming to the concert, we thought it would be fun to get the hats and dress up.'

The trio scanned the crowd outside the stadium looking for a cowboy to pose with for a picture. When someone nearby pointed out a wizened man in Wranglers, boots and a black cowboy hat, the girls giggled.

'Yeah, he looks like a real cowboy, but we were looking for somebody a little younger,' Deffenbaugh said.

GRAPHIC: Photo: lif_mcGrawFashion8 080250595 Bob Mack/staff Cameron Cordle, 16, of Atlanta chose a small brown cowboy hat for the concert. Photo: lif_mcGrawFashion6 080250597 Bob Mack/staff Amy Rodgers, 15, of Clay County was decked out in a white cowboy hat, blue halter top, jeans and a belt with a big buckle. Photo: lif_mcGrawFashion1 080250599 Bob Mack/staff Shanda Wilson, 21, of Keystone Heights and Jason McCullough, 24, of Gainesville accessorized their country outfits with tickets to the Tim McGraw concert at Alltel Stadium. Photo: lif_mcGrawFashion3 080250601 Bob Mack/staff Friends Keri Holstein (from left), 15, Amber Deffenbaugh, 17, and Jenny Ciardiello, 18, picked out matching leopard-skin cowboy hats to wear to the recent Tim McGraw concert at Alltel Stadium. Photo: lif_westernWear 081301p John Pemberton/staff Andrew Hrvatin (standing) and Casey Crawford's musical and clothing favorites have more than a country flair.

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SCHOOL STYLIN' / THE LATEST LOOK AT BACK-TO-SCHOOL *The Post-Standard (Syracuse, NY) August 16, 2001 Thursday Final Edition*

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HEADLINE: SCHOOL STYLIN' / THE LATEST LOOK AT BACK-TO-SCHOOL

BYLINE: Laura T. Ryan/ Staff writer

BODY:

Forget pencils, books and rulers.

The absolute must-haves for this year's back-to-school parade won't come from an office supply store. You'll find them instead in small boutiques, immense malls, catalogs and Web sites - wherever teens go to buy what's up-to-the-nanosecond fresh. And this year, that means a homage to decades gone by, with a 2001 twist.

Yes, the retro wave, a couple of seasons strong now, continues to make landfall.

"It keeps waving," says Lorraine Koury, owner of Boom Babies Vintage Clothing on Westcott Street in Syracuse, where shoppers can find original clothes from the '70s and '80s, as well as today's takes on old styles.

"There's a lot of emphasis on retro fashion with a decided emphasis on the '70s and '80s," agrees Karen Koza, spokeswoman for the New York-based Fashion Association.

Look for detail and texture on most fabrics - everything from rhinestones on T-shirts to heavy cables on sweaters, Koury says.

"Minimal is kind of past," Koury says.

We might even see - gasp - the return of big hair and shoulder pads.

Cast your memory back to the young women of the 1970s and '80s. In your mind's eyes, you probably also see:

Plenty of denim, some that flares into bell-bottoms and boot cuts, some that hugs the hips.

"I would definitely say denim is important," Koza says. "We've been seeing it in the last few seasons. It's more than the basic bottom and weekend fabrication."

We'll be seeing denim in all the old familiar places, and then some: knapsacks, shoes, caps. Also, look for denim in lots of colors - shades of blue, and primary colors, too.

"Denim seems to be really big again this year," echoes Suzanne Decker, a back-to-school specialist at Wal-Mart in Arkansas. "But it's even more popular if it has studs added to it."

Studs are part of a larger trend, toward Western wear - which might have started with Madonna's "Music" video, or simply the presence of Texans in the White House, Koury says.

"This year, there's lots of Western details on clothes," Koury says. "Studs, piping, Western-style shirts with the snaps ... cowboy hats."

Warm-up suits, with sweat shirts and pants, with racing stripes down the leg.

Sweater jackets and coats. Sweaters of all types, including the fuzzy kind. Mohair and angora. And cowl necks.

"The sweater coat thing started last year," Koury says. "Knee-length and ankle-length. All the way down. (Customers) have been asking me for a good solid year. Now they're easier to find."

An infusion of preppy. Think plaid, lots of plaid. And knee socks. And collared shirts and turtlenecks under sweaters.

"When you think of that classic back-to-school ensemble, it's there," Koza says.

Camouflage prints.

Prints of all kinds. Flowers, etc.

Screened T-shirts featuring logo-type designs.

Ruffles, puckered fabric, lace and "fluttery" sleeves.

"There's the whole ruffle thing still going forward," Koury says. "Feminine touches. Ruffles across sleeves, ruffles across the chest, down the front of a blouse. ... Lots of butterfly sleeves and split sleeves, like you (saw) in the '70s."

Other evidence of history repeating itself: wraparound skirts that tie, big belts with even bigger buckles, pinstripes and clothes with a glossed finish or metallic sheen.

Many of the same trends hold true for teen guys this fall, too:

Denim, preferably in the carpenter and utility-pants varieties.

Again, sweaters. Mostly turtlenecks and crew-necks with bold chest stripes.

Long-sleeved screened T's, again with logos on the chest and down the arm.

Twill cargo pants, including the type that zips off at the knee to become shorts.

Camouflage prints - in traditional green, as well as shades of blue.

Mirroring styles

Here's a fashion rule of thumb: If the big kids have it, the little kids want it in the worst way.

"Younger children, like everything else, they want to dress older," says Karen Koza, spokeswoman for the New York-based Fashion Association. "Parents want their kids to be comfortable, and they want their apparel to be playful." So look for the grammar-school set to be wearing miniature versions of the styles strutting the hallways over at the high school:

Screened T-shirts. While teens wear T's emblazoned with destinations (New York City in a graffiti-style font), Western themes and logo-type designs, kids will have their own age-appropriate versions. Look for cute sayings, such as "Princess," for girls. Boys will gravitate, meanwhile, toward athletic images.

Denim - hip-hugger styles for girls and traditional jeans (and carpenter-style) for boys.

And a break from denim: Boys, like their older brothers, will be wearing twill (and cotton/nylon) cargo pants and zip-off pants.

Sweaters. Stripes, ribbing, cabling and textures will be big.

Track suits. Yep, the pint-sized pupils also will look for pants featuring side strips and jackets with hoods.

The models

All clothes models photographed for this story, except Lauren Banks, are courtesy of amsmodels.com (Web site www.amsmodels.com). All clothes are courtesy of The Bon-Ton.

GRAPHIC: PHOTO; Suzanne Dunn/Staff photographer; YOUNGTERS can scoot around in style with a long-sleeved T-shirt from; AND1 (\$17) and carpenter pants from Plugg (\$42). Denim carpenter and; utility-pants will remain big trends with the school-age crowd this; year.; Suzanne Dunn/Staff photographer; FOR FALL, look for sweater jackets such as this lilac one from Blue; Strike (\$59.99). The model also wears a cotton T-shirt with; three-quarter sleeves from Weavers Girl (\$19.99) and cowgirl-fit; bell-bottom jeans from Bongo (\$36.99).; Suzanne Dunn/Staff photographer; AMONG THE back-to-school fashions that will be popular for boys and; girls are warm-up suits (left) and screened T-shirts and cargo pants.; The girl is wearing Jenny sweat pants (\$24) and a Jenny zip-up sweat; shirt (\$32). The boy is wearing an AND1 long-sleeve T-shirt (\$17) and; Plugg carpenter pants (\$42). Color; Suzanne Dunn/Staff photographer; TEEN GUYS will hit the hallways this fall in long-sleeved T-shirts;; such as this shirt from Ferruche (\$30) worn by Lauren Banks, and; jeans, such as his baggy-fit jeans from **Nautica** (\$54). Color; Suzanne Dunn/Staff photographer; THE STRETCH plaid slacks are My Michelle (\$48); double-zipper sweater; is Blue Strike (\$39.99). Color; Suzanne Dunn/Staff photographer; A SCREENED T-shirt from Ross Sportswear (\$24) is paired with black; slacks from L.L. Sport (\$9.90) Color;

LOAD-DATE: January 22, 2003

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

Terms: [nautica](#) and [date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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CALENDAR St. Louis Post-Dispatch (Missouri) August 18, 2001 Saturday Five Star Lift Edition

Copyright 2001 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

August 18, 2001 Saturday Five Star Lift Edition

SECTION: LIFESTYLE; Pg. 6

LENGTH: 447 words

HEADLINE: CALENDAR

BYLINE: Compiled By Karen Deer

BODY:

FASHION EVENTS AND TRUNK SHOWS

* Famous-Barr has scheduled the following events:

A J. Renee shoe show will be from noon to 5 p.m. Aug. 25 at Famous-Barr, St. Louis Galleria.

Informal modeling of Eileen Fisher designs will be from 11 a.m. to 3 p.m. Wednesday in Bridge Sportswear at Famous-Barr, Westfield Shoppingtown West County.

Sleepwear representatives from **Nautica**, Joe Boxer and Jones New York will be in Intimate Apparel from 11 a.m. to 3 p.m. Wednesday at Westfield Shoppingtown West County.

For more information on Famous-Barr events, call 314-444-2791.

* Coming up at Saks Fifth Avenue in Plaza Frontenac:

A Vera Wang bridal trunk show is planned today in the Bridal Salon, upper level.

A Restoration Spa Event will be today in the Saks Spa Room, Cosmetics Department, main level. For an appointment, call 314-567-9200, Ext. 364.

Private Label Focus Day is planned for Thursday in Active Sportswear, main level.

An Oscar "Return to Chic" Event is scheduled for Thursday and Friday in Salon Z and Petites.

A St. John trunk show will be Thursday and Friday in the Designer Salon, upper level. Francine Cohen, a St. John representative, will make an appearance on Thursday.

The Orlane Clinic Event is set for Thursday, Friday and Aug. 25 in the Saks Spa Room, Cosmetics Department, main level. To schedule an appointment, call 314-567-9200, Ext. 347.

Weekend by Max Mara Focus Day will be Friday in Active Sportswear, main level.

For more information on Saks Fifth Avenue events, call 314-567-9200.

COOKING DEMONSTRATION

* Vince Bommarito and Vince Bommarito Jr. of Tony's Restaurant will give a cooking demonstration from noon to 1 p.m. Wednesday in Housewares at Famous-Barr in Westfield Shoppingtown West County.

GARDENING EVENTS

* A seminar on water gardening titled "History of Man and Tropical Waterlilies" is scheduled for 10:30 a.m. today at Design Reflections, 529 Spirit of St. Louis Boulevard (Chesterfield Valley). For more information, call 636-530-9491.

* Gardeners of St. Charles County will sponsor a Home Garden Show from 10 a.m. to 3 p.m. today at Mid Rivers Mall in St. Peters. Amateur gardeners may take entries to the mall between 7:30 and 10 a.m. the morning of the show. For more information, call 636-441-3895.

* Missouri Botanical Garden events:

The Greater St. Louis Day Lily Society sale is set from 9 a.m. to 5 p.m. Sunday in the Ridgway Center at the garden, 4344 Shaw Boulevard. Free with garden admission.

* Sugar Creek Gardens, 1011 North Woodlawn Avenue in Kirkwood, will present a free gardening class, "Easy Gardening for Hot and Humid Weather," at 10 a.m. today.

For more information, call 314-965-3070.

NOTES:

Send a description of your event at least two weeks in advance to Karen Deer, Lifestyle Assistant, 900 North Tucker Boulevard, St. Louis, Mo. 63101. Fax: 314-340-3080.

LOAD-DATE: March 9, 2002

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

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Pure and Simple; Magazine puts a fresh spin on healthful living *Newsday (New York) August 20, 2001*
Monday

Copyright 2001 Newsday, Inc.

Newsday

Newsday (New York)

August 20, 2001 Monday ALL EDITIONS

SECTION: PART II, Pg. B03

LENGTH: 1015 words

HEADLINE: Pure and Simple;
Magazine puts a fresh spin on healthful living

BYLINE: By Aileen Jacobson; STAFF WRITER

BODY:

WHO WOULD READ a magazine called Organic Style, a brand-new title that sounds unlikely, if not contradictory?

Perhaps someone much like its founding editor, Maria Rodale, who looked fresh at her Manhattan offices on a sweltering summer day, treading a line between environmental conscience and practical style: She had left behind her organic garden in Emmaus, Pa., where she lives in a house on Main Street, traveled by bus to New York City, and then eaten a decidedly nonorganic lobster roll at Grand Central for lunch. She wore minimal makeup and a favorite crisp white shirt that she knew was not made of organic cotton. Her shoes were 3-year-old J. Crew rubber flip-flops suitable for the beach.

"I have my feet on the ground," said Rodale, who, at 39 is, coincidentally, the median age of Organic Style's projected 400,000 readers (who also are well-educated, well-heeled and overwhelmingly female). In many ways, she embodies its cover line, "The Art of Living in Balance," juggling family (with two children, ages 19 and 4) and career, the ideal and the convenient.

"We did a lot of research and found that people want to do the right thing, but they also want convenience and style," said Rodale, who is the vice chairman of Rodale Inc., the health-oriented magazine and book publishing house founded by her grandfather, J.I. Rodale. In 1942, he launched the company's first publication, Organic Farming and Gardening, later shortened to Organic Gardening.

The company, based in small-town Emmaus (where Rodale spends most days), also publishes books and is known for being a softer-edged place to work than its New York rivals. Among its successful magazines are Prevention, with 3million circulation, Men's Health (1.6 million) and its recent spinoff for teenagers, MH-18.

But the company also has had financial problems, including having to fold two magazines in recent years, New Woman and Fitness Swimmer, and has been streamlining operations. It's now run by Maria's mother, Ardath Rodale, whose CEO position Maria Rodale is in line to take over. Maria's two older sisters and her husband work for Rodale; her younger brother heads the nonprofit Rodale Institute, which does research

on organic farming.

The idea for Organic Style has been growing for several years, Rodale said, as it became clear that Organic Gardening had two kinds of readers—those who actually till soil and those more interested in the purity of their food and in related lifestyle issues.

During a series of focus groups, she said, the company found "a deep desire" for a magazine that would address spiritual and environmental concerns in the context of today's busy lifestyles. A test issue distributed about a year ago helped refine the concept.

The result is a handsome first issue, due on newsstands today, with a wholesome-looking model on the cover along with the words "Pure Joy." Cover lines promise such eclectic fare as "5 Perfectly Simple Meals," "Mad Cow Madness: Fact vs. Fiction," "Eat Chocolate. Be Happy!" and "Fashion You Can Feel Good About."

Inside, you'll learn that "while chocolate isn't as good for you as, say, a bowl of broccoli, it does contain a fair number of nutrients," and that a Harvard study concluded that "people who ate chocolate and other candies lived for almost a year longer than those who abstained." Pure joy, indeed.

The meals, which include steak and not a trace of tofu, look perfectly normal. The fashion spread, shot by Todd Oldham, features young actress Amy Smart ("Road Trip") in such kicky clothes as a lace Oscar de la Renta skirt made of "viscose, a biodegradable material made from wood pulp" and a skirt recycled from a Japanese mailbag.

The bimonthly will be sent to 250,000 of the 600,000 subscribers to Organic Gardening (which will change its name to OG as it trims circulation), sold on newsstands for \$3.50 and available for \$19.96 for 12 issues.

Although Rodale said her magazine is the first of its kind, she acknowledges it will be compared most closely to Real Simple, Martha Stewart Living and O, The Oprah Magazine, all thriving. An early test of titles readers would prefer for the new organic publication, conducted by the Rodale firm before Winfrey launched her magazine, put "O" at the bottom of the list. "But my name isn't Oprah," Rodale said dryly.

Carrie Tuhy, editor of Real Simple, which has raised its rate base (circulation guaranteed to advertisers) to 900,000 from its March 2000 launch base of 400,000, despite some early problems, said she welcomes the competition. Her readers, she said, want to "choose wisely" and have a trusted magazine "do the legwork." They also "care about leaving the world a better place." They sound a lot like Organic Style's target readers.

"There's always room," said Samir Husni, a magazine expert and University of Mississippi journalism professor. Husni calls the Rodale launch a "smart move. It takes them out of the [gardening] niche and into a bigger audience.... We have all kinds of style magazines. Why not one that's organic?"

Magazine consultant Martin S. Walker, chairman of Walker Communications, said the magazine's success will depend on "how organic it's going to be. If it's like some of their other publications, I don't think it will make it. If it's more mainstream, then the timing is right." The company, he said, is weak in getting advertising, difficult for everyone in a depressed market. The launch issue has 45 ad pages out of 128, which Walker describes as "modest."

Organic Style publisher Bernadette Harrison Haley said she's satisfied with the ads, which include **Nautica**, Liz Claiborne, Buick and Clairol (highlighting ginseng in its formula). Rodale also is marketing a related line of Organic Style books, having found during the test run that the title sold well in bookstores, she said. She foresees growth for the magazine.

"It's Maria Rodale's baby, and she's the heir apparent" of Rodale Inc., said Walker. "So it's not going to get ignored."

LOAD-DATE: August 20, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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HOT PER SUITS. HFN The Weekly Newspaper for the Home Furnishing Network August 20, 2001

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ASAP

Copyright 2001 Fairchild Publications, Inc.

HFN The Weekly Newspaper for the Home Furnishing Network

August 20, 2001

SECTION: Pg. 62 ; ISSN: 1082-0310

IAC-ACC-NO: 78481061

LENGTH: 57 words

HEADLINE: HOT PER SUITS.

BODY:

A hot and sultry night was made even more so with **Nautica's** 2002 swimwear fashion show. Presented at the Penthouse of the Hudson Hotel in New York, David Chu's vision for summer included some swimsuits that are sure to inspire. After seeing the show, it begs the question: Will he translate these sexy looks into his home collections?

IAC-CREATE-DATE: September 21, 2001

LOAD-DATE: September 22, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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PULSE; The Daily News of Los Angeles August 20, 2001 Monday, Valley Edition

Copyright 2001 Tower Media, Inc.
The Daily News of Los Angeles

August 20, 2001 Monday, Valley Edition

SECTION: L.A. LIFE; Pg. L5

LENGTH: 293 words

HEADLINE: PULSE;

BODY:

FITNESS< TRIPLE THE CHALLENGE: If you're feeling particularly fit, it's not too late to sign up for the 15th annual **Nautica** Malibu Triathlon on Sept. 16. The event consists of a 1/2-mile swim in the ocean, an 18-mile bicycle ride along Pacific Coast Highway and a four-mile run along Zuma Beach. And you can sweat alongside such celebrities as Ian Ziering ("Beverly Hills 90210"), musician Shawn Colvin and Jerri Manthey ("Survivor: The Australian Outback"), to name a few signed up for the celebrity division competition. Event proceeds will benefit the Elizabeth Glaser Pediatric AIDS Foundation. To register, call (818) 707-8867 or visit www.mesp.com. The individual entry fee is \$75 for USA Triathlon (USAT) members and \$82 for non-members. Three-person relay teams are \$100 for USAT members and \$107 for others. Fees increase after Friday.

- Daily News

DIET BOOKS

NUTTY NUTRITION: We're convinced a new crazy diet book is published everyday, but one recent one caught our eye: "The Peanut Butter Diet" (St. Martin's; \$6.50) by Holly McCord, nutrition editor of Prevention magazine. Who wouldn't want to eat one of America's favorite snack foods and lose weight? Not to mention lower your cholesterol, as a study at Pennsylvania State University showed peanut butter can do. Skeptical? So are we. The trick, revealed in the book, is carefully monitoring the amount of peanut butter you eat. Women should not exceed two servings of two tablespoons each per day, and men should not exceed three servings. The book shares a neat trick for measuring peanut butter: Two tablespoons of peanut butter is about the same size as a ping-pong ball - you just need to keep a ping-pong ball on the kitchen counter.

- Daily News

EDITOR-NOTE:

HEALTH

GRAPHIC: Photo: (1) no caption (book: "The Peanut Butter Diet")

(2) ZIERING

LOAD-DATE: August 22, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Terms: [nautica](#) and [date](#)(geq (7/1/2001) and leq (12/31/2001)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Classic gear Hill Shire Times (Australia) August 21, 2001, Tuesday

Copyright 2001 Nationwide News Pty Limited
Hill Shire Times (Australia)

August 21, 2001, Tuesday

LENGTH: 140 words

HEADLINE: Classic gear

BODY:

NAUTICA will offer men a range of classic American sportswear that is most suitable for work and smart casual wear.

Its competition collection is orientated towards the person with an active sporting lifestyle who demands clothing be directional as well as functional.

Castle Towers is the company's first flagship store to open in Australia and will stock the entire range that is available including watches, sunglasses, luggage and fragrance.

Nautica Jeans Company, the store's denim collection, is perfect for that person who sees denim as an extension of fashion rather than solely as functional material.

Nautica believes classic American sportswear is investment dressing, as designs are not limited to one season and transcend time. They offer the wearer a sense of style that is not fashion driven and endures time.

LOAD-DATE: September 4, 2001

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

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Real Style The Cincinnati Enquirer August 21, 2001 Tuesday All Edition

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The Cincinnati Enquirer

August 21, 2001 Tuesday All Edition

SECTION: TMP; Pg. 1C

LENGTH: 352 words

HEADLINE: Real Style

BYLINE: Joy Kraft, The Cincinnati Enquirer

BODY:

Saleswoman finds value in fashion accessories

By Joy Kraft

The Cincinnati Enquirer

Accessories are a big part of Hilary Kaczmarek's style. So much so that the Colerain woman, 24, often carries a different purse almost every day and completes her outfits with coordinated jewelry and shoes.

"I have to lay it all out the night before," she says, to avoid the morning rush and get to her job selling cars at Walker Pontiac in Springdale.

Her friend and nominator, Jeanine Tucker, says, "she manages to pull together a beautiful wardrobe on a tight budget" and credits Ms. Kaczmarek with saving her from "more than one fashion disaster."

Your fashion philosophy: Clean. I try to have a sleek, modern look.

Your signature look: I have a different purse and different pair of shoes for each outfit. I have about 15 purses I use on a regular basis and about 25 in all. I try to keep them the same size because I switch them so often.

You can be found shopping: At Lazarus and Lane Bryant at Tri-County Mall, Dillard's and TJ Maxx. And I love the outlet mall at Jeffersonville on I-71 (Prime Outlets at Jeffersonville I).

You wouldn't be caught dead in: I wouldn't rule anything out. I'd wear anything as long as it looks cute.

You can never have enough: Shoes and purses. I have about 28 pairs of just sandals.

Best bargain: I got a \$300 **Nautica** winter coat for \$49 at the Jeffersonville outlet **Nautica** store. Granted, it was summer when I bought it, but it was a great price.

Earliest fashion memory: When I was about 9, my mom's best friend called me an "early bird" because I always dressed in something before it became a trend.

Favorite finishing touch: Earrings -- small studs, like diamonds. I have several pair and wear different ones every day.

Fashion pet peeve: Colored socks. I hate colored socks with gym shoes.

Send nominations to Joy Kraft, Cincinnati Enquirer, 312 Elm St., Cincinnati 45202; fax: 768-8330; jkraft@enquirer.com. Include their name, age, daytime phone and why they should be featured.

Hilary Kaczmarek pairs a modern look with coordinated accessories.

LOAD-DATE: July 23, 2003

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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PREPPING FOR FALL The New York Post August 25, 2001, Saturday

Copyright 2001 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

August 25, 2001, Saturday

SECTION: All Editions; Pg. 024

LENGTH: 1407 words

HEADLINE: PREPPING FOR FALL

BYLINE: CHRISTINA TAM

BODY:

September is just a hop and a skip away, and you know what that means - time to trade in those beach-bum shorts and flip-flops for something classy. We're talking back-to-school clothes, kids.

This fall, look for preppy plaids, corduroys, camouflage, and anything rhinestoned and glittery. Even favorites like cotton Ts, denim and sneakers have a new twist.

Here's the lowdown on the coolest looks this fall.

MAD ABOUT PLAID

"It's back to the preppy look," says Colleen Healy, fashion director at Marshall's.

Animal prints and pleather are so "last year." This fall's must-haves are plaid mini-skirts, slim plaid pants, argyle sweaters and corduroy pants.

Then mix them up with something fresh.

Pair a plaid mini-skirt with a glittery top. Team baggy corduroys with a crisp shirt. Or, newer still, try khaki pants that zip off at the knee so you can look preppy at school, then switch into shorts mode afterward.

Where you'll find 'em: Retro plaid skirts are \$9.99 at Kmart and T.J. Maxx; corduroy pants are \$16.99 at T.J. Maxx; khaki zip-off pants are \$42 at Macy's.

BASIC TRAINING

If you want to fit in with the in crowd, think camouflage.

"Camouflage is so huge this year," says Elina Kazan, public relations director at Macy's.

And it's not just for boys, she says. Expect to see girls' departments flooded with camouflage T-shirts, skirts, cargo pants, bags, totes and belts.

Aside from the usual Army green, the new camouflage comes in candy-colored combinations like red and pink, blues, and beige and brown.

Where you'll find 'em: At Kmart, sporty blue camouflage pants for girls are \$19.99; boys can go with green camouflage pants, \$19.99; Macy's has a belted beige/brown camouflage skirt by XOXO for \$59.

DOWN WITH DENIM

Afraid of forward fashion? Think denim. This year, there are plenty of jeans to choose from. "There will be a lot of funky jeans," said Macy's Kazan. "Low-rise jeans, rhinestoned jeans, jeans with cut-off waistbands, with zippers on the side and jeans with embroidery. They also come in different washes."

Thanks to Britney, Christina and J. Lo, girls are going for low-rise jeans - but not too low for school! - and belting them.

That perennial must-have - the denim jacket - is back, with variations on the theme. Girls are snapping up knee-length denim dusters, and boys are still banking on loose baggy styles.

Some kids like their jeans branded - and the names Sean John, Plugg, CK, Tommy Hilfiger, **Nautica** and Polo still rule.

"[Boys] like to wear a denim suit; pair a denim jacket with matching jeans," Kazan says.

Where you'll find 'em: Macy's sells rhinestone-belted jeans by Jolt for \$38 and black-belted jeans by Mudd for \$42, and denim dusters by Rampage for \$68; Marshall's has embroidered jeans for \$14.99. At Old Navy, studded denim mini-skirts are \$15.50. You'll find carpenter jeans by Route 66 for \$19.99 at Kmart, and loose-fitting Levi's for \$29.99 at Canal Jeans.

TOPS WITH ATTITUDE

"Younger girls will mimic their older sisters [by] wearing T-shirts with glitter or cute graphics," said Marshall's Healy.

They're called attitude Ts, and they're the hottest items right now. Trimmed with rhinestones or camouflage, or tie-dyed, the shirts are screen-printed with phrases like "Princess," "You Go Girl!" or "I Love My Attitude Problem!" - "anything that adds a little pizzazz," says Carolyn Moss, fashion director at Macy's. Tops for boys are more logo-driven. City logos, like "Bronx" or "New York," are hot sellers. Also, stock up on rugby shirts, with stripes or numbers, and fleece hoodies.

Where you'll find 'em: Attitude Ts at Macy's are \$22; at Target, 2 Grrrls shirts are \$8.99 to \$9.99.

FEET FIRST

"Footwear for the fall is really edgy and different," says Mary Signorino, a spokeswoman for Kids Foot Locker. "There's a lot of unique styling, bright colors and patterns."

Kids who are always on the go will like the new Nike Tremble training shoe. It's a slip-on, so there's no fussing with laces. It comes in a rainbow of colors.

Or go sleek with the Adidas Meteorite running shoe, which has a flap to hide the lacing.

For a dressier look, there's always a boot. "Both boys and girls will be wearing Timberlands," predicts Macy's Moss. The boots are the perfect way to kick off the fall - and get you marching back to school.

Where you'll find 'em: Kids Foot Locker has the Nike Tremble for \$64.99 (it's also available at Nike stores) and the Adidas Meteorite, also \$64.99; get Timberland boots, from \$49.99, at shoe stores and department stores.

GRAPHIC: -Third-grader Ellse Fredericks is commanding in an argyle sweater and matching skirt by Green Dog, and a Hello Little rolling schoolbag. NY Post: Jim Alcorn

-Aaron goes casual in New York Subway Kid T-shirt and Levi's. NY Post: Tamara Beckwith

-Nicholas Cutro (left) and Aaron Nutter - who share the kid's role in "The Full Monty" - do the full preppy. Nicholas wears a Tommy Hilfiger shirt with corduroys; Aaron's in plaid and **Nautica** khaki zip-off pants. NY Post: Tamara Beckwith


LOAD-DATE: August 28, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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PERRY ELLIS DISTRIBUTOR TARGETS TARGET CROWD The Miami Herald August 27, 2001 Monday FINAL EDITION

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The Miami Herald

Found on [Miami.com](#)

The Miami Herald

August 27, 2001 Monday FINAL EDITION

SECTION: BUSINESS MONDAY; Pg. 11G

LENGTH: 952 words

HEADLINE: PERRY ELLIS DISTRIBUTOR TARGETS TARGET CROWD

BYLINE: ELAINE WALKER, ewalker@herald.com

BODY:

George Feldenkreis is determined not to let department store chains control the success of Perry Ellis International.

After earnings and the stock price at his Miami apparel company dropped last year because of soft sales at the department stores, Feldenkreis decided it was time to change the distribution mix.

Perry Ellis, through its Supreme International division, has beefed up its sales to mass-market retailers like Target and Kmart, while reducing its dependence on the likes of Macy's and Burdines.

"We have really concentrated our efforts on the distribution chains that are successful," said Feldenkreis, the chairman and chief executive. "The reality is that more and more Americans are shopping at value-oriented retailers."

The company is also developing a new business segment, focusing on corporate apparel. Plus, it opened a test-market retail store at Sawgrass Mills.

The strategy is all about diversity for Perry Ellis, which owns or licenses the rights to a wide range of brand names including Manhattan, Andrew Fezza, Grand Slam, Munsingwear, John Henry, Pro Player, Mondo di Marco and Natural Issue. Those brands are spread across the retail landscape from Saks Fifth Avenue to Sears and Wal-Mart to Dillard's.

For Feldenkreis that diversity is the only way to quiet his nerves.

"I'm an insecure Cuban refugee," said Feldenkreis, who started the company originally known as Supreme International in 1967 selling guayabera shirts. "I have to make sure I'm always in a position where I won't sink."

The strategy paid off last week, when Perry Ellis reported its earnings for the second quarter. Despite a continued softness in the economy that has left many retailers struggling, Perry Ellis performed better than

most of its peers.

Although net income declined, the company exceeded analysts' expectations. For the quarter ending July 31, Perry Ellis reported net income of \$1.5 million, compared with \$1.8 million during the previous year. Total revenue for the quarter increased to \$65.8 million, from \$65.7 million last year.

"This company has always performed best when times have been difficult," said Oscar Feldenkreis, the company's president and chief operating officer. "We're very entrepreneurial and that is important when the economy is unstable."

Company executives say the reason for the decline in income is due to the costs associated with the relaunching of the Perry Ellis America jeans line and the start-up costs for the Sawgrass store.

But as those units start to yield revenues in the third and fourth quarters, company executives predict they will meet analysts' earnings estimates of between \$1.30 and \$1.35 per share.

The improved results are also showing up in the company's stock, which has been on a rebound this year, since hitting an all-time low of \$3.63 per share last October. The stock closed Friday at \$8.25, up 5 cents.

"If you look around at anybody else in retail, the results of Perry Ellis were terrific," said Jeff Stewart, a high-yield analyst with First Union Securities. "It's a testimony to the strength of the management team. It's a management team that never rests. They're working on things that are going to generate sales, three months, six months or nine months down the road."

One of the company's latest efforts is a new Hispanic sales and marketing initiative. Perry Ellis hopes to use its expertise on a consulting basis to help its retail customers better understand how to sell to Hispanic customers, dealing with everything from product colors to packaging.

At the same time, the company is also stepping up the presence of its new Cubavera and Havana Shirt Co. brands with products that bring a new, modern look to the traditional guayabera, as well as other designs with tropical colors and embroidery.

"We're the only ones that really have an understanding of the Hispanic market," George Feldenkreis said.

Perry Ellis is also continuing to step up its presence in the corporate apparel market with the signing earlier this month of a license agreement with **Nautica** Apparel. The license gives Perry Ellis the right to distribute corporate apparel, bags and accessories with the **Nautica** name and logo. The company already has the rights to distribute corporate apparel under the Perry Ellis and Ping names.

In a casual workplace that has many employees donning polo shirts and denim shirts with company logos, Perry Ellis sees a growth opportunity. For this quarter, corporate apparel represented 9 percent of total sales at just over \$5 million. Company executives expect that segment to continue to grow by double digits.

"We feel we can be the market leader in the corporate field," Oscar Feldenkreis said.

Both in the corporate arena and its general business, Perry Ellis is trying to cash in on its stable of brand names. The company has been on a buying spree for the last several years, snatching up undervalued brands at bargain-basement prices.

The biggest acquisition came with the 1999 purchase of the rights to the Perry Ellis trademark. The company now collects royalties from sales of all products using the Perry Ellis name.

Feldenkreis and his son are still in the market for new acquisitions, particularly one that would broaden its portfolio of brands by adding either a streetwear or surfwear line targeting the young men's market.

"The retail business is going to become even more difficult than it is today, and if you don't have good brands you're not going to be able to stay in business," George Feldenkreis said. "People identify with a brand name. That's what gives you a guarantee that you're buying a good product."

NOTES: CORPORATE STRATEGY

GRAPHIC: photo: George Feldenkreis with his son Oscar (a)

graph: Perry Ellis stock performance from September 2000 to August 2001 (see microfilm);

CHUCK FADELY, HERALD STAFF DRIVEN: Perry Ellis International chairman and CEO George Feldenkreis says being an 'insecure Cuban refugee' gives him his drive to succeed. His son, Oscar, right, is president.

LOAD-DATE: November 6, 2001

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fitting out funky fathers The Advertiser August 28, 2001, Tuesday

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The Advertiser

August 28, 2001, Tuesday

SECTION: FEATURES; Pg. 30

LENGTH: 237 words

HEADLINE: fitting out funky fathers

BYLINE: Laura Kendall

BODY:

Becoming a father does not have to mean abandoning style in favour of cardigans and sensible shoes. Fashion Writer Laura Kendall tracked down some funky fashion for dads in time for Father's Day.

As priorities change and tearing around after energetic toddlers becomes the order of the day, many fathers believe fashionable clothes are no longer appropriate.

But while comfort and durability are essential for active dads, individual style is also achievable.

For dads, the key to building a versatile wardrobe is giving basic items such as jeans and T-shirt an individual spin. Instead of baggy blue jeans, try dark denim in a lean cut and replace moth-eaten tops with fitted T-shirts and crisp button-down shirts. The best wardrobe for dads moves effortlessly from day to evening, with casual moleskins able to be dressed up with a hip striped shirt or a jacket with an excellent cut.

Of course, lazy Sunday afternoons with the children require an entirely different look - think three-quarter-length pants in wrinkle-free fabrics and colourful cotton T-shirts. Make the most of affordable menswear and surprise dad with a stylish gift on September 2.

Stockists: Roger David from Roger David stores.

Nautica Jeans, Marcs and Jag Jeans from David Jones Adelaide Central.

chetWynd from chetWynd, Adelaide Arcade, or mail order phone 8232 1336.

Models: Michael and Cruise from Rachel's Model Management.

LOAD-DATE: November 22, 2001

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*Juiced-up good looks; Sweet taste of orange flavors many local wardrobes Knoxville News-Sentinel
(Tennessee) August 30, 2001, Thursday*

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Knoxville News-Sentinel (Tennessee)

August 30, 2001, Thursday

SECTION: Style; Pg. B3

LENGTH: 541 words

HEADLINE: Juiced-up good looks; Sweet taste of orange flavors many local wardrobes

BYLINE: Kevin Cowan, News-Sentinel style writer

BODY:

Lemon yellow and lime green are bright spots in the citrus color spectrum. However, in East Tennessee, orange is the sweetest color in the fruit loop.

This time of year, thousands of people in the region begin seeing life, particularly Saturdays, through orange-colored glasses -- thanks to the popularity of University of Tennessee football.

Vol fans believe in dressing for the occasion. On Saturday, they will don their orange best for the season opener. Looks will range from T-shirts and shorts and logo-drenched apparel to more tailored looks. And as the weather cools down, outfits will become more interesting and substantial, when sweaters and jackets become part of the game plan.

Silk Purse and Sow's Ear owner Judy Gardner says orange is a winner, even when it isn't football time in Tennessee.

"It's such a good color," she said. "You don't have to be from this part of the country to know it's a big fashion color."

Indeed. Tangerine orange was touted as one of the hottest colors for spring and summer. At the fall shows held recently in New York, designers Betsey Johnson, Michael Kors, Anna Sui and Narciso Rodriguez added a splash of orange to juice up their collections. In and in department stores, mainstream lines by Ralph Lauren, **Nautica** and Tommy Hilfiger have been injected with the color.

"You see everything from the bright UT orange to the deeper shades for fall," Gardner said. "There are so many shades of it, you're bound to find a shade that's compatible with your skin tone."

Gardner recognizes that the shade can be a tough sell for some fashionistas, even in "Big Orange Country." She offered some ways to introduce the color into wardrobes.

"If you are a winter (a person who looks best in deeper tones), you might want to do a black shirt (maybe a turtleneck) and add an orange scarf, or drape an orange cardigan around the shoulders," she said. "That way you interject a little bit of the color."

Gardner also said an orange belt and a long necklace are other options.

Another stylish way women can show their Volunteer spirit is with makeup. A number of cosmetics companies offer products in various shades of the warm color. Clinique and M.A.C Cosmetics are among them.

Amanda Gladson, who works at the Clinique counter at Proffitt's West Town store, said the company makes two lipsticks that fit the bill: "Wild Card" and "Hot Shot," both in the coral family.

" 'Wild Card' is probably our best seller during football season," she said.

M.A.C. salesperson Michelle Williams, who also works at Proffitt's in West Town, said, "We have five shades of orange lipstick, two shades of gloss, two nail polishes, two eyes shadows and one blush."

She added, the brand's "Polyester" nail polish "is just like the UT orange. They go bananas for it."

The "Pantone Guide to Communicating Color" offers insight into why so many people flip for orange.

According to the book, "It is seen as playful, gregarious, happy and childlike -- children between the ages of 3 and 6 have a predilection for it, as do adolescents or anyone who got arrested in that stage of their development."

Aha! That explains everything.

Kevin Cowan can be reached at 342-6426 or cowan@knews.com.

GRAPHIC: (Color) This duo takes a sporty approach to orange style. Robert's outfit, by Polo Sport, teams a white lightweight nylon jacket, orange logo tee, blue nylon pants with white piping and a fleece headband. It's from Proffitt's. From Pam Kelly, Meghan's look combines a Red Line hooded sweat jacket, silver Michael Star T-shirt and silver Ungaro jeans.; FASHIONS

(Color) Robert wears a handsome grouping from M.S. McClellan. A Lacoste crewneck sweater anchors the look, which includes a Haupt plaid shirt and pleated trousers by Bill's Khakis.; FASHIONS

(Color) Meghan's Ralph Lauren Sport outfit is from Dillard's. It boasts a yellow, three-quarter-length linen blouse and bright-orange miniskirt. A white cable-knit sweater is at the shoulders.; FASHIONS

(Color) This outfit, from Martha Lee, just screams "Go Big Orange!" Meghan shows a Lisa International argyle sweater vest with whimsical poodle collars, an orange-and-white checked Foxcroft blouse and comfortable Bermuda shorts.; FASHIONS

(Color) Makunda is re

LOAD-DATE: September 17, 2001

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

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Serious business: ten office looks for fall highlight your fit body so well, you'll be unable to shed them when you call in sick and head outdoors; Brief Article; Buyers Guide Men's Fitness September 1, 2001

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Men's Fitness

September 1, 2001

SECTION: No. 9, Vol. 17; Pg. 80; ISSN: 0893-4460

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LENGTH: 336 words

HEADLINE: Serious business: ten office looks for fall highlight your fit body so well, you'll be unable to shed them when you call in sick and head outdoors; Brief Article; Buyers Guide

BODY:

[ILLUSTRATION OMITTED]

Caption: From left Wool suit(\$ 495), cotton/poly shirt (\$ 49) and polyester tie (\$ 45) by Kenneth Cole. * Tweed suit (\$ 495) by Kenneth Cole; wool knit turtleneck (\$ 275) by Iceberg; nylon bag (\$ 95) by A(X Armani Exchange. * Vehicle: Nissan Frontier. Mountain bike: XTC SE 1 by Giant.

[ILLUSTRATION OMITTED]

Caption: This page (from left) Corduroy suit (\$ 1,150) and knit tie (\$ 130) by Ermenegildo Zegna; cotton shirt (\$ 38) by Slates. * Wool/lycra jacket (\$ 295), wool/lycra pants (\$ 110) by Tommy Hilfiger; cotton shirt (\$ 70) by Claiborne; leather shoes (\$ 70) by Puma. * Red mountain bike: Giant XTC AC Air.

[ILLUSTRATION OMITTED]

Caption: Opposite page Brushed twill suit (\$ 325), cotton shirt (\$ 40) and tie (\$ 40) by **Nautica**; leather shoes (\$ 490) by A. Testoni. * Golf club: Wilson Fat Shaft Iron.

[ILLUSTRATION OMITTED]

Caption: This page (from left) Wool/lycra suit (\$ 200)Slates; cotton check shirt (\$ 80) by Joseph Abboud; polyester tie (\$ 45) by Reaction Kenneth Cole; cotton sweater (\$ 78) by A(X Armani Exchange; leather boots by Iceberg. * Camel-hair suit (\$ 795) and wool knit turtleneck (\$ 175) by Joseph Abboud; suede boots (\$ 450) by Parkerson; sunglasses(\$ 50) by Reaction Kenneth Cole. * Football: Wilson Official NFL Game Ball.

[ILLUSTRATION OMITTED]

Caption: Opposite page Wool jacket (\$ 298) and wool pants (\$ 98) by Banana Republic; wool sweater (\$ 250) by iceberg; leather boots (\$ 1.30) by Reaction Kenneth Cole. * Tennis racket: Head i.S12 Intelligence Racket.

[ILLUSTRATION OMITTED]

Caption: This page Wool suit (\$ 995) by Donna Karan; cotton shirt (\$ 50) and polyester tie (\$ 40) by Tommy Hilfiger; leather shoes (\$ 690) by A. Testoni. * Basketball: Wilson Response.

[ILLUSTRATION OMITTED]

Caption: Opposite page Wool suit (\$ 495) by Perry Ellis; rayon crew knit shirt (\$ 150) by Donna Karan; nylon belt (\$ 22) by Gap; leather shoes (\$ 130) by Reaction Kenneth Cole. * Soccer ball Wilson Phantom.

IAC-CREATE-DATE: June 16, 2003

LOAD-DATE: June 23, 2003

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Get these blues: Once the uniform of hard labourers, denim has become high style, finds Edwina Ings-Chambers Financial Times (London,England) September 1, 2001 Saturday

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Financial Times (London,England)

September 1, 2001 Saturday
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SECTION: HOW TO SPEND IT / MOTORING ; Pg. 10

LENGTH: 1255 words

HEADLINE: Get these blues: Once the uniform of hard labourers, denim has become high style, finds Edwina Ings-Chambers

BYLINE: By EDWINA INGS-CHAMBERS

BODY:

Dem bones, dem bones, dem hip bones. They're connected not just to your thigh bones, but to a fashion trend that is morphing by the moment: blue jeans.

Not since 1985, when Nick Kamen got all soapy for Levi's, has denim been so hot. Then, women of all ages dreamed of practising the launderette mambo No 501, and sales rocketed. Now, it is men who are doing the ogling as women's designer jeans jiggle back into the spotlight, upping prices, lowering waistlines and changing what it means to be blue.

Originally worn in the 18th century by labourers on cotton plantations, then designed and marketed by Levi (then Leob) Strauss as an indestructible uniform for US gold miners, blue jeans are now a fashion item with built-in obsolescence - a trendy purchase increasingly designed to last not a lifetime, but a season.

Dark blue Earl Jeans, which have been affixed to the hippest hips from Los Angeles to Tokyo since the company was founded five years ago, was the first mover in the growing niche jean market - and has proved that saucy designs can reap even saucier profits. The company was sold to the US fashion behemoth **Nautica** in April, for Dollars 86m.

Other upstarts are coming hot on its heels, using sophisticated cuts, customisation and insider word-of-mouth marketing to make legwear the opposite of utilitarian.

Gela Taylor and Pamela Skaist-Levy founded Juicy Couture in Los Angeles, pooling Dollars 100 each and producing T-shirts. From the start, they were "obsessed with fit and tailoring", and found consumers were, too. "The juicy fit" emphasises your best features, they say, though, as in most new designer denim, those "best features" seem not to exist above a US size 12 (UK 14).

"We're not catering to a wide demographic," admits Taylor. But they are trying to make up for this size exclusivity by providing a wide variety of styles for different shapes (there are about 600 in the range).

"Every woman has a different body shape and we have customers of all ages," he says, "so we have ultra

low rises - which are fantastic and we love - but if you have a little bit of a tummy and don't want it hanging out, then we have one that comes an inch and a half below your belly button to hold you in a little bit."

Juicy, wisely, doesn't restrict itself to denim, either. It has jeans in 18 colours of corduroy, 26 colours of terry cloth - yes, terry cloth - and in cashmere, all with the trademark tight fit.

Tellingly, the Juicy girls inject humour into the business of repositioning blue jeans business: labels on their jeans read "Juicy Couture Made in the glamorous USA"; slogans on T-shirts and bags tell you to "Have a Juicy Day". Jeans' prices range from Pounds 50 to Pounds 160 (Dollars 110-Dollars 150), depending on the fabric. The company's projected turnover for next year is Dollars 36m.

Sass and Bide is another company building up its own denim nation. The Sydney-based duo, Sara-Jane Clarke (who trained as an accountant, and is nicknamed Sass) and Heidi Middleton (a graphic designer, known as Bide), joined forces in November 1999.

While living in London, Middleton sold customised jeans in Portobello Market, and soon realised she was on to something. On returning home, she and Clarke set up in business with backing from an angel investor.

Like Juicy, Sass and Bide sells itself on cut and fabric. Women panic-buy the core range in bulk, and swear they've never found jeans like them. (The woman I watched doing just this was, incidentally, a walking beanpole.)

"We concentrate on stretch denim - it's at least 99 per cent of our collection," says Middleton. "Our best-seller, the East Village jean, is a classic, low-rise, smooth-fit hipster bootleg and looks rigid, but as soon as you put it on the comfort and stretch is there" (ADollars 149, Pounds 105, Dollars 125).

Sass and Bide aims to differentiate itself with customised detailing, too. Its premier range of denim jackets and corset vests feature French lace trim and hand painting (what would the miners think?) - right on trend. Prices range from ADollars 280 to ADollars 800 (Pounds 115-Pounds 550) for jackets to ADollars 550 for corset vests (they're not yet available outside Australia).

Though size 14 is as big as Sass and Bide goes ("If a girl has big hips we advise a flare to even the body out," says Middleton), the company still can't keep up with orders. It is now fulfilling only 50 per cent of domestic demand - "not intentionally," says Middleton - it has recently doubled warehouse space, and put a hold on further Australian stockists, though international outlets are growing fast.

"The market is still very much 90 per cent domestic and 10 per cent international," says Andrew Amos, the company's general manager, who is reluctant to divulge financial figures. "But we're expecting over the next 10 to 12 months that international business will rise to 40 per cent."

Back in Los Angeles, Seven is the latest newcomer on the cutting-edge block. Michael Glasser and Jerome Dahan, who worked together at Lucky, teamed up to launch their own denim label last September.

"We noticed a gap in the market," says Glasser. "There was Diesel and Earl selling at Dollars 120 and then Lucky at Dollars 70. We realised there was a place between the two where we could build a jeans brand."

The numbers seem to bear out their theory: Seven hoped for Dollars 2m turnover in the first year, but is now shipping orders for Dollars 1m a month. The price per pair ranges from Dollars 99 to Dollars 138 (Pounds 105-Pounds 120).

"We developed our own fit and our own washes at the laundry, used only European denim, and went out and tried to sell them. Now, they are on every celebrity butt in this town," says Glasser, the merchandiser. He credits Dahan, the designer, with perfecting the fit. "It gives a pick-up to the butt that makes it so attractive. There's nothing like that on a girl."

Sue Crowe, buyer at Harvey Nichols, says Glasser is right. "When the Seven jeans arrived, every single girl in the buying department bought a pair. They fit a multitude of shapes, and their washes and abrasions are interesting - so they have texture and fit," she says.

But Crowe bought Juicy and Sass and Bide as well, and says each of the three ranges has its own niche: "Sass and Bide is very streety, with a celebrity following - it's a young look. Juicy is such a massive range, there's a jean to fit everyone - they have a wider audience.

"Seven and Juicy are perhaps a little more forgiving."

Still, if the sound of these jeans leaves you swearing to live only on chickpeas just to fit into them, remember: all three brands have been built not on the back of large marketing budgets, but by word of mouth. Women are buying them for themselves.

These niche companies may be minnows in a business of whale-size firms such as Levi Strauss (whose net sales last year totalled Dollars 4.6bn), but by coaxing you to purchase ever-new blue jeans, rather than rely on that two-decades old, lovingly faded pair in your cupboard, they are definitely doing their bit for the industry.

* Juicy, in the UK: at Harvey Nichols (020-7235 5000) and Liberty (020-7734 1234); in the US: at Henri Bendel (+1 212-247 1100).

* Sass and Bide, in the UK: at Harvey Nichols (as before), Browns (020-7514 0047) and Musa (020-7937 6282); in the US: at Language (+1 212-431 5566); in Australia, stockist inquiries: +61 2-9667 1667.

* Seven, in the UK: at Harvey Nichols (as before); in the US: at Barneys (+1 212-593 7800) and Scoop (+1 212-925 2886).

LOAD-DATE: August 31, 2001

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FASHION & FITNESS; SPRING 2002 MENSWEAR; NY fashion week Newsday (New York) September 10, 2001 Monday

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Newsday (New York)

September 10, 2001 Monday ALL EDITIONS

SECTION: PART II, Pg. B10

LENGTH: 939 words

HEADLINE: FASHION & FITNESS;
SPRING 2002 MENSWEAR;
NY fashion week

BYLINE: By Francine Parnes; Francine Parnes is a freelance writer

BODY:

NATTY COLLEGE prepsters, cool surfer boys and weekend warriors were among the wide-ranging archetypes to be found at the spring menswear shows in New York last Friday and Saturday.

Tommy Hilfiger updated the fun fantasy of the moment, preppy chic. Hilfiger, who recalled summers spent in Nantucket, wasn't kidding when he used "New England preppy" to describe his slew of seaworthy styles. Down his runway made from wooden planks suggesting a boardwalk, he sent out boating shoes, and the news is, they're backless, guys, like women's mules. Then came navy blazers with silk neckties embroidered with upper-crust heraldic crests, at ease in any tony port of call. And all along he plundered the Muffy-and-Buffy wardrobe, coloring polo shirts and V-necks in golf shop brights like grass green and yellow.

In case you somehow still missed the prepster point, Hilfiger sent out tongue-in-cheek suits in head-to-toe madras. He didn't miss the boat with nautical looks, either, whimsically embroidering clothes with sailboats, lighthouses and whales. And just to mix it up, he threw in surfer styles such as drawstring pants perfect for a luau in exuberant Hawaiian prints. But it was his pants printed with outrageous, giant lobsters that somehow suggested Martha's Vineyard on steroids.

Hilfiger also saluted American sportswear, blanketing part of his collection in his signature red, white and blue. "America is the melting pot," he said after his show. "I like athletic, preppy, Nantucket and mixing it all up."

Typical of menswear, preppy may not be the newest look on the block. But Hilfiger's version is not just retro, it's also hip and funky. And it can appear novel to his youthful consumers, such as front-row attendee Macaulay Culkin, 21, at his first-ever Fashion Week show.

By staying the course with preppy looks, Hilfiger left some spectators wondering where all his glitzy hip-hop stuff had gone? By swapping slouchy for ship-shape he is counting on saleable styles, with the kind of

clothes that first established his name in the fashion lexicon. "I'm getting back to my roots," Hilfger said. "I'm very happy because it's what we do best."

John Varvatos continued with his signature rustic styles, this time inspired by a trip to Tuscany. His rugged looks fit for the country come in soothing shades of sand, oatmeal and toast, in touchable textures like linen and supple silks. Olive- or stone-colored pullovers, khaki single-breasted suits and camel-colored suede jackets and pants, shown with desert boots, underscore the relaxed mood of understatement.

Among his favorite looks are an olive and camel unlined plaid jacket, left unironed, with an even more rumpled olive pinstriped cotton shirt and a black suit worn with a really rumpled black and white striped shirt.

But wait. Aren't wrinkles as unfashionable on clothes as on skin? As one fashion editor at the presentation said, "If my mother saw this, she would do her darndest to iron out the wrinkles, and there'd go the look. Plus, she'd think I was a fool for buying a wrinkled shirt."

Not so, said Varvatos. "You can be rumpled and look like a total mess. But rumpled can be chic, too," said the designer, who provided clothes for Tom Cruise in his upcoming film "Vanilla Sky." "It's a perception. The idea was taking something classic, like a striped shirt, and giving it a twist."

Busting loose from the runways, John Bartlett staged a compelling presentation with blindfolded models in blacked-out mock prison cells, as flood lights intermittently flashed. Bartlett made his jailhouse rock, pairing oversized, traditional prison-striped "inmate pants" with denim blazers and handpainted T-shirts depicting women praying or political statements. Accessories of choice: chain-gang belts from waist to floor, tattooed arms emerging from sleeveless black leather tops, and an imposing Coptic cross set against a bare chest. If you peered close enough, mysteries unfolded: seemingly faded jeans were actually suede, artfully printed to look like denim.

Designer Gene Meyer's own twist was updated athletic looks. He embellished shirts, sweaters and jackets with graphic racing stripes across the chest. "I was inspired by athletes, who symbolize fun, sex appeal, weekends, irreverence and 'forever young' to lots of men," said Meyer.

Twenty-four-year-old designer Sandy Dalal returned to New York Fashion Week after two seasons in Milan. Dalal, whose customers have included Beck, Aerosmith and Chris Rock, previewed a small collection abloom in perennial spring favorites, namely floral prints, which he combined with plaids for a striking mismatch. A floral shirt in earth colors underscored an ethnic mood when paired with a Nehru collar white cutaway jacket and paisley pants. His collection, which he said was inspired by a trek to China, Indonesia and South Africa, included an olive lace top, sheer, with green checked pants. "I wanted to use skin as an element," he said. "The magic part of spring is using skin as a color."

Elsewhere, mainstream megabrand **Nautica**, true to its name, struck a note for nautical styles. Many of the looks reflect technical sailing gear, in the guise of lightweight outerwear that can be worn on a boat. The mood is evoked via gray windpants, white mesh tank tops and metallic nylon jackets with blue neoprene trim. **Nautica** designer David Chu typically presents the kind of collection that men can easily see fitting into their own closets. In this collection, that included basics as simple as a white denim jacket, white T-shirt and blue jeans.

GRAPHIC: 1) Photo by James Patrick Cooper - At left, a cool trio of easy-to-wear basics by **Nautica's** David Chu. 2) Photo by James Patrick Cooper - At lower left, rumpled chic at John Varvatos 3) Newsday Photo / Bruce Gilbert - and athletic chic at Gene Meyer. 4) Photo by James Patrick Cooper - In a spring collection that drew heavily from his preppy past, Tommy Hilfger updated the classics such as this soft jacket and plaid shirt at left. 5) Photo by James Patrick Cooper - Above, the lobster stroll: Hilfger's fun and funky take on spring. 6) Photo by Robert Spencer - Below, a floral shirt over plaid pants at Sandy Dalal.

LOAD-DATE: September 10, 2001

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Tailored preppy looks carry spring shows The Houston Chronicle September 13, 2001, Thursday

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The Houston Chronicle

September 13, 2001, Thursday 2 STAR EDITION

SECTION: HOUSTON; Pg. 10

LENGTH: 1415 words

HEADLINE: Tailored preppy looks carry spring shows

SOURCE: Knight Ridder Newspapers

BYLINE: HOLLY HANSON

DATELINE: NEW YORK

BODY:

NEW YORK - Just three years ago, in the heady days of a booming economy, the menswear fashion shows could easily fill four or five days, with superstars like Calvin Klein, Donna Karan and Ralph Lauren leading the pack.

But times have changed. For spring 2002, the roster this past weekend was painfully small - barely enough shows to fill even one day. No Calvin, no Donna, no Ralph.

But surprisingly, the few menswear designers who staged spring shows this past weekend provided a strong and varied display. Varvatos, with his trademark combination of Old-World techniques and modern styling, offered clothes for grown-ups, while Tommy Hilfiger and **Nautica** aimed at a younger, more boyish market. In between, there was the intellectual, artsy direction of Gene Meyer, Sandy Dalal and John Bartlett.

In short, there was something for everyone.

The men's shows were part of Fashion Week Spring 2002, which was to run through Friday with dozens of designers presenting women's clothes. The remaining four days of shows were postponed until October after Tuesday's terrorist attacks on the World Trade Center.

Here's a look at menswear's greatest hits for spring 2002:

John Varvatos

Varvatos kept things simple, inviting journalists and buyers to a cocktail reception and still-life presentation in his downtown showroom.

Actors Chris Noth and Eddie Cibrian mingled with the crowd, and singer Leona Naess - whom Varvatos

Introduced as a friend of the house - provided the entertainment.

In his fourth season, Varvatos is one of New York's biggest stars, the winner of the industry's top award for menswear this year. His signature look is strong and defined, a mix of immaculate construction, one-of-a-kind fabrics and relaxed, effortless style.

His beautiful dress shirts are a case in point. Though perfectly tailored from elegant cotton voiles and linens, they are worn offhandedly, slightly crinkled, never tucked in and with French cuffs left to dangle.

The same casual luxury pervades his summer suits. A sleek, two-button model skims comfortably over the body, its clean lines accented by the lack of a traditional breast pocket. A three-button suit of black denim is at once elegant and racy.

These are clothes for men, not boys.

Tommy Hilfiger

Manly attire doesn't seem to be a consideration for Hilfiger, who keeps his collection youthful. Always a fan of the preppy look, Hilfiger this time takes his inspiration from the sporty classics of Nantucket, where he has a home.

And his timing is good. Since preppy shapes and colors started making a comeback last winter, the eye is once again accustomed to boat shoes, webbed belts and pink shirts.

That's a good thing, because those preppy standards are only the beginning of Hilfiger's spring line. Hilfiger takes his Nantucket inspiration seriously, with his version of Nantucket Reds, the washed-out red pants that are a Nantucket uniform.

He also makes liberal use of madras plaids (in nontraditional colors such as lilac and orange), scatters embroidered whales across pastel sweaters and fearlessly mixes pink, yellow, navy and dark green in the same outfit. Whew!

Thanks to Hilfiger's superior workmanship and a slimmed-down fit, this stuff all looks pretty cool - even if you are probably too old to wear most of it once you hit 23. That means that Macaulay Culkin, who was in the front row, still has a few years.

Nautica

You never see anyone up at the Oscars in a tuxedo made by **Nautica**. That's because the signature style of this label, designed by David Chu, is far too relaxed.

That easy-going outlook can be a risk, however. Sometimes, the collection is so laid back that it looks like Chu didn't try very hard. For spring, though, it has a refreshing ease and appeal brought out by the use of soft, washed fabrics and a crisp blue-and-white color scheme.

Like Hilfiger, Chu took inspiration from the seaside - looking to Biarritz and Portofino for their mix of sophistication and comfort.

On the sportswear side, the key ensemble is the seersucker suit, done in the traditional blue and white with a white cotton tank top underneath. That's about as dressy as the collection gets; the other jacket option is an ivory linen blazer worn with washed-blue jeans.

The other mainstay of the **Nautica** collection is athletic, high-performance gear. Here, there are nylon sailing parkas and wind pants, racer-style spandex swimsuits and knee-length shorts with a metallic cast.

Gene Meyer

What a childhood Gene Meyer must have had. The 40-ish designer loves to look back to the '70s in his fashion collections, and he does it with a vengeance for spring.

He calls it "Memories," citing such details as "white golf shoes," "chartreuse walls," "lots of stripes" and "jocks with long hair" as starting points for the clothes. And except for the white golf shoes, which thankfully did not appear on Meyer's runway, it's all there.

Color is Meyer's trademark, and he doesn't hesitate to use it. Sometimes, the color comes in bold blasts, as in the hot pink cotton shirt with vertical stripes placed where suspenders would be. Sometimes it's more subtle, as in the mint green cotton sweater with a small red heart on the front.

Meyer pairs his colorful shirts and sweaters with a variety of low-slung pants and jeans. Most have flared legs and drag on the floor, as '70s jeans were supposed to. Meyer updates with a tiny detail, splitting the end of each side seam on the jeans, so that the hem turns up casually.

Meyer's models, who looked like the long-haired jocks of his memory, mostly strode barefoot down the runway, which was covered in thick rugs done in vivid blocks of color. Yes, they're Meyer's latest project.

John Bartlett

For some designers, the presentation is more important than the clothes. That appears to be the case with John Bartlett, who continued the routine, started last season, of staging an elaborate production that offered a strong political message but a minimal view of new clothes.

Bartlett staged his Installation, as he called it, in one of New York's state armories. He opened his press notes with a quote from writer Jean Genet: "A man must dream a long time in order to act with grandeur, and dreaming is done in darkness."

Then he posed 25 models inside minimally lighted white metal cells, dressing them in striped garments and outfitting them with chain necklaces, white blindfolds and hand-painted T-shirts that railed against violence. At intervals, a loud bang echoed and all the lights went off.

What was the message? That prison reform begins with better clothes?

All that aside, there were some interesting pieces.

There were, of course, plenty of stripes, including seersucker shirts, widely striped coats and pinstriped trousers, usually in black and white.

But the clothes also had a raw, primitive quality. Shirts had raveled armholes, as if the sleeves had been torn off. Hand-painted T-shirts carried messages scrawled with such rage they were barely readable. And low-slung pants were often belted in several places along the leg.

Bartlett, who is Harvard educated, clearly brings plenty of intelligence to his collection. One wonders, though, where all that anger came from.

Sandy Dalal

Just 25, Sandy Dalal has had his own business for more than four years. His experience shows in a collection that is sophisticated and well-considered.

Like Bartlett, Dalal wishes to make a statement with his designs, so he called this collection Poetic Aggression, penning that slogan across the back of some T-shirts.

In their construction and detail, Dalal's clothes were made to look as though "they'd been through something," he said.

That meant a floral-print shirt whose pattern was indistinct, as if the dyes had run. It was a pair of pants stitched from diamond-shaped inserts, as if the pants had come apart and been put back together. It was a suede jacket whose edges were rippled and uneven, as if they'd been hacked off at random. It was black jeans that had been bleached along the front and back of the legs, then recolored red or bright blue.

Dalal didn't depart from his signature looks, however. A checked suit in a fresh olive-and-rust color scheme was worn with a paisley shirt. The pants were short, a Dalal trademark.

Though most customers won't grasp all the nuances of Dalal's conceptual design, they will find clothes that are beautifully made and have a distinctive look.

GRAPHIC: Photos: 1. Tommy Hilfiger's spring 2002 menswear collection pairs a striped cotton polo shirt with cotton pants embroidered with lobsters; 2. David Chu's spring 2002 collection for **Nautica** includes clothing with the relaxed, casual look for which he is known.; Associated Press photos

TYPE: -LINKS-


LOAD-DATE: September 15, 2001

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

Terms: [nautica](#) and [date](#)(geq (7/1/2001) and leq (12/31/2001)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Menswear designers already planning spring break *South Bend Tribune (Indiana) September 16, 2001*
Sunday

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South Bend Tribune (Indiana)

September 16, 2001 Sunday Michigan Edition

SECTION: SUNDAYPUNCH; Pg. F4

LENGTH: 434 words

HEADLINE: Menswear designers already planning spring break

BYLINE: By SAMANTHA CRITCHELL; Associated Press Writer

BODY: NEW YORK - Menswear designers who showed vastly varying collections during the opening of New York Fashion Week did have one collective message for spring 2002: Their minds are elsewhere.

Tommy Hilfiger thought Nantucket Island when he dreamed up whale-embroidered shirts, sweaters and pants in sherbet colors, and David Chu of **Nautica** -- as always -- was fantasizing about a worldwide sailing expedition as he devised several windproof, athletic-oriented pieces adorned with drawstrings, hoods and zippers. (One-third of the collection was dubbed "Star Class" after a sleek Olympic-class boat.)

Of course, the **Nautica** sailor would fit in just fine wearing a seersucker suit at whatever chic seaside resort he lands in.

Even Everett Hall, who is best known for classic tailored suits, showed inspiration from tropical lands in a group of crisp linen tunics paired with wide-leg linen pants. Kenneth Cole says items such as a white, cracked-leather coat and layers of long-sleeve

T-shirts are targeted toward "an urban traveler, a renegade with an uninhibited elegance."

Gene Meyer's "vacation" must have been a memory of that two-month break he enjoyed as a teen-ager, since his collection was filled with retro color combinations splashed on striped T-shirts and slim pants.

"My overall theme is the American classic -- Nantucket-inspired," said Hilfiger before the show, his first in years at the tents at Bryant Park in mid-Manhattan, which is Fashion Central for the eight days of previews for editors and retail buyers.

"These are clothes for the irreverent preppy guy who wants to be a little cool," Hilfiger explained.

On the runway, Hilfiger even offered a tutorial for the man who wants to spice up his otherwise conservative look, putting together a navy tropical wool blazer, bright green oxford shirt, red embroidered silk tie ... and a nylon drawstring pant.

And for the now-successful business executive who remembers his hippie days fondly, Hilfiger offered a tie-dye T-shirt under a sweater vest and red denim bell-bottom pants with an otherwise nautical outfit of a blue-and-white striped sweater and boat shoes.

Bright colors, including kelly green, lime green, pink and tangerine, are important for the spring collection,

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LIFE: LINGERIE IS MOULIN MAD Birmingham Evening Mail September 20, 2001, Thursday

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Birmingham Evening Mail

September 20, 2001, Thursday

SECTION: Pg. 32

LENGTH: 416 words

HEADLINE: LIFE: LINGERIE IS MOULIN MAD

BYLINE: Diane Parkes

BODY:

WE are all going Moulin Rouge crazy - and the lingerie firms are loving it. Triumph softens the look with a soft stretch bustier top with matching briefs, string, bra and suspenders. Available in black or aubergine, the top costs pounds 35. And Aristoc goes fishnet crazy with range including two-tone, diamond and backseam patterns from pounds 5 at House of Fraser stores.

Fend off the spots with Neutrogena's new Clear Pore Cream Wash. Using camomile and aloe to soften and clean skin, a tube costs pounds 4.99 at chemists and supermarkets.

England rugby player Dan Luger will be signing rugby balls at Beatties in Solihull on Sunday, September 23. Luger will be promoting the **Nautica** autumn and winter range of men's clothing.

The Body Shop brings us a new weapon in our complexion's battle against the outside world. Its Green Label collection includes aloe vera for dry skin, jojoba for normal, seaweed for oily and camomile for all types. All products are under pounds 8.

Do you owe a friend a favour? Ragdale Hall health spa is offering a free place to a friend during a promotion in December and January. The centre near Melton Mowbray has just been named health spa of the year for the third year running. Contact 01664 434831.

Having a bad hair day? Get some help from the experts. Trevor Sorbie's Professional range includes more than 20 products aiming to help all our hair problems from frizz to shine. Prices start at pounds 3.99 at Boots.

Original Source is relaunching its orange hair products - with even more fruit than previously. Orange is blended with grapefruit for volume, lemon for balance, tea tree for protection or almond for richness. Bottles of shampoo and conditioner cost pounds 2.99 at supermarkets and chemists.

Johnson's new baby powder with camomile and lavender is so gentle mums will be using it themselves. Available at chemists, a tub costs pounds 2.69.

Don't leave the guys out. Estee Lauder's Pleasures for Men collection aims to offer the boys equal protection against the elements. Products include shave gel and face moisturiser. Prices start at pounds 12.50 from Estee Lauder counters in department stores.

Calvin Klein helps us to cover up with the launch of a new range of cream foundations and powders. Look

out for the highlighter to add sheen. Prices are from pounds 9.50 to pounds 23 at department stores.

It's your chance to collect pounds 1,000 towards

a car, holiday and much, much more, next page

LOAD-DATE: September 21, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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FALL FASHION PREVIEW Dayton Daily News (Ohio) September 23, 2001 Sunday CITY EDITION

Copyright 2001 Dayton Newspapers, Inc.
Dayton Daily News (Ohio)

September 23, 2001 Sunday CITY EDITION

SECTION: LIFE; Pg. 5E

LENGTH: 97 words

HEADLINE: FALL FASHION PREVIEW

HIGHLIGHT: FROM THE COVER

BODY:

How to go

* **What:** Vintage fashion show/luncheon and tour of Hawthorn Hill, home of the Wright brothers.

* **When:** Noon Oct. 5.

* **Where:** Dayton Country Club, 555 Kramer Road, Oakwood, with tours of Hawthorn Hill before and after lunch.

* **Admission:** \$35. Reservations required.

* **More info:** 461-1165.

* **Tours of Hawthorn Hill:** Offered Oct. 6-7. Admission is \$12, with proceeds to the Montgomery County Historical Society. Reservations required. Call 461- 1165.

GRAPHIC: PHOTO, STEPPING OUT: Iridescent wine A-line skirt by Niki (\$149), sleeveless mock neck

rayon/nylon sweater (\$39) and matching cardigan (not shown, \$69). Onyx bracelet (\$22) and earrings (\$14) by Liz Claiborne. All from Lazarus., **BACK IN THE SADDLE**: Anything horsey is guaranteed to win a blue ribbon this fall. The equestrian look incorporates leather and suede jackets, riding boots. She models a houndstooth skirt with fringe (\$79), ribbed cowl-neck sweater (\$39), black cowl-neck sweater (\$49), all from INC. Black embossed belt with rhinestone buckle by Steve Madden (\$36), cable tights by Hue (\$17.50), embossed drawstring bag by Dooney & Bourne (\$325), side-stitched black knee boots by Bandolino (\$139). He models a leather bomber jacket by **Nautica** (\$398) and suede button-front shirt by Claiborne (\$150), layered with wide-ribbed knit olive turtleneck by Club Room (\$45). Stretch pant by Kenneth Cole (\$68). All from Lazarus., **MILITARY MANEUVERS** : She wears a two-piece washable suede ensemble in olive by Robert Krugman. Jacket (\$174) and boot skirt (\$163), silk and cotton scarf by Descours of France (\$77). Earrings by Echo of the Dreamer (\$408). All from Touch of Class in Oakwood. Makeup by Michelle Lester of Michelle Skin Care in Kettering. Hair by Colleen Horn of Shapes for Hair in Oakwood. He wears a single-breasted three-button taupe coat and double-reverse pleated pants by Coppley Apparel (\$495), burgundy tencel long-sleeve sport shirt (\$125) by Robert Barakett, black T-shirt by Kenneth Cole (\$45). Black shoe (\$145) and belt (\$45) by Kenneth Cole. All from Robert Howell Lauterbach Clothier in the Fifth Street Center, downtown., **CLASSIC CHIC - THE 7/8 COAT**: Long crested black wool jacket (\$270) shown with long-sleeve white and poppy cotton shirt (\$68) and sanded twill deep poppy jean (\$59). All from Lauren by Ralph Lauren. At Elder-Beerman Dayton Mall, Centerville and the Mall at Fairfield Commons., **CHOCOLAT** : From camels to rich dark chocolate, brown is the color of the season. Add fur trim, boots and a brooch; you can't be more stylish. Shown: Rena Rowan chocolate pantsuit with fur collar (\$169 and \$99), gemstone bracelet and brooches from Haskell (\$20 each), a jewel ring from Swarovski (\$85) and chocolate boots from Sesto Muccl (\$216). All from Parisian. **STYLE FILE**

LOAD-DATE: September 25, 2001

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

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INSIDE THE SOUTHPARK FLAGSHIP. Daily News Record September 24, 2001

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Daily News Record

September 24, 2001

SECTION: Pg. 23 ; ISSN: 1041-1119

IAC-ACC-NO: 79289750

LENGTH: 411 words

HEADLINE: INSIDE THE SOUTHPARK FLAGSHIP.

BYLINE: Lloyd; Brenda

BODY:

While Belk's SouthPark store is in the midst of a major renovation, it's already a fine department store, on a scale with such competitors as Rich's and Burdines. Men's wear is on the main level and, when the renovated is finished, will have its own mall entrance. Men's currently is in a horseshoe formation around cosmetics.

The major national brands are represented here, including the three big collections -- Tommy Hilfiger, **Nautica** and Polo -- as well as Chaps and Claiborne for Men. Among the dress shirt labels are Perry Ellis, Geoffrey Beene, Arrow, Gitman Bros., Ferrell Reed and Van Heusen, and neckwear brands include Bill Blass, Van Heusen and Ferragamo. Loungewear brands include **Nautica**, Tommy Hilfiger, Calvin Klein and Izod.

Dress pants vendor offerings come from Chaps, DKNY, Perry Ellis Portfolio, Haggar and Haggar Black Label, while casual pants brands include Dockers, Savane and Duck Head. Crossings, Alexander Julian, Timberland, Bungalow Brand and M.E. Sport are among the names in casual tops. There are specified areas for Cutter & Buck, **Nautica** Jeans, Polo Jeans and Tommy Jeans, and Tommy Bahama is well represented.


The golf brands that get big play are Bobby Jones, Greg Norman Collection, Polo Golf and Ashworth. The store also offers Nike, Adidas and Columbia Sportswear. Directly across from men's sportswear is young men's, which offers a variety of names, including Lucky Brand, Diesel, Unionbay, OP, U.S. Expedition and Levi's, as well as Sean John.

There's even a Big & Tall section with Polo/Ralph Lauren, Izod, Savane, Van Heusen, Jockey, Arrow, Levi's and Bungalow Brand. Leather goods include Ghurka and Fossil. The lower level has a Mitchell's Tuxedo shop by an entrance. On that same level is a pleasant restaurant and wine shop that also offers a deli.

The Belk store that opened last year at Snellville Pavillion in Snellville, Ga., is much smaller than SouthPark or the Raleigh Crabtree Valley Mall store, but it is on the outer edges of what is considered the Atlanta suburbs -- more than 30 miles from downtown. Its co-anchors are Kohl's, Old Navy and Goody's. It carries many of the same brands as the larger stores, and offers tailored clothing and Big & Tall. It has a racetrack layout, with men's to the left of the entrance, women's to the right and home in the back, but all of it connected by a wide circular aisle. Jewelry, footwear and other accessories are in the center of the store.

IAC-CREATE-DATE: October 19, 2001

LOAD-DATE: October 20, 2001

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

Terms: [nautica and date\(gaq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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YOUR STYLE The Augusta Chronicle (Georgia) September 25, 2001 Tuesday,

Copyright 2001 Southeastern Newspapers Corporation
The Augusta Chronicle (Georgia)

September 25, 2001 Tuesday, ALL EDITIONS

SECTION: XTREME, Pg. 001

LENGTH: 110 words

HEADLINE: YOUR STYLE

BODY:

THE FACTS: Lynthia Byrd, 16, a junior at Westside High School, and Darnell Blocker, 16, a junior at Glenn Hills High School

THE LOOK: She: Baby Phat Jean Company denim jumper (\$110) and Steve Madden sandals (\$69) from Rich's.

He: FUBU Dirty South jersey (\$62) from Rich's, **Nautica** jeans (\$40) from **Nautica** Clothing Company and Nike Air Force I sneakers (\$75) from Foot Locker.

FASHION STATEMENT: She: "I like this outfit because it's a representation of me: simple and to the point."

He: "I like this outfit because it represents where I'm from - Dirty South! Plus, it's one of a kind and it represents me in all new ways."

LOAD-DATE: October 4, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*THE SHOWS GO ON; FASHION'S BIG NAMES CLOTHES RANKS Rocky Mountain News (Denver, CO)
September 27, 2001 Thursday Final Edition*

Copyright 2001 Denver Publishing Company
Rocky Mountain News (Denver, CO)

September 27, 2001 Thursday Final Edition

SECTION: MILE HIGHSTYLE; Pg. 3D

LENGTH: 2145 words

HEADLINE: THE SHOWS GO ON;
FASHION'S BIG NAMES CLOTHES RANKS

BYLINE: Lesley Kennedy, News Style Editor

DATELINE: NEW YORK

BODY:

Sept. 11 began like any other day. Writers, buyers and stylists filed into the tents at Bryant Park on Sixth Avenue, where Fashion Week was held, for a 9 a.m. presentation by designer Liz Lange.

The collection of maternity clothes was shown, but when the audience headed out the doors, ready to see the Douglas Hannant 10 a.m. show, they were quickly evacuated.

From the midtown location of the shows, no one knew that terrorists had just attacked the World Trade Center towers and that the Pentagon had also been hit. But after taking a few steps outside the tents, the devastation slowly became clear.

Fashion Week was immediately canceled. Some designers - including Hannant, Calvin Klein, Donna Karan, Michael Kors and Oscar de la Renta - decided to show their collections to a limited number of guests last week.

Other shows have been rescheduled to take place Oct. 22-24.

Before Sept. 11, Fashion Week had been off to its usual start, though some notable names were missing from the lineup. Helmut Lang and Puff Daddy's line Sean John opted to show in Paris. Richard Tyler, Badgley Mischka and Daryl K chose not to show this season.

The shuffling lineup had fashion insiders a little concerned, but with more than 100 designers still showing their collections, there were still plenty of clothes to be seen.

Menswear started off the week slowly, with the only big names - Tommy Hilfiger and **Nautica** - presenting collections, along with lesser-known designers Everett Hall, Gene Meyer, Francis Hendy and John Varvatos.

But by Sunday, the action started to pick up with womenswear taking center stage. Early on, some trends started to emerge: miniskirts, short jackets, low-slung pants and belts, trench coats, wrap tops and dresses, asymmetrical lines, crocheted pieces and the color white all dominated the runways.

The light, airy and colorful fashions pushed aside thoughts centered on this fall's wardrobes. The spring

but Hilfiger has gone back to what he says he does best -- red, white and blue garments with clean lines and a little humor. That must be where the navy and red lobster-print pants come in.

Making clothes fun, spirited and, most importantly, wearable is the best plan for turning around the slumping menswear industry, said the designer.

LOAD-DATE: September 27, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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STEPPING UPSTAIRS. HFN The Weekly Newspaper for the Home Furnishing Network September 17, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

September 17, 2001

SECTION: Pg. 8S ; ISSN: 1082-0310

IAC-ACC-NO: 79287645

LENGTH: 813 words

HEADLINE: STEPPING UPSTAIRS.

BYLINE: Webb, Carla

BODY:

The growth of upstairs dinnerware sales continued in 2000, with a 6 percent increase from 1999, possibly confirming last year's prediction that the dinnerware market might be getting back to formality.

In formal china, platinum-banded place settings continued to be popular, making it more of a staple in formal dinnerware as opposed to a trend. Its popularity continues in 2001, with 24 of the top 25 formal china patterns being platinum-banded in the first quarter, according to market research firm Macomber Associates.

Some vendors attempted to make more of a name for themselves in upstairs dinnerware. For example, **Nautica**, which entered the housewares dinnerware market a few years back, targeted upstairs china departments with the **Nautica** Island Shores Tableware, which was made by Pfaltzgraff.

Still, this is not to say the housewares dinnerware business is slumping. With a 2 percent increase in sales last year, housewares dinnerware, which has been driving sales in the overall category for years, continued to account for the bulk of dinnerware revenue.

Despite the impending maturation of the housewares dinnerware category, after a period of rapid growth, tabletop manufacturers still see it as an important segment. Oneida acquired Sakura in fall 2000 in an attempt to gain some ground in the casual dinnerware market, while leading glassware manufacturer Arc International bought Mikasa in the spring, introducing it to a new segment of the market and giving Arc a foothold in the housewares dinnerware industry (as well as the formal market).

Designers who have already made their names in other areas of the home delved into dinnerware. Home furnishings maven Raymond Waites signed with Certified International to produce ceramic dinnerware and ceramic and glass tabletop accessories. Clothing designer Joseph Abboud designed a collection of dinnerware for PTS America under the company's Westbury Court brand to target the upstairs department, and Cheri Blum licensed her name to PTS for casual dinnerware. Calvin Klein left Nan Swid and, after floating around without an anchor for a good part of the year, signed on with Salton's Block China.

The channels of distribution for housewares dinnerware remained virtually unchanged, with mass merchants still leading the group, followed by department and specialty stores. Some mass merchants,

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Going wide The Dallas Morning News September 20, 2001, Thursday

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The Dallas Morning News

September 20, 2001, Thursday THIRD EDITION

SECTION: FID; Pg. 7F; GUY'S GUIDE

LENGTH: 592 words

HEADLINE: Going wide

SOURCE: Staff Writer

BYLINE: ROB BRINKLEY

BODY:

Years. A decade, even. That's how long it took guys - most of us anyway - to let loose of our loose-fitting pants.

Finally, of course, we snugged into skinny cuts. Pulled on pairs no plumper than two pencils. Even forced ourselves into flat-fronts. Designers had at long last convinced us that slim was in.

Guess what. The silhouettes, they are a-changin'.

When Influential menswear designers such as John Varvatos and Gene Meyer sent their models down the runways at the fall shows, you couldn't help but notice: There was room in those britches. Pant legs billowed a bit. The skinny on "skinny" was that maybe, just maybe, it was over.

Keith Carlisle, a menswear buyer for Stanley Korshak, believes roomier cuts are "a trend that will stay with us" - which explains the store's commitment to fuller pants from Mr. Varvatos and the luxe Armani Collezione.

"A lot of guys like wider pants," he adds. "For large guys with big thighs - like athletes - a lot of the flat-fronts tend to be narrower through the legs. These guys can't wear them."

Problem solved. Pants have loosened up, in cuts from sailor to The Sopranos. It's not a flare, but instead a fullness that runs from waistband to hem.

"One silhouette that's important now is the flat-front pant with a larger leg," confirms Colby McWilliams, a menswear buyer for Neiman Marcus. "John Varvatos, Gucci, Donna Karan - almost everybody has one."

But this isn't a swing to the comically oversized cut of Jnco jeans fame or the one-size-fits-three styling of the hip-hop crowd. These trousers and denims are regular size, just roomier than the stretch and tech pants that have dominated menswear for so many seasons. And the fuller cuts are coming from everyone from designer Everett Hall to **Nautica's** David Chu to the prolific P. Diddy. (Many of his fall guys didn't even wear shirts, just spacious Sean John khakis and jeans - topped with fur coats, of course.)

So, if it's back to baggy down below, what's on top? Everything from suit coats to sweaters. Wider pants can dress up and down.

"They can be very elegant and drapey," says Mr. McWilliams, "or they can be very fun." Mr. Meyer showed his with snug, graphic-slashed vests. Mr. Varvatos paired his with relaxed, three-button jackets over T-shirts. Mr. Hall tried four-button coats over turtlenecks. At **Nautica** and Sean John, the pants were shown with equally baggy sweaters - sometimes tucked in, sometimes hanging loose. Anything goes.

The same for shoes. Footwear for these pants runs the gamut from lace-ups to loafers to lug-soled boots. Mr. McWilliams even wears tennis shoes with his own full-cut Varvatos suit trousers - a look Mr. Varvatos himself loved when he met Mr. McWilliams during a public appearance at Neiman Marcus.

But lest you think just the pant leg is affected by all this room to roam, think again. Another change is in the fold: pleats. Tastemaker Tom Ford declared, "Pleats are so back," then proceeded to prove it by showing them on full-cut, multi-pleated trousers in his spring and summer 2001 collections for Gucci. His fall collection followed suit. Marc Jacobs did likewise (for Louis Vuitton), and so did Ralph Lauren (for his Polo line) and Miuccia Prada.

And these power players aren't the only ones saying, "Pleats, please."

"We have a lot of customers who still want a pleated pant," says Korshak's Mr. Carlisle. "They have flat-fronts, but they want both. They want options."

So, skinny, step aside. This fall, it looks as if we'll be making room for wide.

GRAPHIC: PHOTO(S): (1-4. EVANS CAGLAGE/Staff Photographer) 1. High contrast: Gene Meyer put snug sweaters over his loose-fitting trousers. 2. Luxe and loose: John Varvatos' full-cut suit pants. 3. Jean scene: **Nautica's** baggy denims look great topped with a chunky sweater. 4. Check it out: Wide-cut windowpane pants from Sean John.

LOAD-DATE: September 21, 2001

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

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LIFE: LINGERIE IS MOULIN MAD Birmingham Evening Mail September 20, 2001, Thursday

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Birmingham Evening Mail

September 20, 2001, Thursday

SECTION: Pg. 32

LENGTH: 416 words

HEADLINE: LIFE: LINGERIE IS MOULIN MAD

BYLINE: Diane Parkes

BODY:

WE are all going Moulin Rouge crazy - and the lingerie firms are loving it. Triumph softens the look with a soft stretch bustier top with matching briefs, string, bra and suspenders. Available in black or aubergine, the top costs pounds 35. And Aristoc goes fishnet crazy with range including two-tone, diamond and backseam patterns from pounds 5 at House of Fraser stores.

Fend off the spots with Neutrogena's new Clear Pore Cream Wash. Using camomile and aloe to soften and clean skin, a tube costs pounds 4.99 at chemists and supermarkets.

England rugby player Dan Luger will be signing rugby balls at Beattles in Solihull on Sunday, September 23. Luger will be promoting the **Nautica** autumn and winter range of men's clothing.

The Body Shop brings us a new weapon in our complexion's battle against the outside world. Its Green Label collection includes aloe vera for dry skin, jojoba for normal, seaweed for oily and camomile for all types. All products are under pounds 8.

Do you owe a friend a favour? Ragdale Hall health spa is offering a free place to a friend during a promotion in December and January. The centre near Melton Mowbray has just been named health spa of the year for the third year running. Contact 01664 434831.

Having a bad hair day? Get some help from the experts. Trevor Sorbie's Professional range includes more than 20 products aiming to help all our hair problems from frizz to shine. Prices start at pounds 3.99 at Boots.

Original Source is relaunching its orange hair products - with even more fruit than previously. Orange is blended with grapefruit for volume, lemon for balance, tea tree for protection or almond for richness. Bottles of shampoo and conditioner cost pounds 2.99 at supermarkets and chemists.

Johnson's new baby powder with camomile and lavender is so gentle mums will be using it themselves. Available at chemists, a tub costs pounds 2.69.

Don't leave the guys out. Estee Lauder's Pleasures for Men collection aims to offer the boys equal protection against the elements. Products include shave gel and face moisturiser. Prices start at pounds 12.50 from Estee Lauder counters in department stores.

Calvin Klein helps us to cover up with the launch of a new range of cream foundations and powders. Look

out for the highlighter to add sheen. Prices are from pounds 9.50 to pounds 23 at department stores.

It's your chance to collect pounds 1,000 towards

a car, holiday and much, much more, next page

LOAD-DATE: September 21, 2001

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FALL FASHION PREVIEW Dayton Daily News (Ohio) September 23, 2001 Sunday CITY EDITION

Copyright 2001 Dayton Newspapers, Inc.
Dayton Daily News (Ohio)

September 23, 2001 Sunday CITY EDITION

SECTION: LIFE; Pg. 5E

LENGTH: 97 words

HEADLINE: FALL FASHION PREVIEW

HIGHLIGHT: FROM THE COVER

BODY:

How to go

* What: Vintage fashion show/luncheon and tour of Hawthorn Hill,
home of the Wright brothers.

* When: Noon Oct. 5.

* Where: Dayton Country Club, 555 Kramer Road, Oakwood, with tours
of Hawthorn Hill before and after lunch.

* Admission: \$35. Reservations required.

* More Info: 461-1165.

* Tours of Hawthorn Hill: Offered Oct. 6-7. Admission is \$12, with
proceeds to the Montgomery County Historical Society. Reservations
required. Call 461- 1165.

GRAPHIC: PHOTO, STEPPING OUT: Iridescent wine A-line skirt by Niki (\$149), sleeveless mock neck

rayon/nylon sweater (\$39) and matching cardigan (not shown, \$69). Onyx bracelet (\$22) and earrings (\$14) by Liz Claiborne. All from Lazarus., BACK IN THE SADDLE: Anything horsey is guaranteed to win a blue ribbon this fall. The equestrian look incorporates leather and suede jackets, riding boots. She models a houndstooth skirt with fringe (\$79), ribbed cowl-neck sweater (\$39), black cowl-neck sweater (\$49), all from INC. Black embossed belt with rhinestone buckle by Steve Madden (\$36), cable tights by Hue (\$17.50), embossed drawstring bag by Dooney & Bourke (\$325), side-stitched black knee boots by Bandolino (\$139). He models a leather bomber jacket by **Nautica** (\$398) and suede button-front shirt by Claiborne (\$150), layered with wide-ribbed knit olive turtleneck by Club Room (\$45). Stretch pant by Kenneth Cole (\$68). All from Lazarus., MILITARY MANEUVERS : She wears a two-piece washable suede ensemble in olive by Robert Krugman. Jacket (\$174) and boot skirt (\$163), silk and cotton scarf by Descours of France (\$77). Earrings by Echo of the Dreamer (\$408). All from Touch of Class in Oakwood. Makeup by Michelle Lester of Michelle Skin Care in Kettering. Hair by Colleen Horn of Shapes for Hair in Oakwood. He wears a single-breasted three-button taupe coat and double-reverse pleated pants by Copley Apparel (\$495), burgundy tencel long-sleeve sport shirt (\$125) by Robert Barakett, black T-shirt by Kenneth Cole (\$45). Black shoe (\$145) and belt (\$45) by Kenneth Cole. All from Robert Howell Lauterbach Clothier in the Fifth Street Center, downtown., CLASSIC CHIC - THE 7/8 COAT: Long crested black wool jacket (\$270) shown with long-sleeve white and poppy cotton shirt (\$68) and sanded twill deep poppy jean (\$59). All from Lauren by Ralph Lauren. At Elder-Beerman Dayton Mall, Centerville and the Mall at Fairfield Commons., CHOCOLAT : From camels to rich dark chocolate, brown is the color of the season. Add fur trim, boots and a brooch; you can't be more stylish. Shown: Rena Rowan chocolate pantsuit with fur collar (\$169 and \$99), gemstone bracelet and brooches from Haskell (\$20 each), a jewel ring from Swarovski (\$85) and chocolate boots from Sesto Mucci (\$216). All from Parisian. STYLE FILE

LOAD-DATE: September 25, 2001

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

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INSIDE THE SOUTHPARK FLAGSHIP. Daily News Record September 24, 2001

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Daily News Record

September 24, 2001

SECTION: Pg. 23 ; ISSN: 1041-1119

IAC-ACC-NO: 79289750

LENGTH: 411 words

HEADLINE: INSIDE THE SOUTHPARK FLAGSHIP.

BYLINE: Lloyd, Brenda

BODY:

While Belk's SouthPark store is in the midst of a major renovation, it's already a fine department store, on a scale with such competitors as Rich's and Burdines. Men's wear is on the main level and, when the renovated is finished, will have its own mall entrance. Men's currently is in a horseshoe formation around cosmetics.

The major national brands are represented here, including the three big collections -- Tommy Hilfiger, **Nautica** and Polo -- as well as Chaps and Claiborne for Men. Among the dress shirt labels are Perry Ellis, Geoffrey Beene, Arrow, Gitman Bros., Ferrell Reed and Van Heusen, and neckwear brands include Bill Blass, Van Heusen and Ferragamo. Loungewear brands include **Nautica**, Tommy Hilfiger, Calvin Klein and Izod.

Dress pants vendor offerings come from Chaps, DKNY, Perry Ellis Portfolio, Haggar and Haggar Black Label, while casual pants brands include Dockers, Savane and Duck Head. Crossings, Alexander Julian, Timberland, Bungalow Brand and M.E. Sport are among the names in casual tops. There are specified areas for Cutter & Buck, **Nautica** Jeans, Polo Jeans and Tommy Jeans, and Tommy Bahama is well represented.

The golf brands that get big play are Bobby Jones, Greg Norman Collection, Polo Golf and Ashworth. The store also offers Nike, Adidas and Columbia Sportswear. Directly across from men's sportswear is young men's, which offers a variety of names, including Lucky Brand, Diesel, Unionbay, OP, U.S. Expedition and Levi's, as well as Sean John.

There's even a Big & Tall section with Polo/Ralph Lauren, Izod, Savane, Van Heusen, Jockey, Arrow, Levi's and Bungalow Brand. Leather goods include Ghurka and Fossil. The lower level has a Mitchell's Tuxedo shop by an entrance. On that same level is a pleasant restaurant and wine shop that also offers a deli.

The Belk store that opened last year at Snellville Pavillion in Snellville, Ga., is much smaller than SouthPark or the Raleigh Crabtree Valley Mall store, but it is on the outer edges of what is considered the Atlanta suburbs -- more than 30 miles from downtown. Its co-anchors are Kohl's, Old Navy and Goody's. It carries many of the same brands as the larger stores, and offers tailored clothing and Big & Tall. It has a racetrack layout, with men's to the left of the entrance, women's to the right and home in the back, but all of it connected by a wide circular aisle. Jewelry, footwear and other accessories are in the center of the store.

IAC-CREATE-DATE: October 19, 2001

LOAD-DATE: October 20, 2001

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

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YOUR STYLE The Augusta Chronicle (Georgia) September 25, 2001 Tuesday,

Copyright 2001 Southeastern Newspapers Corporation
The Augusta Chronicle (Georgia)

September 25, 2001 Tuesday, ALL EDITIONS

SECTION: XTREME, Pg. 001

LENGTH: 110 words

HEADLINE: YOUR STYLE

BODY:

THE FACTS: Lynthia Byrd, 16, a junior at Westside High School, and Darnell Blocker, 16, a junior at Glenn Hills High School

THE LOOK: She: Baby Phat Jean Company denim jumper (\$110) and Steve Madden sandals (\$69) from Rich's.

He: FUBU Dirty South jersey (\$62) from Rich's, **Nautica** jeans (\$40) from **Nautica** Clothing Company and Nike Air Force I sneakers (\$75) from Foot Locker.

FASHION STATEMENT: She: "I like this outfit because it's a representation of me: simple and to the point."

He: "I like this outfit because it represents where I'm from - Dirty South! Plus, it's one of a kind and it represents me in all new ways."

LOAD-DATE: October 4, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*THE SHOWS GO ON; FASHION'S BIG NAMES CLOTHES RANKS Rocky Mountain News (Denver, CO)
September 27, 2001 Thursday Final Edition*

Copyright 2001 Denver Publishing Company
Rocky Mountain News (Denver, CO)

September 27, 2001 Thursday Final Edition

SECTION: MILE HIGHSTYLE; Pg. 3D

LENGTH: 2145 words

HEADLINE: THE SHOWS GO ON;
FASHION'S BIG NAMES CLOTHES RANKS

BYLINE: Lesley Kennedy, News Style Editor

DATELINE: NEW YORK

BODY:

Sept. 11 began like any other day. Writers, buyers and stylists filed into the tents at Bryant Park on Sixth Avenue, where Fashion Week was held, for a 9 a.m. presentation by designer Liz Lange.

The collection of maternity clothes was shown, but when the audience headed out the doors, ready to see the Douglas Hannant 10 a.m. show, they were quickly evacuated.

From the midtown location of the shows, no one knew that terrorists had just attacked the World Trade Center towers and that the Pentagon had also been hit. But after taking a few steps outside the tents, the devastation slowly became clear.

Fashion Week was immediately canceled. Some designers - including Hannant, Calvin Klein, Donna Karan, Michael Kors and Oscar de la Renta - decided to show their collections to a limited number of guests last week.

Other shows have been rescheduled to take place Oct. 22-24.

Before Sept. 11, Fashion Week had been off to its usual start, though some notable names were missing from the lineup. Helmut Lang and Puff Daddy's line Sean John opted to show in Paris. Richard Tyler, Badgley Mischka and Daryl K chose not to show this season.

The shuffling lineup had fashion insiders a little concerned, but with more than 100 designers still showing their collections, there were still plenty of clothes to be seen.

Menswear started off the week slowly, with the only big names - Tommy Hilfiger and **Nautica** - presenting collections, along with lesser-known designers Everett Hall, Gene Meyer, Francis Hendy and John Varvatos.

But by Sunday, the action started to pick up with womenswear taking center stage. Early on, some trends started to emerge: miniskirts, short jackets, low-slung pants and belts, trench coats, wrap tops and dresses, asymmetrical lines, crocheted pieces and the color white all dominated the runways.

The light, airy and colorful fashions pushed aside thoughts centered on this fall's wardrobes. The spring

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

Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)

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INSIDE GRANBY The Virginian-Pilot (Norfolk, Va.) September 28, 2001 Friday

Copyright 2001 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, Va.)

September 28, 2001 Friday Final Edition

SECTION: DAILY BREAK, Pg. E3

LENGTH: 382 words

SERIES: Editor's note: This is the first of a monthly series that takes a peek into various Hampton Roads high schools.

HEADLINE: INSIDE GRANBY

BYLINE: JAVIERA CONTRERAS, COREY BOONE AND KELLY TAGGART, THE VIRGINIAN-PILOT

BODY:

PINK TIMBERLAND boots. Technology. "Ice-chillin' " diamond chains. The Commons Area.

This is Granby High School.

It sits majestically on - what else - Granby Street in Norfolk looking like a school Archie Andrews might have attended back in 1959. But step inside and that perception is dashed.

Shiny tile floors house billowing green plants. Windows, cameras and more cameras let you know that this school is wired.

And can you believe how clean it is?

"Impressive" was the first word senior Anthony Owens, 17, thought when he was a freshman entering Granby.

What's impressive about it? How about the computers and printers in each classroom? Each student has access to his or her own Internet account and email address. Students can also see a listing of the week's activities on TVs located in each classroom.

The hi-tech upgrades began in 1995 and ended 27 months later with a food court reminiscent to a mall's and a network of computers.

For Principal Michael Caprio, the upgrades were just "common sense." He took students to malls and various colleges, including Hampton University and Old Dominion, to check out their lunch facilities.

"Kids told me what they wanted," he said.

What they got is the Commons area, a multi-purpose lunchroom with five lunch lines, including a deli, pizza and South of the Border line.

So are the students impressed by all this new stuff?

"The technology and computers in every classroom are great," said Tricia Dever, 16, a junior.

Family PC magazine thought so, too. The publication named Granby to its Top 100 Wired Schools in the Nation list this spring.

But a school is more than just its equipment. The students are what gives the school its personality.

Walk through the halls and you're bound to hear somebody holler "Holla!" Frequently used as a pickup line - "hey, girl, let me holla at you" - the phrase has now become part of Granby's vernacular. Inspired by hip-hop moguls Jay-Z and Missy Elliott, the phrase can be heard throughout the day.

While holla-ing, students might be wearing designer clothes from **Nautica** or diamond chains and bracelets. But the hottest item is the new pink Timberland boots.

Senior Chantell Phillips, 17, bought the popular footwear because "everyone was wearing them."

NOTES:

Next up: Hickory High School In Chesapeake

GRAPHIC: GARY C. KNAPP COLOR PHOTOS

Edmarie Rodriguez... Katrina Robinson... Amber Murray... Derek Damiani... ...common area... Graphic School: Granby High School City: Norfolk School nickname: Comets Student body: 2,200 Favorite classes: History, photography, lunch Best lunch meal: Pizza, deli sandwiches People are wearing: dark blue jeans, studded or glitter shirts, **Nautica**, Timberland People are saying: "Yo," "Gus," "Whatever," "Holla" People are listening to: "Rock the Boat" by Aaliyah Everybody's watching: "106 and Park: Top Ten Live" on BET Everybody's talking about: the terrorist attacks, Aaliyah's death, shark attacks This school is special because: It's clean and has been renovated with state-of-the-art technology.

LOAD-DATE: September 29, 2001

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

Terms: [nautica](#) and [date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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A NATION CHALLENGED: THE AIRPORTS; Thousands of Jobs at Stake As Terminal Shops Struggle The New York Times September 29, 2001 Saturday

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The New York Times

September 29, 2001 Saturday
Late Edition - Final

SECTION: Section C; Column 1; Business/Financial Desk; Pg. 3

LENGTH: 741 words

HEADLINE: A NATION CHALLENGED: THE AIRPORTS;
Thousands of Jobs at Stake As Terminal Shops Struggle

BYLINE: By JOE SHARKEY

BODY:

Retail businesses at the nation's airports, which have expanded to resemble malls in the last few years, are experiencing huge losses from the decline in travel after the Sept. 11 terrorist attacks.

"It's scary, and the future is very uncertain," said Pauline Armbrust, the publisher of Airport Retail News, a trade magazine that covers airport shops and food businesses. Retail and food sales at the top 25 airports were projected to account for more than \$2.3 billion this year, before business plummeted.

"Sales are down about 40 percent since Sept. 11," Ms. Armbrust said. "This is devastating to many retailers. They're going to have to lay off a lot of people and cut costs."

The problem is compounded by sharp declines in revenues for airports. Most airports are owned by municipalities or public authorities that went heavily into debt in the recent boom in terminal expansions to meet the surging growth in airline passengers, a rise to more than 660 million last year from 465 million in 1990.

With air travel still down, shops -- many of them inside secure terminal areas that have been closed off to all but ticketed passengers -- are being hurt. But so are the airports themselves, with landing-fee revenue off sharply amid uncertainties about whether airlines will make timely payments on fees they pay to rent terminal space.

Yesterday, a group of airport retailers spoke with executives from 15 airports about their problems, including their ability to pay rent.

"Everybody's in trouble," one participant told Airport Retail News, which began a daily newsletter to augment its monthly magazine during the crisis. "Airports have to pay their bonds. The retailers have high fixed costs, payroll and inventory."

"One of the key issues here is what's going to happen with the rent" to airports, said Gregg Paradies, the chief operating officer of Paradies Shops Inc., an Atlanta company that operates about 300 stores in 57

airports under brand names like Brooks Brothers, Sharper Image, **Nautica**, PGA Tour and Shades of Time. A leading participant in the recent trend toward the so-called malling of airports, sales at Paradies have nearly doubled, to more than \$200 million, in the last five years.

Like other retailers, Mr. Paradies said business seemed to be picking up slightly in recent days, but he would not guess how long it might be before what he called double-digit losses could be reversed.

It will not be any time soon, he said.

"What we're doing now is making sure we're around to see it," he said.

"We will have some layoffs, like everybody in the industry," he added, but declined to estimate how many of the company's approximately 2,000 employees might lose their jobs.

"We're doing whatever we can to avoid massive layoffs" by shortening operating hours and reducing workweeks, he said.

Airports have been reluctant to consider deferring or reducing retailers' rents because they, too, are experiencing serious losses as airlines cut back and as airports' costs for bolstering security rise.

Domestic airports could lose as much as \$3 billion this year as a result of the attacks, according to the Airports Council International, a trade group. The association estimated that nearly 10,000 employees of airport shops and restaurants could be laid off.

Last week, major rating services placed airport bonds on review for possible downgrades.

"We have never seen such a period of financial and operational strains on the airports," said Adam Whiteman, a senior vice president of Moody's Investors Service. He said the airports were losing money in all of their revenue areas, including airline fees and payments from shops, restaurants, parking lots and car rental and ground transportation concessions.

"Most of the large airports in the United States have upwards of \$1 billion in debt outstanding apiece, and some of them go as high as \$3 billion or \$3.5 billion," as a result of expansion programs, he said.

"What we're seeing now is markedly different from the last major downturn we saw in the airport industry, which was during the Persian Gulf war in 1991," he said.

"In 1991, we had a defined enemy; we knew when the war was won. This time, we have an already very weak airline industry, a massive erosion in confidence in flying. After the gulf war, it took about 10 months for passenger traffic to come back. It is not clear to us at Moody's how long it is going to take for passenger traffic to bounce back this time."

URL: <http://www.nytimes.com>

GRAPHIC: Photo: A shop at the Pittsburgh International Airport yesterday. Business in terminals has tumbled since the Sept. 11 attacks. Travel is down and access to stores and restaurants has been reduced by increased security. (Gary Tramontina for The New York Times)

LOAD-DATE: September 29, 2001

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

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LINENS 'N THINGS, BB&B ALREADY BEDDING DOWN FOR WINTER. HFN The Weekly Newspaper for the Home Furnishing Network October 1, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

October 1, 2001

SECTION: Pg. 17 ; ISSN: 1082-0310

IAC-ACC-NO: 79287726

LENGTH: 794 words

HEADLINE: LINENS 'N THINGS, BB&B ALREADY BEDDING DOWN FOR WINTER.

BYLINE: Goldbogen, Jessica

BODY:

PARAMUS, N.J.-Shoppers may still be wearing shorts and tank tops, but Bed Bath & Beyond and Linens 'n Things here are already gearing up for the cold weather. Both retailers here the week of Sept. 17 had prominent displays of cold-weather bedding, such as flannel sheets and down comforters.

At Linens 'n Things, a bin of house-brand flannel sheets was positioned at the entrance to the bedding department. With patterns of plaid and gingham, the sheet sets were priced from \$ 15 for a twin set to \$ 30 for a king set.

Nearby, comforters and more flannel sheets were displayed in a boutique area. A display bed was stacked with different weights of down comforters. One wall was devoted to more down comforters and included an informational sign from Pacific Coast that explained the different comforters' designs, fabric qualities, warranties and guarantees.

Sample squares of different comforters offered customers the opportunity to feel the merchandise, which was sold in muslin bags. The display included a television, apparently intended to play an informational video about the comforters, which was turned off at the time of HFN's visit.

The retailer offered seven different types of Pacific Coast Comforters, with quality levels named after different gemstones. For instance, Ruby featured 230-thread-count construction, 28-ounce fill weight and a retail price of \$ 150 for a full. Also displayed on the wall were flannel comforters and jersey knit comforters in wintry plaids, sold under the LNT Home house brand.

An aisle gondola display was stocked with Celebrity brand down comforters. Priced at \$ 60 for any size, the comforters had a 230-thread-count construction and between 18- and 29-ounce fill.

In a separate area of the store, near the blankets, were down alternative comforters. Options included Sealy Posturepedic Adoration comforters with non-allergenic fill for \$ 80 to \$ 120 and Sleepwell down comforters with a bonus pillow for \$ 90.

Duvet covers were merchandised in a separate boutique, with overhead signs that read, "Pronounced doo-

VAY. It's French for comforter cover." Informational shelf talkers explained why duvet covers are needed and how to take care of them.

LNT Home duvets sold for between \$ 40 and \$ 80 for solid colors in 100 percent cotton. Other brands included Burlington House, Richloom, Country Linens and Croscill. Meanwhile, Bed Bath & Beyond is also emphasizing cold-weather bedding. Flannel was in a special section within the bedding department and marked with shelf talkers.

Cotton, heavyweight sheets came in solids, plaids and floral prints. They sold for \$ 20 to \$ 60 for a set and were made by Zorlu for Bed Bath & Beyond. The sheet sets were cross-merchandised with fun bedroom accessories, such as sleep masks and bed pockets.

Also under Bed Bath & Beyond's house label were flannel comforters in plaids and wintry patterns like snowflakes. They were priced from \$ 40 to \$ 100.

Extra-long twin flannel sheet sets for dorm beds were made by Divatex for Bed Bath & Beyond. Options included solids and prints or yarn-dyed plaids, and sold for \$ 25 to \$ 30. Divatex also supplied the retailer with flannel comforters packaged in a natural-colored flannel bag for \$ 40 to \$ 100.

A nearby clearance bin held patterned flannel sheets that ranged from \$ 15 to \$ 50.

As for down comforters, Pacific Coast also appeared to be Bed Bath & Beyond's main supplier. Comforters were on a display wall, with samples to touch. Instead of Linens 'n Thing's gemstones, Bed Bath & Beyond's collections were named after European cities. For instance, Zurich was a 260-thread-count comforter with 550 fill power for \$ 150.

Other comforter options included a Summer Breeze comforter for warm climates, an Aristocrat polyfill down alternative comforter and a Primaloft polyfill comforter by United Feather and Down.

For temperature-incompatible couples, Bed Bath & Beyond carried an Insuloft dual-weight down comforter by United Feather and Down for \$ 200 to \$ 250.

Comforters were merchandised with comforter storage bags and antibacterial pillow protectors.

In the duvet section, a sign listed the "Top Five Reasons to Buy a Duvet Cover," such as that they're easy to change and clean, offer a quick redecorating option and protect the down comforter.

Displayed near the comforters were house-brand flannel duvets in plaids and prints for \$ 30 to \$ 50. Another aisle had more duvet sets, such as gingham options from American Pacific for \$ 60 to \$ 90. There were also 600-thread-count cotton sateen covers from Hotel Fine Linens for \$ 130 to \$ 150. More duvet covers were by suppliers like Bay Linens, **Nautica**, Hawthorne Hill, Wamsutta and Whitney Street Corp.

IAC-CREATE-DATE: October 19, 2001

LOAD-DATE: October 20, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Cup couture; clothing suggestions for the 2001 Ryder Cup team; Brief Article Golf Digest October 1, 2001

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Golf Digest

October 1, 2001

SECTION: No. 10, Vol. 52; Pg. 21 ; ISSN: 0017-176X

IAC-ACC-NO: 78802791

LENGTH: 201 words

HEADLINE: Cup couture; clothing suggestions for the 2001 Ryder Cup team; Brief Article

BYLINE: Rudy, Matthew

BODY:

Anyone who saw the shirts Ben Crenshaw picked for the American Ryder Cup team to wear on singles Sunday at The Country Club in 1999 probably wishes the weather had been cold enough to require a sweater. Crenshaw's maroon creation (splattered with historic sepia photographs) was, um, not the most flattering, even on a body as precisely sculpted as David Duval's (left).

Since Curtis Strange hasn't unveiled the clothes his team will wear at The Belfry, Golf Digest Fashion Editor Eileen Rafferty Broderick asked some of the most prominent names in men's fashion to come up with their own design for a Ryder Cup shirt--if only to give Strange some guidance.

Tommy Hilfiger's flashy design did not stray too far from his logo--red and white stripes across the front and a field of blue stripes and white stars across the back. **Nautica** went even more traditional--a solid blue shirt with a thin stripe across the front and a discreet Ryder Cup logo on the breast. Joseph Abboud's submission had a retro feel--1920s earth tones and a diamond pattern.

None of them would make it into Doug Sanders' closet (what, no fuchsia?), but these guys can outfit our company scramble team anytime. Y

IAC-CREATE-DATE: October 22, 2001

LOAD-DATE: October 23, 2001

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

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*TWO ROADRUNNERS WIN THEIR AGE GROUPS The San Luis Obispo Tribune October 3, 2001 Wednesday
TRIBUNE EDITION*

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TRIBUNE

Found on [SanLuisObispo.com](#)

The San Luis Obispo Tribune

October 3, 2001 Wednesday TRIBUNE EDITION

SECTION: SPORTS; Pg. C2

LENGTH: 74 words

HEADLINE: TWO ROADRUNNERS WIN THEIR AGE GROUPS

DATELINE: Malibu

BODY:

Four members of the SLO Roadrunners Triathlon Club competed in the **Nautica** Malibu Triathlon Saturday at Zuma Beach in Malibu.

Chris Stehula, 16, won the men's 14-17 age group by 14 minutes, finishing at 1:25:54.

Ingrid Warren won the women's 45-49 age group by the same margin with a time of 1:44:18.

Dustin Brown finished in 1:40:55 in the men's 45-49 age group and Bill Daw competed in the 40-44 age group, finishing in 1:46:11.

LOAD-DATE: November 28, 2001

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

Terms: [nautica](#) and [date](#)(geq (7/1/2001) and leq (12/31/2001)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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ADVENTURES IN SHOPPING Courier News (Bridgewater, NJ) October 5, 2001 Friday

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Courier News (Bridgewater, NJ)

October 5, 2001 Friday

SECTION: LIFESTYLE; Pg. 6B

LENGTH: 1093 words

HEADLINE: ADVENTURES IN SHOPPING

BYLINE: Pamela Sroka, Staff

BODY:

SIX FLAGS FACTORY OUTLETS

Ship-shapeShopping

Six Flags Factory Outlets become a guilt-free paradise

By PAMELA SROKA

Staff Writer

While shopping at Six Flags Factory Outlets in Jackson, not only do trend-savvy shoppers enjoy a dazzling array of fine designer clothing, famous brands and accessories at a one-stop, shop-'til-you-drop extravaganza, but they take it home at half the price.

Spread out in a circular village-like setting, more than 71 stores fill a mile of guiltfree shopping heaven.

Remember last year's hottest looks that would have burned a hole in your pocketbook? Many of the top names are available at Six Flags 25 to 50 percent off last year's prices.

Owned and managed by New Plan Excel Realty Trust, the outlet offers the best of family fashions, including the Bass Outlet, Big Dog Sportswear, Gap Outlet, Guess?, J Crew, London Fog and T-Shirts Plus.

From cowboy boots to dress shoes to comfort sneakers, kids and adults can find what they are looking for at Candies, Liz Claiborne, Nike and Reebok outlets. For those with extra-sensitive feet, Naturalizer shoes can be very enjoyable. The outlet offers shoes that are comfortable, yet stylish for a younger, fashion-frenzied crowd.

From leathers and nubucks to fabrics and weaves, Naturalizer offers the four best qualities when looking for the perfect shoe: cushy padding, flexibility, softness and fit. Each shoe even has its own line of cleaning products, which can help expand the life of your new purchase.

Tyke hike

While mom and dad browse the specialty shops, such as Black and Decker, California Sunshine swimwear,

Wilson's Leather and Totes, kids can take a hike on their own shopping adventure.

Whether it's the gigantic KB Toy outlet, the Gund Bear Company or Music for a Song, kids can fly through the site for birthday presents, school clothing or new furry friend. Taking the concept of "children's shopping" to higher levels, these outlets offers the best of video games, dolls, board games and hip fashions at lower costs.

In between men's and women's fashion outlets is the food court, where I stopped to enjoy the largest slice of pizza I've ever feasted my eyes on at Pizza Express.

Not in the mood for Italian? You can enjoy spicy Louisiana culinary traditions at Ragin Cajun or feel like you're in South Philadelphia as you bite into a mouth-watering cheese steak filled with all the fixings. The food court also includes a Wok and Roll, Uptown Deli, Treat Street and a salad cafe for light eaters.

After a break, women shoppers can continue down the trail to sites such as Calvin Klein Female, Casual Corner Woman and Dockers for Women, while men can browse through Chaps by Ralph Lauren, Calvin Klein Male, Brooks Brothers, **Nautica**, Tommy Hilfiger and the Levi's outlet.

Teens most likely will enjoy dELIAs, Pac Sun, Claire's Accessories and XOXO.

Outlet employees seem to know what's in season, such as camouflage, string hoodies, V-neck merino sweaters and overlock thermals. And don't forget the fun extras that complete the look, such as charm bracelets, glitter watches and mini backpacks.

As I stepped into Pac Sun, short for "Pacific Sunwear," I was amazed by the brightness of the trendy stock. The colors on the tees were fluorescent and glitzy, kind of like rock-star attire.

Cute, glittery tags, such as "Princess" and "Spoiled," were splattered across dELIA's outerwear, much to the delight of younger folks.

I left the outlet with more than a few shopping bags in a state of bliss, not only because of the savings but because it was a fun-filled experience that didn't leave me feeling guilty like a most trips to a mall. There, my credit cards are usually put through the burner.

Spook-tacular

As it turns out, the outlet is only the start of a fun day trip.

After loading bags into the trunk, shoppers can hop next door to Six Flags Great Adventure's Fright Fest, the biggest Halloween party in the Northeast.

The Loony Toon gang greets visitors at a huge gate leading into a gigantic graveyard filled with smoke.

Frightful attractions leave guests screaming for more. They include:

Dead Man's Party, a high-energy, rock 'n roll dance studio

Hypnosteria, an amazing comic hypnotist showcase

Elvira's Superstition, a ride simulator

Doc Snooker's Halloween Machine, a time machine filled with ghosts and goblins.

Several attractions are new to this year's Fright Fest, such as:

Robosaurus, a fire-breathing creature of steel that comes to life before its audience's eyes

Salem Witch Trial, a show that depicts witches burned at the stake

Hayride to the Unknown, where riders take a peek at a major corporation gone haywire. Kids can visit a haunted house, paint their own pumpkins and join in Sci-Fireworks. This spook-tacular show features a montage of movie madness projected onto a water screen while Halloween music fills the air and the sky bursts with color and mystery.

Tykes will enjoy Once Upon a Scary Night, Dark Puppet Theater and an enormous pumpkin patch.

Pamela Sroka can be reached at PSROKA@C-N.COM or (908) 707-3147

Shop hop

SIX FLAGS FACTORY OUTLETS:

537 Monmouth Road, Jackson

DIRECTIONS:

From New Jersey Turnpike, take exit 7A to Interstate 195 East to exit 16B onto Route 537 West (Monmouth Road). Six Flags Factory Outlet is about one mile down on the right. From Garden State Parkway, take exit 98 to I-195 West exit 16 onto Route 537 West (Monmouth Road). Bear right before the light, Six Flags Factory Outlets is on the right.

HOURS:

10 a.m. to 9 p.m. Mondays through Saturdays, 11 a.m. to 7 p.m. Sundays

ATTRACTIONS:

Six Flags Great Adventure's Fright Fest is right across the street, offering the largest Halloween party in the Northeast.

DINING:

Full food court with cheese steaks, pizza, sandwiches, Cajun cooking and a salad cafe.

ATMOSPHERE:

Kid-friendly, village-like, cordial and comfortable. Plenty of drive-up parking and all-weather covered walkways help make shopping convenient and pleasant.

INFORMATION:

(732) 833-0503 or [www.sixflags.com/factoryoutlets.com](http://www.sixflags.com/factoryoutlets).

Bargain for under \$50

Bequest nubuck clogs at Naturalizer for \$49.99. These comfortable, casual fall shoes in black or camel, sport a floral design for females (plain for males) that look perfect with cozy sweaters and usually retail for \$60.

STAFF PHOTO BY ED PAGLIARINI

Six Flags Factory Outlets in Jackson gives shoppers the chance to stock up and save at the same time.

Nearby, Six Flags Great Adventure is staging Fright Fest, featuring a bevy of ghoulish attractions.

LOAD-DATE: April 3, 2003

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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SHOWROOM WILL OPEN TO PUBLIC; RESIDENTS CAN GET A RARE GLIMPSE BEHIND THE FURNITURE MARKET'S CURTAIN IN A FUND-RAISER FOR THE SEPT. 11 FUND. News & Record (Greensboro, NC) October 10, 2001 Wednesday ALL EDITIONS

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News & Record (Greensboro, NC)

October 10, 2001 Wednesday ALL EDITIONS

SECTION: BUSINESS; Pg. B6

LENGTH: 462 words

HEADLINE: SHOWROOM WILL OPEN TO PUBLIC;
RESIDENTS CAN GET A RARE GLIMPSE BEHIND THE FURNITURE MARKET'S CURTAIN IN A FUND-RAISER FOR THE SEPT. 11 FUND.

BYLINE: BY DENISE BECKER Staff Writer

DATELINE: LEXINGTON

BODY:

It is sometimes referred to light-heartedly as the company's "Taj Mahal" - and now the public can have a peek inside.

For the first time in the company's 100-year history, Lexington Home Brands will open its 90,000-square-foot furniture showroom to the public on Oct. 27 to benefit the victims of the Sept. 11 terrorist attacks.

For a \$25 admission, anyone can tour the three-story Lexington showroom - a massive white structure that is actually in Thomasville - and see the company's newest furniture introductions from its Bob Timberlake, **Nautica**, Tommy Bahama and other product lines.

All the proceeds will be donated to the United Way's Sept. 11 Fund.

"When we thought about what we could do to be of help to those affected by the terrorist attacks of Sept. 11, we felt we could have the greatest impact by using a much sought-after resource - our showroom - to raise money to help rebuild the lives of these families," said Bob Stec, the company's president and CEO.

Although thousands of dollars are spent on decorating and remodeling furniture showrooms each year, the public almost never gets a chance to see the elaborate displays or plush interiors. The showrooms are normally open to "trade only" - retailers, manufacturers or reporters covering the furniture industry - during the International Home Furnishings Market each spring and fall.

Carl Vuncannon, curator of the Bienenstock Furniture Library in High Point, said some of the smaller showrooms have after-market sample sales, but few, if any, of the major showrooms ever have been open to the public.

"This is very rare," Vuncannon said.

Lexington Home Brands' full line of furniture will be on display, said Ken Hudson, vice president of human resources.

"It's one of the few times anybody can really see all of our lines at any one place at one time," he said.

There also will be about a half dozen new pieces that won't hit retail stores until the spring.

Employees from the executive suite to the production lines will be on hand to greet the public and answer questions; more than 60 employees are volunteering their time that day, Hudson said.

Each ticket purchased will be entered in a drawing for any one piece of furniture in the showroom. The company also will be selling \$10 raffle tickets for a separate drawing for a complete room of furniture. Proceeds from that raffle will go to the Davidson County United Way.

Officials hope the public enjoys its peek behind the curtain of furniture market.

"We, like most manufacturers, do not have the resources to keep the showroom open to the public," Stec said. "This season, however, we found a compelling reason to make an exception."

Contact Denise Becker at 883-4422, Ext. 241, or dbecker@news-record.com

GRAPHIC: Map Graphic, MARGARET BAXTER; News & Record; LEXINGTON HOME BRANDS FURNITURE SHOWROOM

LOAD-DATE: October 11, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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SIZZLING STYLE; MODEL SEARCH CONTESTANTS HEAT UP THE CATWALK The Ottawa Sun October 16, 2001 Tuesday,

Copyright 2001 Sun Media Corporation
The Ottawa Sun

October 16, 2001 Tuesday, Final Edition

SECTION: Lifestyle; Pg. 34

LENGTH: 361 words

HEADLINE: SIZZLING STYLE;
MODEL SEARCH CONTESTANTS HEAT UP THE CATWALK

BYLINE: SANDI DIGRAS, OTTAWA SUN

BODY:

LAST Thursday night, the 10 finalists for the Sun's model search strutted their stuff at Eaton Court in the Rideau Centre.

In a show co-ordinated by Eaton's Natalie Delorme, the five women, Ella-Rose, Rhonda, Tatiana, Nancy and Nyree, and five males, Paul, Nicholas, Andrew, Jeremy and Adam, along with top Ben Barry models, showed the latest looks for fall.

Miss Ottawa, Kelly Rozenberg, and Xfm's Mauler provided the colour commentary.

All contestants had their makeup done at the Eaton's makeup counter before the show, and all fashions were supplied by Eaton's.

To add tension to the evening and to give the judges a chance to get to know each candidate, the Sun's Page Six gal Sue Sherring asked each contestant why they wanted to model and to describe their individual style.

Answers ranged from Nyree saying she wanted to be a role model and help girls avoid eating disorders, to Jeremy's "I just like to have fun and have my picture taken."

The audience included boyfriends, girlfriends and family who, in many cases, sent in the photos to the Sun.

In speaking with all 10 finalists, each said how they were surprised they were chosen and thrilled to be in the show.

Of course, the hardest part was selecting the winners.

As one of the judges, along with Barry, the Sun's promotion and marketing director Susan Dagg Fulton and Delorme, it was our job to evaluate the contestants' looks, poise on the runway and general attitude and whether they had that look that translates into modelling contracts.

According to Barry "for local and national work, the looks can be fresh and interesting, but for international work the models have to have that special something that appeals to European photographers and agencies."

It was a tough choice, but we all agreed the winners were Nyree Schreiber and Jeremy Dumart, whose looks, sense of fun and poise will be assets when seeking future work.

As winners, they will each receive a Sun photo shoot, a portfolio shoot and a contract with the Ben Barry agency, along with a chance to model for Eaton's for one year.

Congratulations to all the finalists. You were all great and did a super job.

GRAPHIC: 10 photos by Tony Caldwell, Ottawa Sun.; 1. THE WINNER, FEMALE: NYREE; OUR WINNER Nyree wears a Jeanne Beker outfit consisting of pinstripe jacket, \$250, pants, \$150, and satin blouse, \$135, at the Eaton Centre Thursday.; 2. NANCY is stunning in a black cocktail dress from Mica, \$175.; 3. All the contestants had their makeup done at the Eaton's counter before the show. Here Rhonda puts the finishing touches on her chic look.; 4. THE WINNER, MALE: JEREMY; OUR WINNER Jeremy, sports Timberland separates: Black sweater, \$198, and grey vest, \$138.; 5. Paul wears **Nautica**: Beige jeans, \$98, blue sweater, \$175, turtleneck, \$75, and scarf \$60.; 6. NYREE wears a Nine West outfit: Orange turtleneck, \$178, sweater, \$275, and suede pants, \$355.; 7. Ben Barry model Sara-Monica wears a Laundry gown, \$296. and Jeremy in a Jack Victor suit, \$595, green shirt, \$98, and tie, \$65.; 8. Nancy is ready for fall in an orange vest, \$175, green sweater, \$69, and plaid kilt, \$175.; 9. TATIANA STRIKES a pose, in an Anne Klein II red coat, \$380, with dark grey sweater, \$135, worn with black leather pants, \$454. This outfit was emcee Mauler's fave.; 10. Tatiana gets made up at Eaton's before the show.

LOAD-DATE: October 17, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Bows initiatives for 4Q Home Textiles Today October 22, 2001

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Home Textiles Today

October 22, 2001

SECTION: Business Today; Pg. 1

LENGTH: 375 words

HEADLINE: Bows initiatives for 4Q

BYLINE: By Andrea Lillo

BODY:

CLIFTON, NJ -- Though textiles continues to be a soft area for Linens 'N Things, the retailer last week discussed its strategies to improve within the category as it heads into the fourth quarter.

Linens has "initiatives aimed at driving customer traffic and increasing the average transaction for the very important holiday season," said Steve Silverstein, president, during a conference call with analysts.

Despite the economy, Norman Axelrod, chairman and ceo, felt that the fourth quarter has an "upside potential for sales," and said he believes people will travel less this holiday season and spend more time at home, translating into more spending on the home.

One successful area for the retailer has been the **Nautica** Home bed, bath and table program that bowed in May. "This fashion brand has exceeded our plans and has been well received by our guests," said Silverstein, and has now been expanded from 80 stores to all 329 stores.

In addition, the retailer has enjoyed positive results with new introductions in quilts and bedding accessories. The fashion business will also be positively augmented with new introductions in quilts and accessories, as well as new introductions in duvets, warm products, and a new coordinate bedding and sheet program that complements its largest solid-color sheet program.

Silverstein also mentioned that inventories have been reduced on seasonal goods and upped on its core basics. "We'll achieve sell-through rates and lower markdowns on seasonal goods, and we'll be in a better position to support everyday businesses."

Gross margin has held up, Silverstein said, and LNT will take advantage of that strength by sharpening prices throughout the store on key items.

Several other initiatives include increasing marketing efforts for the holiday season, Axelrod said, and tight control of discretionary spending.

Regarding the subject of sourcing, Silverstein said that "though the industry overall has been weakened financially, we are aligned with the strongest suppliers." The company also has an in-house resource dedicated to global sourcing to provide flexibility in procuring product. "We do not anticipate a disruption in product flow for any important programs," he said.

LOAD-DATE: October 24, 2001

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

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WHAT'S SELLING. Daily News Record October 22, 2001

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Daily News Record

October 22, 2001

SECTION: Pg. 8 ; ISSN: 1041-1119

IAC-ACC-NO: 80592284

LENGTH: 222 words

HEADLINE: WHAT'S SELLING.

BODY:

1. Luciano Barbera's shirt-jacket in lightweight sport coat fabrics, \$ 795. Beecroft & Bull, Newport News, Va. "This is a neat, fun thing that's working early," says Bryan Beecroft, CEO. "It's different and our customers don't already have one. It's right for fall."
2. **Nautica's** cashmere sweater, \$ 595. The **Nautica Store**, Rockefeller Center, NYC. "This center-cable sweater in cashmere, a more modern version of the traditional fisherman's knit sweater, has turned out to be a best-selling item for us," says Charles Manger, the store's director and general manager. "People love it when they see it, and it's an easy sell as soon as they touch it. It's a very secure, comfortable must-have."
3. J.M. Weston's signature leather loafer in a variety of skins and colors, \$ 450. J.M. Weston Boutique, NYC. Says Bruno Francois, president of J.M. Weston North America, "This loafer has a casual simplicity that our customers have really responded to."
4. Hickey-Freeman's two-button sport coat in brown Harris Tweed donegal herringbone with leather buttons, \$ 895. Peter Elliot, NYC. "Sport coats are our best-selling classification this season," says Elliot Rabin, owner. "This natural-shoulder coat was a standout because it combines quality and value in a clean, elegant cut that was modified exclusively for us."

IAC-CREATE-DATE: December 6, 2001

LOAD-DATE: December 07, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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GwinEtc. The Atlanta Journal-Constitution October 31, 2001 Wednesday,

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The Atlanta Journal-Constitution

October 31, 2001 Wednesday, Home Edition

SECTION: Gwinnett; Pg. 2JJ

LENGTH: 1188 words

HEADLINE: GwinEtc.

BYLINE: M. ELIZABETH NEAL

SOURCE: For the Journal-Constitution

BODY:

Local grad on track for design career

Students in the fashion management program at Gwinnett Tech hosted a show featuring fall fashions from Stein Mart in Snellville on Monday. Students created and produced the show and also served as models.

The show's finale featured eight evening wear designs by Raquel Smith, a 2001 Gwinnett Tech grad who is interning with **Nautica** in New York. She hopes to begin a full-time career in fashion this fall.

While pursuing an associate's degree in marketing management with a specialty in fashion at Gwinnett Tech, Smith created two evening wear designs that won first place at the state's Delta Epsilon Chi design competition and were selected to advance to the national competition in Anaheim, Calif. The national professional organization helps members develop leadership skills and hosts local, state and national competitions.

The designs she created for competition and the fashion skills she developed at Gwinnett Tech helped her secure the internship at **Nautica**.

Since mid-July, Smith has worked in the sales department, answered questions and reviewed garment specifications for licensees, and worked in the women's sleepwear, men's underwear and knits divisions at **Nautica**. She currently is working as an assistant to the company's fashion director, preparing for a fashion show in Pittsburgh next month.

Her interning experience has helped her decide initially to pursue a career as a fashion director's assistant. "I like doing the fashion shows, particularly traveling to and seeing different cities," she said. "But I know that eventually I want to design. I want to see my name on that label."

"Raquel has a passion to be a designer," said Dana Oglesby, fashion fundamentals instructor at Gwinnett Tech. "She got a sound foundation in design at Gwinnett Tech, plus she took classes in business. She now knows how to market her designs, she understands what buyers are looking for, and she understands the business of merchandising. There's no doubt in my mind that she will have a successful fashion career, not only because she's a great designer, but because she is business savvy."

Surviving a war

The Brenau University Learning and Leisure Institute, the university's Humanities Department and Omicron Delta Kappa will present a multigenerational discussion of "How to Survive a War" at 4 p.m. Nov. 8 at Thurmond McRae Auditorium. The event is free and open to the public.

Kathy Amos, BULLI program coordinator, will moderate. The discussion will address such issues as, "Do you feel at loose ends since Sept. 11?" and "Are you asking yourself how you can help in the war on terrorism?" Panel members include a retired brigadier general and a former microbiologist at the federal Centers for Disease Control and Prevention in Atlanta.

Veterans and others who experienced the World War II era will talk about how America galvanized for that war and how another generation turned fears into positive efforts on the home front. For more information, call Kathy Amos at 770-538-4705.

Magic at new mall

Gwinnett resident and professional magician Rick Silver will perform two magic shows for the grand opening of the Discover Mills mall on Sugarloaf Parkway on Friday. He will present 30-minute shows on the food court stage at noon and 2 p.m.

Silver has been performing professionally for eight years. He performs close-up magic weekly at U.S. Border Brewery Cantina in Alpharetta, platform shows at private parties, and a stage show with illusionist Bill Kress annually at the Aurora Theatre for the nonprofit organization Partners in Flight. For additional information, see www.MagicOfRickSilver.com.

Benefit cat show

Friskies PetCare and the Cat Fanciers' Association will present the Friskies & CFA Cotton States Cat Club Cat Show, benefiting local humane organizations, this weekend. The show will be from 10 a.m. to 5 p.m. Saturday and from 10 a.m. to 4 p.m. Sunday at the Gwinnett Civic and Cultural Center. Call 1-800-725-4CAT for more information.

An eclectic evening

The Gwinnett Dance Ensemble, a nonprofit performing company of the Southeastern Regional Ballet Association, will launch its 2001-02 season Nov. 17 with "Tutus, Touchdowns, and Tin Cans," an eclectic evening of dance for all tastes and ages. The performance will be held at the Gwinnett Civic and Cultural Center. For tickets or information on the company, call the Lawrenceville School of Ballet at 770-963-2685.

'Nutcracker' dancing in

"The Nutcracker" ballet will dominate the stage at the Gwinnett Civic and Cultural Center in coming weeks, with two separate companies scheduled to bring the holiday classic to life.

The Northeast Atlanta Ballet will perform Nov. 23-25. Tickets are available through Ticketmaster, at the civic center box office or at 770-921-7277. The Gwinnett Ballet Theatre will take over Nov. 30-Dec. 16 with its 20th annual production of "The Nutcracker."

Tickets are available through Ticketmaster and the civic center box office. Reduced-price outreach shows for schools, home school groups, church groups, seniors and Girl Scouts are also available. For more information, call 770-978-0188.

Voting in Suwanee

The city of Suwanee has called a special municipal election Tuesday on a proposed \$17.7 million bond referendum for the purchase of green space and open space. City residents may cast their ballots in that

referendum from 7 a.m. to 7 p.m. at a single polling place, Suwanee City Hall. Three City Council seats were also up for election that day in Suwanee, but all are noncontested, and the candidates for each seat are elected by default.

Gwinnett County schools also will hold a referendum Tuesday on the proposed extension of a special purpose local option sales tax for school construction. To vote in that countywide referendum, Suwanee residents must go to their regularly assigned polling places.

Suwanee is one of 13 Georgia communities participating in the secretary of state's pilot electronic voting program; Suwanee's municipal election will feature 12 touch-screen electronic voting machines provided by Election Systems & Software of Omaha, Neb. The system is activated by a "smart card" similar in shape and size to a credit card, and voters will follow on-screen instructions to cast their ballots by touching the appropriate spot on the screen.

Two demonstration machines will be set up in the City Hall lobby on Election Day so that voters may familiarize themselves with the equipment before casting their ballots.

The bond referendum question in Suwanee states: "Shall General Obligation Bonds be issued by the City of Suwanee, Georgia, to acquire and/or preserve land for open space, greenspace, neighborhood parks, interconnected greenways and trails, and passive recreation areas, including improvements thereon and all costs incidental thereto, in the principal amount not to exceed \$17,700,000?"

Those in favor of the city taking on debt to acquire and preserve open space for these uses should vote "yes"; those opposed should vote "no."

GRAPHIC: Photo:

Raquel Smith holds a sketch of the dress being worn by model Jamesa Thurman. The design is by Smith, a Gwinnett Tech graduate with a specialty in fashion.

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TITAS 2001 OPENS IN TAIPEI TODAY China Post November 1, 2001

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Global News Wire

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China Post

November 1, 2001

LENGTH: 572 words

HEADLINE: TITAS 2001 OPENS IN TAIPEI TODAY

BODY:

The 2001 Taipei International Textile and Apparel Show X Asia's most important trade arena for textile products X opens today, where buyers will be able to observe the latest trends in the textile industry, learn about technologies with which fabrics are made, and choose from a wide variety of innovative textile products, said the Taiwan Textile Federation (TTF), organizer of the event.

The exhibition takes place from Nov. 1-3 at the Taipei World Trade Center.

The purpose of TITAS is providing a space where textile products are displayed and transactions conducted. TTF has invited not only Taiwan's down-, middle- and upstream manufacturers but also suppliers from 12 countries around the world. These companies will provide information on trends in the textile industry and help customers make well-informed decisions when purchasing products.

Taiwan's textile industry, which has successfully transformed into a sector focusing on design and innovation, emphasizes vertical integration, prompt delivery and customer service. It has full capability to provide the most competitive products to satisfy customers' needs. In addition, Taiwan textile companies' increasing focus ERP, SCM and Internet technologies has raised the status of Taiwan's textile industry as a high-tech and high value-added sector.

TITAS 2001 draws 325 local and international participants. South Korea and India's textile companies will organize large groups to participate. Companies from mainland China, Hong Kong, Indonesia, Japan, Thailand and other countries will also take part in the three-day event. Buyers from 60 countries, including Malaysia, Thailand, mainland China and Brazil, have also signed up.

This year, TITAS will be divided into several exhibition sections. One section focuses on trends of future textile manufacturing, allowing visitors to understand what fabrics or garments will be popular in 2002 and 2003. The Cotton Council International will also speak on fashion trends in spring/summer 2002 and fall/winter 2002-3.

The fiber/yarn section displays products made by top middle- and upstream fiber/yarn manufacturers. The section showcases high-quality fibers that can be used for clothes and waterproof and anti-perspiration materials for industrial uses. Among other exhibited products in this section are: far-infrared fibers that help the metabolism process, fibers that ensure warmth and are resistant to hair balls, and anti-abrasion and comfortable fabrics.

The fabrics section is divided into functional fabrics and fashion fabrics. Functional fabrics are the mainstream in global textile manufacturing and an important part in improving human quality of life. This

section displays fabrics that are anti-electrostatic, anti-bacterial, anti-ultraviolet light, quick-dry and air-permeable.

As for fashion fabrics, 80 percent of Taiwan's companies focus on fabrics used in making clothes. This section showcases the newest developed fabrics that will be used in wedding gowns, wedding addresses and other clothes to be launched in fall-winter 2002-3.

This year, TITAS 2001 will coincide with the International Apparel Federation (IAF)'s annual conference, which has invited famous local and international companies, including **Nautica** (U.S.), Tonywear (Taiwan), Itochu (Japan), Mango (Spain), Marzotto (Italy), and famous American and European designers to speak on various textile issues.

JOURNAL-CODE: WCPT

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Opening doors; Shop Talk. Children's Business November 1, 2001

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Children's Business

November 1, 2001

SECTION: No. 11, Vol. 16; Pg. 30; ISSN: 0884-2280

IAC-ACC-NO: 80449810

LENGTH: 1026 words

HEADLINE: Opening doors; Shop Talk.

BYLINE: Clack, Erin E.

BODY:

Cradle to Crayons/The Murex Snail

The Location: Liberty Commons, Liberty, MO

The Target: Kids, newborn through size 16

The Brands: XOXO; **Nautica**; cach cach; Girl Chameleon; Le Top; Zutano; Clayeux; Rosetta Millington

The Scoop: This successful specialty store, born in 1995, just took up residence in a new location that clocks in at nearly twice the square footage of its former space. A favorite shopping spot among the locals, the store delivers the cutting-edge fashion sensibilities of the east and west coasts to mid-westerners' backyards. Two stores rolled into one, the Cradle to Crayons section of the store tends to the infant to 6X crew, whereas The Murex Snail targets tweens. Much more than simply shelves of clothes, the shop features a gourmet coffee bar and seating lounge for parents and a kids' playhouse and party room, making it a come, linger and relax destination.

[ILLUSTRATION OMITTED]

Daisy & Lilly

The Location: Center Avenue, Westwood, NJ

The Target: Tween girls only

The Brands: Maxou; Little Mass; Tractor; Rocky T; Lipstik; Deux par Deux; Flowers by Zoe; Hollywood Jeans
The Scoop: Its sights set on rejuvenating and redirecting the focus and priorities of the tween retail scene, Daisy & Lilly has set up shop in a quaint Victorian house and opens its doors to an eager public this month. Apart from delivering unique and trendy clothing and accessories to tween girls, the shop aims to instill strong values in this impressionable group and to stimulate the development of their self esteem and imagination. For instance, girls can give back to their community by participating in the store's Good to Give philanthropy program; or they can discover the importance of recycling old clothing, while flexing their

creative muscle, during a visit to Daisy & Lilly's fashion crafts department.

Haute Baby

The Location: South Beverly Drive, Beverly Hills, CA

The Target: Infants only

The Brands: Haute Baby; Cozy Toes; Fifi & Fido; Cookie Wear; Sonia Rykiel; Lill Gaufrette

The Scoop: After winning over the hearts of Texans, this chic baby boutique (with locations in Houston and Dallas) is taking on Tinseltown, with a brand new shop in the elite Beverly Hills shopping district. Not only does Haute Baby line its shelves with a sassy and stylish blend of infant clothing, it houses an impressive showcase of nursery furniture and accessories as well. Deck out Baby's domain in an elegant wrought iron crib, dressed up with bedding fashioned from one of the store's more than 150 in-house fabrics. The word is clearly out in Hollywood; rumor has it Haute Baby welcomes a steady stream of A-list celebrity shoppers through its door each week.

[ILLUSTRATION OMITTED]

Petit Bateau

The Location: Madison Avenue, New York, NY

The Target: Kids, newborn through size 18

The Brands: Exclusively Petit Bateau

The Scoop: Americans just can't seem to get enough of this time-honored French favorite -- currently well-represented in countless department and specialty stores throughout the States -- so the brand has set sail within the U.S. retail waters for the first time with the opening of an exclusive Petit Bateau outpost in Manhattan last month. The elegant, polished shop presents the complete Petit Bateau brand statement intact, all under one roof. Classic and sophisticated cotton wardrobe essentials -- signature Petit Bateau -- pack the racks.

[ILLUSTRATION OMITTED]

This Little Piggy Wears Cotton

The Location: Madison Avenue, New York, NY

The Target: Kids, newborn through age 12

The Brands: Little Piggy; Tony Hawk; Charlie Rocket; Manhattan Toy; Laurenceleste; Mad Sky; Baby Lulu; Sucre d'Orge

The Scoop: This hybrid store, a collaboration between long-time Madison Avenue retailer Pamela Scurry and successful West Coast tot shop owner Jennifer Powell, inventively melds together the style and flavor of the East Coast with that of the West. Powell's colorful, and whimsical, mix of children's clothing and toys blankets the main floor. Scurry's This Little Piggy in the Garden, planted on the second floor, caters to parents' home outfitting needs with its fine presentation of upscale children's furnishings and one-on-one design consulting services.

[ILLUSTRATION OMITTED]

Ruby Slippers

The Location: Brentwood, CA

The Target: Kids, up to shoe size 10

The Brands: Vans; New Balance; Naturino; Kenneth Cole; Dr. Martens; Pom D'Api; shoe be doo; Stevles

The Scoop: There's no place like Ruby Slippers when it comes to shopping for the freshest in footwear fashions for kids. This Los Angeles hot spot, which boasts an enviable celebrity clientele, has moved to a larger, new and improved space. From domestic to European, casual to dressy, Ruby Slippers stocks every type of children's shoe under the rainbow -- plus hosiery, Lunch boxes, backpacks, luggage and other great accessories. Customers can even order a pair of the store's signature ruby slippers for their little Dorothy.

Toys R Us

The Location: Times Square, New York, NY

The Target: Newborns to young-at-heart grown-ups

The Brands: Chicco; Mattel; LEGO; Hasbro; V-Tech; Milton Bradley; Fisher-Price; Sega Dreamcast

The Scoop: This month, a bold, new attraction joins the buzzing, dazzling Times Square scene in the Big Apple. Top toy retailer Toys R Us is poised to unveil its new, you-won't-believe-your-eyes mega-store, complete with all the trappings of an amusement park, including a 60-foot-tall, ferris wheel Children and grown-ups alike will encounter a shopping experience unlike no other here, as they stroll the aisles piled sky-high with virtually every fun toy under the sun.

Erin E. Clack, Market Editor

A background in fashion design serves our primary writer/reporter well. Erin tackles every assignment as if she were about to create an actual garment. She starts with just a germ of an idea. Her next step is the story sketch, which she builds upon by surveying her sources. The finished product is a reliable, well-constructed report on either the latest retail trends or breaking fashion news.

IAC-CREATE-DATE: November 30, 2001

LOAD-DATE: December 01, 2001

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Pittsburgh Post-Gazette (Pennsylvania) November 4, 2001 Sunday

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Pittsburgh Post-Gazette (Pennsylvania)

November 4, 2001 Sunday FIVE STAR EDITION

SECTION: LIFESTYLE, Pg.E-9 STYLEBOOK

LENGTH: 563 words

BODY:

Champagne and St. Moritz chocolate desserts will be part of the grand opening of Caesar's Designs from 6:30 to 9 p.m. Friday at The Studio on the second level of One Oxford Centre, Downtown. There will be informal modelling of the custom jewelry along with women's fashions from Venetia's City Boutique.

*

Nautica and GQ magazine are presenting a dance featuring deejay Grandmaster Flash and a **Nautica** winter fashion show from 8:30 to 11:30 p.m. Nov. 16 at Rock Jungle in Station Square. Admission is \$10.

*

Trunk shows:

*Barbour original British country clothing Saturday at TravelWares, 429 Broad St., Sewickley.

*Le Jacquard Francals holiday table linens from Yves Delorme of Paris through Nov. 17 at Feathers, 5408 Walnut St., Shadyside.

*Munro women's shoes Thursday through Saturday and Mephisto men's and women's shoes and boots and Toe Warmers and Wanderlust men's and women's waterproof boots Friday and Saturday at Littles, 5850 Forbes Ave., Squirrel Hill.

*Bruno Magli, Bacco Bucci and Mezlan during Men's Designer Footwear Week on Friday and Saturday at Gordon's Shoes, 4722 Liberty Ave., Bloomfield.

*Piranesi and Innercircle jewelry in sterling silver, 14-carat gold, diamonds, pearls and semiprecious stones on Wednesday and Thursday at Saks Fifth Avenue, 513 Smithfield St., Downtown.

*

Also at Saks Fifth Avenue:

*A Fall Shopping Party featuring a sushi bar, catered foods, wine tasting, a psychic and music by Etta Cox and Al Dowe will be from 6 to 9 p.m. Thursday.

*During "The ABC's of Holiday Beauty" Thursday and Friday, visitors can take part in an hourlong, step-by-step holiday makeup session with Stila national and local makeup artists. For an appointment, call 412-297-5361.

*Hand-care expert and former hand model Linda Rose will sign copies of her book and share hand-care tips 11 a.m. to 2 p.m. Friday.

*Jillian Veran, global makeup artist for Bobbi Brown, will give free one-on-one makeup consultations and beauty tips from 11 a.m. to 4 p.m. Saturday. Her visit coincides with the launch of Brown's limited-edition, five-color Shimmerbrick Compact for Eyes and Face (\$35). Call 412-263-4800 for an appointment.

*

The ninth annual Mr. African-American Competition will be at 5 p.m. today at Carlow College's Antonian Hall. Nineteen contestants ages 9 through 17 will compete for scholarships and other prizes. Post-Gazette Fashion Editor LaMont Jones is emcee. Admission is \$13. Information, call 412-361-6591.

*

Borghese has a new product to complement its herbal cleanser and thyme-enriched conditioner for hair and scalp. Fango Active Mud for Hair and Scalp contains green tea to nourish dry and chemically treated hair. It's \$35 for 17.6 ounces at Lord & Taylor, Downtown.

Also at Lord & Taylor is Calvin Klein's new holiday makeup collection of lip colors in pink smoke, burgundy, amaranth and cognac (\$16); combination eye shadow-liner in bamboo and black jade (\$15); liquid pearl eyeliner in pyrite (\$16) and 15 shades of creamy oil-free foundation with SPF 8 (\$38).

*

CARGO Cosmetics has also launched its first holiday color line. Walkiki sheer golden frost and creamy nude lip gloss duo, Fiji dark bronze eyeshadow, Bikini silver-bronze lipstick and Tahiti sunset-red lipstick come in a shiny tin (\$48) at Sephora in Shadyside and Monroeville Mall.

LOAD-DATE: November 8, 2001

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BON MARCHE UNVEILS NEW PROTOTYPE. Daily News Record November 5, 2001

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Daily News Record

November 5, 2001

SECTION: Pg. 8 ; ISSN: 1041-1119

IAC-ACC-NO: 80592613

LENGTH: 373 words

HEADLINE: BON MARCHE UNVEILS NEW PROTOTYPE.

BODY:

NEW YORK -- The Bon Marche has stepped out with a new store prototype that, if successful, could serve as an expansion vehicle for other divisions of Federated Department Stores.

The new Bon store, which opened last week in Helena, Mont., spans 65,000 square feet on one floor in a strip mall. Designed to create an efficient shopping experience, the full-line store has a single entrance, a centralized customer service center, shopping carts and a streamlined assortment that is heavy on brands but excludes furniture.

In men's, the assortment ranges from casual to career and includes Polo, **Nautica** and Timberland in collections, as well a strong denim statement from Polo Jeans, **Nautica** Jeans, Tommy Hilfiger Denim and Quiksilver. Other brands include Nike, Adidas, Fila and Russell as well as Federated's own Alfani and Club Room private labels.

"This store design represents opportunities for The Bon Marche and other Federated divisions to service mid-sized communities around the country," said Dan Edelman, chairman and CEO of the Seattle-based retailer. "There is a lot of opportunity around the country for this format. We are in a mature industry that needs to be constantly reinvented."

In addition, the smaller store cost "significantly less" to build, he noted, "about a third less on a per-square-foot basis." The savings came mostly in the actual construction, given the reduced size of the store. Most Bon stores are 60,000 to 250,000 square feet, but these are all in the traditional department store format.

However, in Helena, the store "is not typical," Edelman explained. "It's in a strip center and because of that, we have one entrance in the front and centralized all cash registers in the front. That's very different for us." All apparel is displayed with rings and strips that make the sizes more visible. There are scanning units to help customers check prices and customer call boxes to reach associates.

Edelman said the company will track the Helena unit closely and give it six months before reaching a verdict on rolling out the concept. He said Bon alone has identified a half dozen markets in the Northwest that fit the same demographics and competitive landscape as Helena.

IAC-CREATE-DATE: December 6, 2001

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TODAY'S CONCEPT OF BUSINESS CASUAL LEAVES MEN WITO ONE EASY CHOICE SUIT UP! Pittsburgh Post-Gazette (Pennsylvania) November 11, 2001 Sunday

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November 11, 2001 Sunday FIVE STAR EDITION

SECTION: LIFESTYLE, Pg.G-12

LENGTH: 1118 words

HEADLINE: TODAY'S CONCEPT OF BUSINESS CASUAL LEAVES MEN WITO ONE EASY CHOICE SUIT UP!

BYLINE: LAMONT JONES, POST-GAZETTE FASHION EDITOR

BODY:

These are strange times for the professional man and his wardrobe. A variety of realities have converged in this post-Sept. 11, pre-holiday, mostly casual season to change the future of how many men dress at the office.

Notably, manufacturers are cranking out more suits in a greater variety of colors, patterns and styles.

Led by Tommy Hilfiger and **Nautica's** David Chu, designer collections for next spring indicate that even casual menswear will look dressier.

Many department stores and specialty shops have adjusted their strategies, placing more emphasis than before on suits and dressed-up looks for men.

And, in the midst of it all, casual continues, having evolved from dress-down Friday in the 1990s to dress-down-Monday through Friday. But it's not the predominant look it once was.

There are signs that the trend toward suits and dressier menswear is gaining momentum. From the sober introspection in the aftermath of the terrorist attacks to the plunge of the ultra-casual dot.com industry, professional men appear to be seeking a return to the dressier look of suits.

"It has been an interesting phenomenon," said Lisa Michael, buyer and co-owner of Larrimor's, one of Pittsburgh's premiere menswear stores. "Changes in the economy and a serious tone in the country have led a lot of people to want to show that they care about their work and their appearance. People are tired of seeing themselves and people around them look like they don't care because of the way they dress."

Michael noted that President Bush wears suits and expects his staff to do the same as a way of honoring the office. She suggested that the same philosophy appears to be influencing senior managers in the private sector and permeating corporate cultures from the top down.

Others have observed the same trickle-down effect: Casually dressed senior executives -- wanting to cement their positions in a layoff-heavy economy -- are once again going for the professional image of dark suits, dress shirts and neckties.

Tom Julian, a trend analyst for New York-based Fallon Worldwide, has seen a transition as he zigzags across the nation.

"Since Sept. 11, we have seen so many cable and network folk become sensibly suited and simply necktied," said Julian. "Not lots of colors, patterns and frills -- basic dark suits.

"When we look at some of our public figures, they have taken advantage of the suit to present themselves as a stronger authority figure, as well as a distinguishable one. And that's very apparent from some of your TV anchors to your politicians to your expert opinion leaders. But I also think it was a safer way to exist and an ongoing way to exist."

Larry Rubin, owner of Specialty Clothing, an upscale menswear store Uptown, also saw the effects of Sept. 11 on how professional men dress.

"Everybody's a bit more serious, a bit more values-oriented. It doesn't pay to look sloppy and like you just don't give a damn."

Still, casual dressing remains strong and is unlikely to die out. Rubin said some customers who are senior executives have spoken of casual dressing as a perk that would be difficult, if even possible, to rescind. So they stress appropriate business casual attire and wear suits themselves, hoping subordinates will fall in line.

And retailers and designers are exerting more influence on how professional men dress for work.

Consider what happened in October when Rubin themed his Fifth Avenue store window: "Suits are back in business." Noticing that more men were buying suits, he put some of his finest in the window, added a sign listing "The Top 10 Reasons Why Men Should Wear Suits," and cut \$50 off the price of every suit.

Suit sales leaped 89 percent over September.

Rubin acknowledged that such campaigns are a way of fighting the dominance of casual.

"But at the same time," he said, "we have our own credibility at stake because we have spent the last couple of years telling people how to dress down, how to be business casual. It's important that we not be hypocritical. It's also important to put this in the right perspective: Suits are getting popular, but dress codes may not change."

The absence of dress codes, in fact, contributed to inappropriate casual dressing at work and ultimately to what is happening now in menswear, contends Charles Spiegel, who sells John Varvatos and other top suit and sportswear labels at his Squirrel Hill men's store.

"In business and everything, there needs to be direction and rules," said Spiegel. "In the old days, when they said you had to wear a white shirt and tie, everyone knew what to do. Now, they don't know what to do. Now there are no rules, and it's the companies' fault for not setting parameters."

Many men are seeking guidance as they make the transition to dressier looks, Spiegel added, "because they have figured out that they can't do it on their own."

And they realize that image and perception are important.

"The professional who doesn't have a client but still has to go to lunch, still has to do the things he normally has to do, is, like it or not, perceived in a certain manner," said Spiegel. "People still have expectations. Professionalism is the key word to everything."

As suits gain renewed popularity among men, the challenge for designers will be to offer fresh, updated styles that younger guys will want to buy.

Everett Hall, a top menswear designer based in Washington, D.C., is a leader in that regard. His menswear

is strictly suits and true business-casual ensembles, and twice a year he launches new lines that are elegant, tasteful and edgy.

"I wear suits six days a week, and I also think that professionals want to wear suits," said Hall. "You have a new era of senior executives that are in their 30s and 40s, and they want something interesting. Guys aren't gonna just wear anything out there. You really have to carry new, innovative lines."

But there appears to be few out there, Hall and Jullan agreed. They predicted that menswear will see more big changes in the next few years.

"Some current designers have had a great run, but they are no longer cutting-edge and new, or doing things guys want to wear," Hall said.

Jullan cited other factors: A truncated fall retail season nationally, a downturn in consumer confidence, the growth of less expensive dressy menswear, the pending sale of Brooks Brothers and the recent opening of a Hickey-Freeman flagship store in Manhattan that -- surprisingly -- showcases more sportswear than tailored looks.

"The men's higher-end market is challenged right now," Jullan said. "Our hierarchy of needs has changed drastically in the past month."

GRAPHIC:

Photo: Dress-down Fridays: For a workplace where the attire is always business casual, designer Kani Kani sports his own suitable design: a pajama-collar shirt worn under a wool softly styled suit.

Photo: Coporate dressy: For the more formal office, a gray wool suit with mauve stripe (\$296) and a "banker's" gray, three-piece power suit (\$318), both by Tino, at Larry Rubln Specialty Clothing.

Photo: Dressy business casual: For a formal office or on big-meeting day, the Alfani Alternatives line has a three- or four-button suit jacket in charcoal gray or black --tie is not optional with this look.

Photo: Ultimate power: President Bush sets the pace for the look of world leaders: dark suit, either charcoal or black, with white shirt and a bright blue tie, either plain or patterned.

Photo: Joyce Mendelsohn/Post-Gazette: A display at Larry Rubln Speciality Clothing, Uptown, declares "Suits are back in business," and offers this taupe, twill suit by Joseph Abboud (\$617) as proof.

LOAD-DATE: November 29, 2001

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

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NAUTICA Latitude Longitude Wins for Website Design Canada NewsWire November 15, 2001, Thursday

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Canada NewsWire

November 15, 2001, Thursday

SECTION: FINANCIAL NEWS

DISTRIBUTION: Attention Business And Retailing Editors

LENGTH: 498 words

HEADLINE: NAUTICA Latitude Longitude Wins for Website Design

DATELINE: NEW YORK, Nov. 15

BODY:

Today Unilever Prestige, a division of Unilever Cosmetics International, announced that the **NAUTICA** Latitude Longitude fragrance website was the winner of the 16th Annual London International Advertising Awards (LIAA) - 2001 Interactive Media/Web Site Award, in the Cosmetics/Toiletries/Pharmaceuticals category.

Launched on February 26, 2001, the **NAUTICA** Latitude Longitude website (<http://www.latitudelongitude.nautica.com>) is a fragrance microsite off the **Nautica.com** website. This site was designed by the Unilever Prestige in-house interactive team in partnership with Zentropy Partners advertising agency in Hollywood, CA.

The **Nautica** Latitude Longitude men's fragrance is about discovery and adventure -- and the web is the perfect exploration tool for this brand. Users are encouraged to navigate through this user-friendly site and discover this classic, masculine scent and adventure lifestyle. The site sections include:

- "Products" - obtain product information and purchase product
- "My Coordinates" - receive a customized **Nautica** Latitude Longitude product profile and grooming tips
- "Store Locator" - type in a zip code to discover stores near your where **Nautica** Latitude Longitude is sold
- "Adventure Section" - for the serious adventurer; take a journey to the featured 'Destination of the Month'
- "Digital Destinations" - send an electronic postcard to a friend using **Nautica** Latitude Longitude images
- "Registration" - register to receive more information and special offers from **Nautica** Latitude Longitude
- "Advertising" - check-out the **Nautica** Latitude Longitude images and discover the **Nautica** man
- "HomePage" - special offers and promotions are highlighted here

The LIAA Interactive Media/Web Site Award winners were named on November 12, 2001 in London. This award was designed to honor creative

excellence in interactive media, rather than marketing effectiveness.

LIAA was founded in 1985 to honor the world's most creative television/cinema, print, packaging design and radio advertising. The Interactive Media/Web Site Award was created four years ago. Over the past 16 years, the LIAA has evolved into one of the fastest growing, prestigious advertising awards in the world ... this year, the LIAA received over 18,580 applicants from over 74 countries.

Unilever Cosmetics International is the New York based manufacturer of fragrances for Unilever Prestige brands: BCBGMaxAzria, **Nautica** and Vera Wang, cosmetics and fragrances for Calvin Klein and fragrances for and the European Designer Parfum brands which include Cerruti, Chloe, Lagerfeld and Valentino.

CONTACT: Jennifer O'Donnell, Global Public Relations Manager of Unilever Cosmetics International, +1-212-326-6860

LOAD-DATE: November 16, 2001

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

Terms: [nautica and date\(gEQ \(7/1/2001\) and leQ \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Style: When fashion meets furnishings; MIDTOWN DESIGN GALLERY REPRESENTS BEST OF ALL STYLISTIC WORLDS The Atlanta Journal-Constitution November 18, 2001 Sunday,

Copyright 2001 The Atlanta Constitution
The Atlanta Journal-Constitution

November 18, 2001 Sunday, Home Edition

SECTION: Features; Pg. 8M; FASHION STATEMENTS

LENGTH: 680 words

HEADLINE: Style: When fashion meets furnishings;
MIDTOWN DESIGN GALLERY REPRESENTS BEST OF ALL STYLISTIC WORLDS

BYLINE: A. SCOTT WALTON

SOURCE: AJC

BODY:

Have you met Aquaria and Ophelia yet?

Maybe you've noticed them, lounging languid and sweet on stark-white Minotti sofas in the display windows at 800 Peachtree St.

They're the mannequins outfitted in Fendi and Commes des Garcons, respectively. Their clothes aren't for sale --- yet --- but their style is.

Tim Hobby, CEO of the new Midtown design gallery, Space, installed them there to send a subtle message about the ways sofa slipcovers work in sync with the suits and slipdresses in our closets.

Hobby's prone to pointing out things like how the intricately sewn seams on one of his imported couches rival the exquisite tailoring of Italian suits.

Or how the monochromatic color scheme of a room --- accented with one boldly shaded lamp or footstool -- is comparable to a gray-on-gray outfit accessorized with a red felt hat.

That's where Aquaria and Ophelia come in.

"They're there to show how people relate to furniture," Hobby said. "They represent the lifestyles our customers lead. Our target customer is an upwardly mobile professional with a sense of style; one who travels and is aware of all areas of design. They're from large cities or other countries. And they're just as interested in the style section of the paper as they are the financial section."

From Hobby's perspective, it's obvious that clothes and coffee tables meld stylistically. His hope is that his bright, spacious store in the burgeoning Midtown design district could one day rival all-encompassing boutiques like the one Donna Karan recently opened on Madison Avenue. Besides her clothes, Karan sells home accessories, picture books and African artifacts there. In fact, handblown glass collectibles by New York artist John Pomp are items that Space and Karan's new store have in common.

And like Karan's store, Space, says Hobby, is all about "eliminating boundaries and rules and bringing

together elements of design --- like art, fashion and furniture --- that influence one another."

This, he says, "opens the way for creative expression."

Hobby echoes the sentiments Calvin Klein expressed in an Elle Decor interview concerning his six-year quest to expand his empire to include housewares.

"Everything in the home is influenced by fashion --- the colors, the patterns, the inspiration; it's just about applying fashion to what one needs at home," Klein said.

Fusing peoples' tastes in apparel with their home furnishings preferences is a practice that dates back at least to the early 1900s, when French couturier Paul Poiret started decorating the interiors of his customers' homes. Today it's not unusual to see leather-bound desk accessories by Ralph Lauren that complement his manorly clothing styles or nautical print bedsheets that are in keeping with **Nautica's** seafaring apparel.

Klein, Karan, Lauren and **Nautica** design chief David Chu are just some of the clothiers bringing home furnishings to the brand-conscious. Joseph Abboud, Roberto Cavalli, Christian LaCroix and Giorgio Armani are others.

For more modest budgets, Target and Banana Republic aim their clothing toward youthful, trend-conscious customers, and their housewares are equally modernistic, eye-catching and fun.

Unless you're as wealthy as the clients whose primary and vacation homes Hobby has decorated over the past 12 years, Space is no place to go bargain-hunting. Included in the merchandise mix are leather chairs by Mitchell Gold (\$990 and up), Minotti sofas (\$4,000-\$10,000), Matteo sheets (\$500 per set); and porcelain vases by Klein Reid (\$45-\$460).

Space (404-228-4600, www.spacemodernworld.com) is primarily a home decor source for now. The only wearables are Vitraux by Alejandra's Swarovski crystal bracelets and necklaces, priced from \$200 to \$250.

But Hobby hopes that as his store gains recognition, he'll be able to add clothing to his merchandise mix and perhaps even lease space for a full-blown boutique.

Until then, Aquaria and Ophelia will stand as the embodiment of Hobby's fashion-meets-furnishings ideal.

GRAPHIC: Photo:

Eliminating boundaries: Tim Hobby says his Space "opens the way for creative expression." / JEAN SHIFRIN / Staff Photo:

Aquaria, a mannequin sporting the last word in chic designer clothing, points up the creative synergy that's the hallmark of Space. / JEAN SHIFRIN / Staff

LOAD-DATE: November 18, 2001

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [1]

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Finding a cozy niche in big and tall goods Tribune Business Weekly November 19, 2001

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Business Dateline

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Tribune Business Weekly

November 19, 2001

SECTION: Vol. 12, No. 32; Pg. 8; ISSN: 10517367

B&H-ACC-NO: 92293389

DOC-REF-NO: TRBW-2219-3

LENGTH: 729 words

HEADLINE: Finding a cozy niche in big and tall goods

BODY:

Greg and Kathy Heeter almost went out of business after 30 years of owning an outlet store. No, they weren't victims of the current economy. In fact, right now they're doing well and their sales have been improving. The rockier times were eight years ago when the Heeters owned a jean outlet store that was seriously threatened when Value City and TJ Maxx came to town.

According to Greg Heeter, they were "struggling and going down hill and trying to find that niche." Experimenting with different things, the Heeters tried selling big and tall menswear and were excited by how well it did. Heeter says they thought, "Hey, maybe this can make our business survive."

The clothes were selling well, but there was still another obstacle. They had to be able to find enough sources of close-outs if they were going to convert into just a big and tall store. There was one contract the Heeters; wanted in particular, and they courted the company for about six months.

Mr. Heeter even tried drawing little cartoons on their correspondence with the company to make himself stand out. When they finally got the call telling them they had the contract, Mr. Heeter asked what it was that made the company choose their store. The guy replied it was because his sister lived in Goshen and he wanted to be able to visit her when he went on business trips. Says W. Heeter, "That's how lucky we were."

The Heeters may have gotten a little help from Lady Luck in the beginning, but there are plenty of other things which account for their store's success.

Says Mr. Heeter, "We have customers come from four states to shop here. We have 10,000 square feet of showroom, which makes us the biggest big and tall store in the area, let alone being off-price."

The Heeter's Value Center Big and Tall sells everything from shoes, in sizes such as 18 and 20, to socks and underwear, to belts, tall ties, suspenders, jackets, robes, swimming trunks and even snow pants.

With shirts starting in size Large/Tall and pants starting at 34 waist, the store sells clothes for the moderately large man all the way up to the truly big man with clothing in sizes 8 and 9 extra him.

That's XXXXXXXXXXL, or about 86 inches around.

"We've got hard-to-find stuff that usually when the guy finds it is at take-advantage-of-the-big-guy prices," says Mr. Heeter.

The clothes in the Heeters' store are half off catalog prices, but Mr. Heeter is quick to point out that just because their prices are lower doesn't mean the quality is too.

"I think we're a true outlet" he says. "These are close-outs, not irregulars - there's a difference. You're not going to have to worry about finding something with a rip or a tear here."

The premise of the store is that they buy items from catalogs that have been discontinued. Says Mr. Heeter, "They're such huge organizations that once they get down to 100 or so pieces, it's not enough to make it worth the printing and mailing." But, he says, "That doesn't mean it's old. The companies send out new catalogs every three to six months, and that's just how current our stuff can be."

W. Heeter says that the store carries brands such as **Nautica**, Izod, Cutter and Buck, and Ralph Lauren Polo. "When we say we're an outlet, they don't think they're going to find stuff like that."

Another challenge the Heeters face, besides the stereotypes about outlet stores, is attracting local customers.

"It's pretty well known that people in South Bend don't come to Elkhart," says Mr. Heeter. He says they first noticed this phenomenon when a radio DJ was doing a broadcast from the store. The DJ said, "Do you know that you have more customers from Chicago today than from South Bend?" Although Value Center Big and Tall is only about a 15- to 20-minute drive from Grape Road, the Heeters have had a hard time drawing in the South Bend customers.

Mr. Heeter admits the biggest challenge is just getting the customer in the door the first time. After that he says, "We're very much a destination store, and I'd say almost everybody who comes in our door makes a purchase."

The Heeters have finally found their niche, and they couldn't be happier with the path their store has taken. Mr. Heeter says, "These are the most wonderful customers, they come and ask how's business because they want to see us here next week. I get excited about what we're doing."

LOAD-DATE: December 18, 2001

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

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BETWEEN CITY AND COUNTRY Sun-Sentinel (Fort Lauderdale, FL) November 22, 2001 Thursday Broward Metro Edition

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Sun-Sentinel (Fort Lauderdale, FL)

November 22, 2001 Thursday Broward Metro Edition

SECTION: LIFESTYLE; Pg. 12E

LENGTH: 271 words

HEADLINE: BETWEEN CITY AND COUNTRY

BYLINE: Rod Stafford Hagwood

BODY:

All that men in South Florida desire from their wardrobe is for it to be casual, comfortable and cool.

But noooooooo, fashion's got other ideas. This year, the key looks emerging are city slicker and/or country gentleman.

"This fall, men are presented with more options than we've seen in seasons past," said Joe Denofrio, fashion director for Macy's East. "Suiting is classic and simple in design and tailoring, however, designers have chosen to incorporate texture and patterns in suit jackets and blazers. The three-button, single-breasted suit continues to be the staple when it comes to business dressing, however, casual dressing remains strong as well."

Denofrio said that the smart suit labels have created mainstay pieces and separates for city slickers that work well when mixed-and-matched for either the corporate environment or the more-relaxed workplace. City slickers remove the blazer and add a leather jacket for after-hours wear. Also, men may seek the comfort of familiar logos in their weekend wear (Mickey Mouse, Coca-Cola, McDonald's, etc.).

For country gentlemen, a basic pair of denim jeans and some boots mirror the equestrian look in women's wear ... without being as costumish. Denim for the dudes is being dressed up with everything from houndstooth to tuxedo jackets. "I want people to look like they are not trying so hard," Tom Ford told Vogue Man. "You can wear a really expensive jacket, but put it on with a pair of jeans, and it makes the whole thing less serious." Fishing vests, tweed or corduroy jackets, plaid overshirts, carpenter jeans and suede jackets finish the look.

GRAPHIC: PHOTOS 7; Banks, Sims AP photos, Stephen Chernin; Klum AFP photo, Timothy A. Clary (color)
IT'S NO SECRET: Aside from showing Tyra Banks, left, Molly Sims and Heidi Klum in their underwear, The Victoria's Secret Fashion Show last week on ABC was no big deal. Vocalists Andrea Bocelli and Mary J. Blige put in solid performances. The show cost \$5 million to produce and was taped two days before the broadcast in a cavernous tent behind the Public Library on Fifth Avenue in New York. In 1999, the company staged a Web show that drew record numbers online and brought the Web site down within 20 minutes. What did come across in the TV show was how much fashion needs supermodels (who were those dour-looking damsels?) and that even an hourlong infomercial can be fun if there's a runway involved. (color)
COUNTRY COOL: The relaxed look features a suede jacket, cotton flannel shirt and double-pleat Newport cotton twill pant by Lacoste at Macy's. (color)
JAGGER EDGE: A Rolling Stones' logo T-shirt, by Sean John, offers something familiar for the weekend. (color)
DRESSED U AND DOWN: A black blazer, worn casually,

from the Milano Uomo collection by Sears. (color) CITY SLICK: Nautica's Navy three-button, single-breasted suit is a fashion staple for business dressing.

LOAD-DATE: November 23, 2001

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

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FASHION; The Swimmer The New York Times November 25, 2001 Sunday

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The New York Times

November 25, 2001 Sunday
Late Edition - Final

SECTION: Section 6; Column 1; Magazine Desk; Pg. 78

LENGTH: 138 words

HEADLINE: FASHION;
The Swimmer

BODY:

Like Burt Lancaster before him, David Hasselhoff plays the part of the charming and winsome Neddy Merrill, who pool-hops his way home as a cast of backstabbing neighbors lounge around in the season's hottest resort clothes.

He was a pilgrim, an explorer, a man with a destiny, and he knew that he would find friends all along the way.'

The Hallorans 'did not wear bathing suits. . . .Their nakedness was a detail in their uncompromising zeal for reform, and he stepped politely out of his trunks.'

The Biswangers 'did not belong to Neddy's set. . . .They were the sort of people who discussed the price of things at cocktails.'

'It was probably the first time in his adult life that he had ever cried. . . . He had done what he wanted, he had swum the county, but he was so stupefied with exhaustion that his triumph seemed vague.'

URL: <http://www.nytimes.com>

GRAPHIC: Photos: Pages 78 and 79: front row from left: Wool halter top, \$425, from the Pink Label Collection by Oscar de la Renta, and chiffon skirt, \$3,200, from the Resort collection by Oscar de la Renta. To order at Bergdorf Goodman and Saks Fifth Avenue. Belt and bag: Oscar de la Renta. Cotton shirt (in pool), \$245, from Moschino Jeans Uomo. Hat: Motsch for Hermes. Swimsuit, \$65, by Gene Meyer. At Macy's West. Neiman Marcus. Bikini, \$130. At Robin Piccone, Los Angeles, or call (877) 669-6702. Linen jacket, \$440. At Cynthia Rowley, 112 Wooster Street. Cotton shirt, \$300. At Prada, 841 Madison Avenue. Cotton jeans, \$89, from Gant. At Gant, 645 Fifth Avenue. Sunglasses: Gucci. Belt: Etro. Flip-flops: Sensi. Crocheted halter dress, \$1,070. At Missoni, 1009 Madison Avenue. Sunglasses: Selima Optique. Earrings and bracelet: Agatha. Watch: Rolex. Flip-flops: Sensi. Back row, from left: Shirt: Etro. Hat: Paul Stuart. Embroidered shirt and pants: Prada. Sunglasses: Moschino. Shirt: Brioni. Pants: Gant. Hat: Kangol. Sunglasses: Ray Ban. Shell and plaid pants: Ralph Lauren Black Label. Jewelry: Alexis Bittar. Tuxedo: Hickey-Freeman. Blue shirt: Brioni. Serving cart: Crate and Barrel. Glasses: Crate and Barrel, Urban Outfitters and Target.; Page 80: clockwise from left: Swimsuit, \$90, by Ralph Lauren Purple Label. At Polo Ralph Lauren stores. Towel: Target. Cotton shirt, \$275, by Rene Lezard. At Intoto, Minneapolis. Cotton trousers, \$180, by Gene Meyer. At Saks Fifth Avenue. Neiman Marcus. Hat: Kangol for Katherine Hamnett.

Watch: Concord. Halter swimsuit, \$325, by Michael Kors. At Saks Fifth Avenue. Sunglasses (on head): Sellma Optique. Watch: Movado. Shoes: Donna Karan. Glasses: Urban Outfitters. Decanter and drink accessories: Crate and Barrel.; Page 81: front to back: Bikini, \$130. At Robin Piccone, Los Angeles. Swimsuit, \$65, by Gene Meyer. At Macy's West. Neiman Marcus. American flag swimsuit, \$110, from Moschino. At Barneys New York. Towels and grill: Target.; Page 82: from left: Watch: Hermes. Eyeglasses: Robert Marc. Pearls: Erwin Pearl. Swimsuit, \$90, by Ralph Lauren Purple Label. At Polo Ralph Lauren stores. Table and chairs: Gracious Home. Glasses and coasters: Crate and Barrel.; Page 83: from left: Cotton polo shirt, \$45, and patchwork pants, \$80, by Tommy Hilfiger. At Macy's East. Shoes: Tod's. Sweater, \$85, and bikini bottom, \$80 for the suit, from **Nautica**. At Burdines or log on at www.nautica.com. Earrings: Alexis Bittar. Shoes: Stuart Weitzman. Cotton sweater, \$110. At Gant, 645 Fifth Avenue. Cotton plique golf shirt, \$53. At Paul Stuart. Seersucker shorts, \$130, from Etro. At Bergdorf Goodman. Shoes: Tod's. Bikini top, \$190, by Rene Lezard. At Peoples, Atlanta. Cotton sarong, \$340. At Hermes stores. Necklace: Alexis Bittar. Watch: Rolex. Shoes: Stuart Weitzman. Tuxedo shirt, \$135, and wool pants, \$270, from Hickey-Freeman. To order at Saks Fifth Avenue. Bikini: Robin Piccone. Flip-flops: Sensi. Swimsuit, \$65, by Gene Meyer. At Macy's West. Neiman Marcus. Lanterns: Urban Outfitters. Cart and drink accessories: Crate and Barrel.; Page 84: from left: Swimsuit, \$82, by Anne Klein. At Bloomingdale's. Watch: Seiko. Bag: Tod's. Sunglasses (on bag): Selima Optique. Terry-cloth robe, \$60, by Ron Chereskin. At Uno Mundo, 23 East 20th Street. Swimsuit, \$75. At Robin Piccone, Los Angeles. Lounge chair, cushions, cocktail cart and table: Crate and Barrel. Orange chair: Urban Outfitters. Umbrella: Gracious Home.; Page 85: Swimsuit, \$75. At Robin Piccone, Los Angeles. Hair: Marco Santini and Mandy Lyons for Bumble & Bumble. Makeup: Susan Houser for Shiseido. Production: Sharon Mendelow Productions. Fashion assistants: Anne LeBlanc and Gustavo Serrano. Casting: AZ Productions. Models: Morgan Quinn, Jillian Johnson, Ellis Gaskell, Nancy Ozelli, Bill Hartson, Stu Richel, Lynn Clayton, Steven Strait, Martin Reiss, Jim Fredericks, Ashton, Charles Gemmill, Nathan Fisher, Catherine Roberts and Joanne Russell. Locations: Glen Gate Pools and Realty Seven. (Jeff Riedel; Styled by Robert Bryan and Mimi Lombardo; Set Design by MakDesign at Trafik)

LOAD-DATE: November 25, 2001

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

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The Shops at Las Americas Grand Opening: Bi-National Border Region Benefits From Grand Opening of the Shops At Las Americas; First Phase Retail, Entertainment and Cultural Gateway Now Open at World's Busiest Border Crossing. San Diego Business Journal November 26, 2001

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San Diego Business Journal

November 26, 2001

SECTION: No. 48, Vol. 22; Pg. B1; ISSN: 8750-6890

IAC-ACC-NO: 80925570

LENGTH: 1703 words

HEADLINE: The Shops at Las Americas Grand Opening: Bi-National Border Region Benefits From Grand Opening of the Shops At Las Americas; First Phase Retail, Entertainment and Cultural Gateway Now Open at World's Busiest Border Crossing.

BODY:

The Shops at Las Americas celebrated its grand opening on November 16, welcoming holiday shoppers to the first phase of a world-class \$ 260 million retail, entertainment and cultural gateway between the U.S. and Mexico, located just off Interstate 5 in San Diego. As part of the nation's first-ever privately funded port of entry development with Mexico, The Shops at Las Americas is the first step in an unprecedented 1.4 million-square-foot private/public project designed to encourage and promote the economic development of Tijuana and the San Diego border region.

Heralded by San Diego city officials as "a model for the 21st Century," Las Americas is envisioned as a state-of-the-art port of entry welcoming tourists and visitors traveling between the U.S. and Mexico. The signature piece of the project is a proposed pedestrian bridge, currently a priority project at the highest levels of government on both sides of the border. The suspension bridge, soaring 150 feet into the air and spanning the U.S. border where it meets the Tijuana River, will link the two countries together, less than a thousand yards away from the existing U.S. port of entry site in San Diego, the world's busiest and most heavily traveled border crossing.

"This project is designed to create a monumental gateway for the U.S. and Mexico, symbolizing the friendship between our two countries and celebrating the convergence of both cultures," said C. Samuel Marasco III, president of San Diego-based LandGrant Development, which is developing the project in cooperation with its Mexico City branch, LandGrant de Mexico, and in coordination with city, state and federal government officials.

Construction on Las Americas is moving forward in three phases of development. The first stage, The Shops at Las Americas, encompasses 370,000 square feet of open-air retail and restaurant space designed to create an urban village atmosphere. It features distinct plazas designed in classic Spanish architecture and boasts up to 75 tenants, including leading brand names such as Nike, Gap, Banana Republic, Old Navy, Liz Claiborne, Casual Corner, **Nautica** and Outback Steakhouse.

The second phase, set to open in spring 2003, will include approximately 270,000 square feet of additional retail space and a proposed new 25,000-squarefoot public library/cultural center. The third phase of the

project involves the construction of the landmark pedestrian bridge, together with a 26,000-sq. ft. port of entry facility, a multi-modal transit center, a hotel and conference center, an office tower, 60,000 square feet of outdoor entertainment space for concerts and special events, and 200,000 square feet of retail space, including duty-free shopping.

The bi-level bridge will be anchored on the U.S. and Mexico sides with the latest in state-of-the-art federal inspection facilities for customs and immigrations officials, providing the highest levels of safety and security for visitors as they cross the border. U.S. and Tijuana-bound pedestrians will cross on separate levels of the bridge, which will span 558 feet across the Tijuana River. The bi-national bridge will dramatically link San Diego to Tijuana's Avenida Revolución, delivering millions of tourists to the heart of the city's historic shopping district.

In addition to serving as a new port of entry between the U.S. and Mexico, LandGrant officials say the pedestrian bridge will help relieve traffic congestion at the existing U.S. border entry, where more than 86 million travelers a year make the journey between San Diego and Tijuana. The developers estimate that, upon its completion, approximately 8-10 million visitors will cross the footbridge annually to Mexico.

"We are creating a friendly welcome mat which will serve as an invitation to travelers to come to Tijuana," said Antonio Garcia Contreras, president of LandGrant de Mexico. "More importantly, the project will bring increased business opportunities that will further promote the revitalization and economic development of the central business district in Tijuana.

Las Americas is recognized as the largest and most significant development along the 2,000-mile border between the U.S. and Mexico, not only because of its size and scope but also due to its innovative, bi-national public/private partnership structure and unprecedented cooperation and support of the U.S. and Mexican municipal, state and federal governments.

The project was approved in May 1998 by the City of San Diego as a redevelopment of the area adjacent to the old commercial port of entry, which was closed in 1996. Through its partnership with LandGrant Development, the San Diego Redevelopment Agency created the master plan and will contribute \$ 20 million to the project over the next 30 years for reimbursement of the costs of the public improvements being made by LandGrant Development. In April 2000, LandGrant formed a joint venture company with JER Partners, a global real estate investment firm headquartered in McLean, Va., to provide the additional capital to develop and operate Las Americas. No state or federal funds are involved.

With the opening of The Shops at Las Americas, holiday shoppers will discover a wide variety of themed shopping districts to explore, each with their own distinctive architectural styles and unique landscaping. By creating distinct shopping areas, The Shops at Las Americas boast an urban village atmosphere that gives the illusion of being built over time and provides visitors with a wider variety of shopping experiences than traditional mall settings.

Avenida Tijuana recalls streetscapes from the 1920's Avenue Revolución and recreates the Agua Caliente Casino, while Las Ramblas is reminiscent of the Barcelona shopping street of the same name. Greeting visitors to Las Ramblas is a special wrought iron world globe, positioned atop a 22-ft. tall carved stone column from Mexico. The work is reminiscent of the famed Barcelona statue of Columbus sitting atop a stone column and pointing to the New World. Las Ramblas is bordered by an 8,550-square-foot **Nautica** outlet. Avenida Urban creates a more formal atmosphere with Baroque architecture that one might expect to find in Madrid, while a casual rural feel pervades Calle Ranchita with its porches, clay tile roofs, benches, handmade pots and California pepper trees.

Via Baja epitomizes a classic Mexican beach town with its white-washed stucco, rustic detailing, tall palm trees and Baja tropical plants such as giant birds of paradise. Tenants include Bass, Wilson's Leather, Papaya and a 15,300-square-foot Gap. California sycamore trees frame mall entrances and ash street trees extend along Camino de la Plaza.

Las Americas also features both formal outdoor plazas and intimate courtyards with covered arcades,

pergolas and trellised porticos. Plaza Grande is the ceremonial shopping center entrance and includes three grand arches arranged in a semi-circle topped with an array of international flags. A 17,000-square-foot Old Navy outlet currently anchors the plaza.

Durango Plaza is flanked with rustic, ranch-style buildings and features an arched entry portal and a central fountain. A 10,000-square-foot Liz Claiborne outlet and a 7,000-square-foot Tommy Jeans store are among the tenants. Catalanian Plaza creates a European-flavored street scene with balconies, lofts and an eclectic architectural mix that appears to have evolved over time. Via National will be a vehicular shopping street and will demarcate the more traditional architecture from the contemporary architecture adjoining the proposed mixed-use development.

Paseo Louisiana Plaza is located adjacent to the U.S. port of entry and the proposed International bridge, which will provide a pedestrian crossing directly to Tijuana's Avenida Revolucion. It features a graceful suspended arch that spans the vehicular street and will frame the bridge beyond. The Spanish Colonial-style plaza is anchored by a 25,000-square-foot Nike outlet store and 10,000-square-foot Baja Duty Free shop.

Interior courtyards will punctuate the shopping streets and, as a focal point, provide a transition between shopping districts. La Arena creates the illusion of a reconstructed bullring on a grand scale for hosting major events. Second floor balconies will provide potential for theatrical performances. Tenants include a 7,000-square-foot Tilly's children's apparel store and a 9,400-square-foot Adidas shop.

Iberian Court will be more urban, sophisticated and vertical in scale, with an asymmetric layout to create the effect of three intersecting European streets. In addition, it is somewhat smaller than the other courtyards to create an urban feel of more pedestrian activity and intensity. In contrast, Agua Caliente Court is more open, restive and informal with room for retail carts, shade trees and a replica of the fountain in the original Agua Caliente bullring. The court also provides a spacious seating area for the food tenants and features hundreds of wrought iron tables punctuated by concrete tables with inlaid tiles and carved wood chairs of various eclectic styles.

Pedestrian walkways are paved with scored and colored concrete using a variety of textures. Special decorative touches such as handcrafted concrete urns made in Mexico dot the landscape, as well as numerous decorative and flowering plants. A grove of mature date palms from Indio (100 in all) frame either side of the main entrance off Willow Road and extend into the parking lot. The parking areas also feature Tipu trees, which are large leafy canopy trees to create shaded areas.

Las Americas is designed by KMA Architecture & Engineering of San Diego, Calif., and the landscape architect is DeLorenzo Inc., also of San Diego.

LandGrant Development, which was founded in 1986, is a full-service real estate development, management and investment company headquartered in San Diego, Calif., with branch offices in Mexico City, Mexico. To date, the company has developed, acquired and managed more than 10 million square feet of retail, office and multi-family properties in the western United States and Mexico.

IAC-CREATE-DATE: March 18, 2002

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Tuesday, May 23, 2006 - 4:31 PM EDT

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

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GRIBETZ, CHU, BUATTA TO BE HONORED BY FIT; Lester Gribetz, Mario Buatta, David Chu, honored by Fashion Institute of Technology; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network November 26, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

November 26, 2001

SECTION: Pg. 7 ; ISSN: 1082-0310

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LENGTH: 113 words

HEADLINE: GRIBETZ, CHU, BUATTA TO BE HONORED BY FIT; Lester Gribetz, Mario Buatta, David Chu, honored by Fashion Institute of Technology; Brief Article

BODY:

NEW YORK-Lester Gribetz, vice president of home furnishings fashion direction at Bloomingdale's, will receive the Lifetime Achievement Award at next year's Fashion Institute of Technology's Annual Home Products Breakfast.

David Chu, president and chief executive officer of **Nautica** International, will be honored with the Distinguished Alumnus Award. Mario Buatta of Mario Buatta Design will be given the Pioneer in Home Design Award.

The event, which is scheduled for April 15, 2002, will be held at the Waldorf Astoria and will be emceed by Warren Shoulberg, editor in chief of HFN. For more information about tickets, contact Christine Pratt at (212) 217-7457.

IAC-CREATE-DATE: January 9, 2002

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THE POWER 100; apparel retailers; Statistical Data Included Daily News Record November 26, 2001

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Daily News Record

November 26, 2001

SECTION: Pg. 15 ; ISSN: 1041-1119

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LENGTH: 4634 words

HEADLINE: THE POWER 100; apparel retailers; Statistical Data Included

BODY:

20. KENNETH COLE

Kenneth Cole started his company in 1982, selling women's shoes out of the back of a truck. Now he's married to Governor Cuomo's daughter, a board member of AmFAR and the CEO of a company that sold \$ 406 million in men's and women's apparel, shoes and accessories last year. On the strength of accessible but modern design, moderate pricing and a unique, socially conscious advertising campaign, Cole's signature line and lower-priced Reaction and Unlisted labels have found a highly receptive men's wear audience. Power prediction: Kenneth Cole will launch men's and women's fragrances next fall, under a licensing agreement with LVMH's Parfums Givenchy.

21. JOSEPH ABBOUD

Cutting-edge Joseph Abboud is not, but that's just fine with Abboud loyalists. His practical, handsome, luxurious suits and sweaters have become staples in many a wardrobe, and Abboud shops are key anchors in department stores around the U.S. and Japan. Last year Abboud launched a group of licensed home fashion lines, and his name now adorns sheets, towels, rugs, shower curtains and china. Like his old boss Ralph Lauren (Abboud was director of men's wear design at Polo for three years), Abboud works to give as much of himself as possible to his fans. For his work, Abboud has won the CFDA's Menswear Designer of the Year Award twice -- back-to-back, in 1990 and 1991. Power prediction: Abboud sold his name to GFT Net (a division of H&P) last year. Now rumors abound that he's planning to buy it back.

22. STEVE McCracken

As president and CEO of DuPont Apparel and Textile Sciences, Steve McCracken manages a \$ 3 billion division. He's also the go-to guy for anything related to apparel. DuPont's new, overarching branded strategy was McCracken's idea, as was the plan to put all of DuPont's apparel fiber businesses under one unit. McCracken oversees the leading man-made-fiber research lab in the country and directs DuPont's fiber-related marketing. And insiders say he's in the running to succeed DuPont chairman and CEO Charles Holliday. Power prediction: McCracken turns venture capitalist, snapping up companies with promising textile patents.

23. BURTON TANSKY

Burt Tansky has luxury coursing through his veins. Saks Fifth Avenue, Bergdorf Goodman, Neiman Marcus - he's held top positions with all of them. Since joining the Dallas-based Neiman's in 1994, Tansky has kept the company on an even and profitable course. And although the luxury market is struggling, his experience and creativity are sure to help the company work through the rough times. Power prediction: Tansky's smaller-format Galleries of Neiman Marcus will succeed in bringing Neiman's luxe to the middle of the mall.

24. THE DILLARDS

With more than 300 units and volume of \$ 8.6 billion, Dillard Department Stores is still controlled by the family. And the Dillards go their own way. Over the past year that's meant cutting inventory, increasing private and proprietary labels and demanding markdowns upfront. Anyone who doesn't like it can look elsewhere. As William Dillard 2nd has said: "We are going to buy more goods from people who do business the way we want to do business and less from people who don't do business the way we do business." Okay then. Power prediction: Lean and mean, they'll survive the downturn as well as any.

25. SIR PAUL SMITH

This knight has brought all the right elements -- British eccentricity, tailored styling and luxe knits -- to the round table and has emerged the Lancelot of the British fashion scene. He's not only England's most successful designer, but has overwhelming support in Asia, with that market accounting for 65 percent of his \$ 330 million business. With a new flagship in Milan and one to follow in Paris, Sir Paul is ready to bring his coat of arms to Italy and France, and has set a goal to almost double overall sales in the next five years. That means growth in the U.S., where Smith continues to be underdeveloped. He's searching for the right location for a New York flagship, and a full U.S. rollout will follow. Power prediction: A new Smith store in New York will finally teach Americans how to appreciate Brit wit.

26. MINDY GROSSMAN

Talk about culture clash. A global athletic brand taps a Seventh Avenue doyenne to run its multibillion-dollar apparel business. Mindy Grossman, former head of Polo Jeans Co. is the executive. Catch her off Nike's Oregon campus and she'll laughingly recount her efforts to fit in at one of Nike's outdoor team-building exercises. But Nike founder Phil Knight and Grossman have one important thing in common: They like to win. Knight praised Grossman earlier this year for making Nike a "true apparel company." Now her challenge really begins, as she manages a \$ 2.8 billion business through a global downturn. Power prediction: How big can Nike's apparel business get? With Grossman at the helm, we'll soon find out.

27. GEORGE ZIMMER

When he boasted a couple of years ago that he'd build The Men's Wearhouse into the industry's leading specialty store retailer, it raised a few eyebrows. But slowly, George Zimmer and his team put the wheels in motion. Today, the company operates over 500 stores and pulls in volume of \$ 1.35 billion -- a far cry from the one-unit chain he opened in Houston in 1973 with a \$ 7,000 investment. Power Prediction: He's out of the running for Brooks, but expect Zimmer to try other acquisitions.

28. DAVID CHU

He may not have the name recognition of a Ralph, Calvin or Tommy, but David Chu has done all right for himself. Last year **Nautica**, the label he founded in 1983, paid Chu more than \$ 11 million. Meanwhile, on the runway, Chu's work is looking better than ever as he refines his sporty take on casual attire. Power prediction: In his new role as vice-chairman and chief creative officer, Chu will further fine-tune **Nautica's** presentation as he and Sanders take the brand to Europe.

29. DOMENICO DOLCE and STEFANO GABBANA

Stefano Gabbana once said his idea of luxury was "watching MTV all day." Good thing, because Gabbana,

may just prove to keep the little frog jumping while other Italian operations struggle to keep their heads above water.

61. MARC JACOBS

At the Marc Jacobs spring 2002 show this September, the crush of people at the gates was so large, you might have imagined they were giving away free Marc by Marc Jacobs outfits. Such is the drawing power of Jacobs, the fashion pack's longtime sweetheart. Power prediction: Jacobs just opened a men's store in the quiet West Village. Expect a slew of copycats to open up shop there any minute.

62. JOSEPH BARRATO

After stints at Brook Brothers and Ralph Lauren, Joseph Barrato went Italian with Brioni in 1986. Under his watch, sales jumped from \$ 5 million to today's \$ 40-plus million as he guided the company into furnishings and sportswear and added mono-brand stores. Power prediction: Look for Barrato to further build the brand in trendy resort areas as he has already done with a store in Aspen.

63. ROBERT B. McKNIGHT JR.

He started selling board shorts from his car; today his company, Quiksilver Inc., is a \$ 445 million business. Robert McKnight proves without a shadow of a doubt that you can make money in surfing apparel and do it while remaining true to your roots. Power prediction: With board sports emerging as the lifestyle of choice for generations Y and Z, McKnight's business has yet to crest.

64. RONNIE WURTZBURGER

To call the president of Peerless International a salesman's salesman is an understatement. Who, at the top echelons of the retail business, doesn't know Ronnie Wurtzburger? He can melt the toughest buyer, break down the thickest doors and get stores to come back for more even in the toughest of times. Since 1990, when he took over the U.S. subsidiary of Montreal's Peerless Clothing Co., Wurtzburger has sent volume soaring from \$ 15 million to \$ 250 million and paved the way for other Canadian makers to sell America. Power prediction: A strategic alliance with Neema Clothing Co. has given Wurtzburger a new boss, Jim Ammeen. Let's hope Wurtzburger got a fair shake in the deal, or he may head elsewhere.

65. SUSAN MASKO

With some 1,000 stores in 47 states and sales of \$ 29 billion, the Target stores division of Target Corp. is a force to be reckoned with. As the top men's wear merchant for the mega-retailer, Susan Masko has one of the biggest pencils in the business. Power prediction: Kmart tries to poach Masko to pep up its men's business.

66. JOE GROMEK

After joining a struggling Brooks Brothers, Joe Gromek proceeded to update the venerable chain and make it relevant to today's customer. As CEO he beefed up Brook's sportswear component and revived its clothing and furnishings collection. He also opened up a new Fifth Avenue flagship. Power prediction: With Brooks on the block, Gromek's future with the retailer is a question mark, but his record will help him score another plum position if necessary.

IAC-CREATE-DATE: December 18, 2001

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

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PARKER IS MODEL GUARD FOR FORDHAM The New York Post November 29, 2001, Thursday

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The New York Post

November 29, 2001, Thursday

SECTION: Metro; Pg. 066

LENGTH: 350 words

HEADLINE: PARKER IS MODEL GUARD FOR FORDHAM

BYLINE: THOMAS CULLEN

BODY:

Fordham point guard William "Smush" Parker claims he was born with a basketball in his hand.

Anyone who's seen him play wouldn't doubt it.

"He's a throw-back player with a modern game," said head coach Bob Hill. "He makes his teammates better. Just because he's flashy doesn't make him a wild player."

The Rams (1-2) are sporting an entirely new backcourt this season with the loss of Jason Harris and Bevon Robin and the arrival of Parker and Adrian Walton.

While Parker's predecessor Robin was more of a shoot it from all over the court type of player, Smush would rather look for the open man before taking a shot.

"He didn't make his teammates better," Parker said of Robin. "He was looking out for himself."

Parker, who is not afraid to pass instead of shoot, has made his teammates better thus far. He has also taken his share of shots as well.

He is averaging 15 points, 5.3 assists and 5 rebounds, but it's distributing the ball that Parker likes most.

"An assist is also two points," he declared.

Last night, the Rams traveled to Iona to face the Gaels (0-3).

A rift was started last year when Hill claimed that he wanted to take the Rams to the next level and get out of playing the Ionans and Manhattans of the world. This did not sit well with Iona coach Jeff Ruland.

The battle lines may have been drawn by the two coaches, but Parker refuses to get caught up into the hype.

"I'm looking forward to every game, not just a single one," he said.

Basketball is not the 6-4, 180-pound Parker's only forte, he has also done some modeling for **Nautica**. He modeled its NST line, which stands for Never Stop Trying.

Hill was concerned that Parker's street ball mentality would creep into his college game. So far that has not happened.

"It's been a real good transition for me," Parker said. "It wasn't a big adjustment because I'm used to playing against good competition."

GRAPHIC: UP & IN: Jason Williams soars for two points in first half of DukeAEs 80-62 romp over Iowa in the ACC/Big Ten Challenge Tuesday night at the United Center. AP

LOAD-DATE: November 29, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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HOLIDAY BRIEFS Concord Transcript (California) November 29, 2001 Thursday FINAL EDITION

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Concord Transcript (California)

November 29, 2001 Thursday FINAL EDITION

SECTION: NEWS; Pg. C05

LENGTH: 607 words

HEADLINE: HOLIDAY BRIEFS

BODY:

Hospice Tree of Lights ceremony

Community members are invited to sponsor a light for the Hospice of Contra Costa Foundation Tree of Lights to remember friends and loved ones throughout the holiday season during a tree lighting ceremony in Clayton at 5 p.m. Sunday, Dec. 2, at Clayton Station, at Kirker Pass and Clayton roads.

The ceremony will feature singing, candle lighting, a memorial poem, and tree lighting. The lights will shine from early December through early January.

To sponsor a light, send \$10 per light (or more) to the Hospice of Contra Costa Foundation, 2051 Harrison St., Concord (94520). Donations are used to fund patient care by Hospice and Palliative Care of Contra Costa, which cares for adults and children with life-threatening illnesses. Call 925-609-1849 for more information.

Leisure Services Napa shopping trip

Concord Leisure Services is planning a marathon shopping excursion to the Napa Valley from 9:30 a.m.-4:30 p.m. Saturday, Dec. 1. The daylong trip will include a visit to Vintage 1870 in Yountville, which features a collection of 38 specialty shops and galleries in a converted 130-year-old winery. Participants will eat lunch on their own at one of several available restaurants.

Then the group will move on to Premium Outlets to shop in 50 factory stores, including Mikasa, J. Crew, **Nautica**, Jones of New York, Nine West, Ann Taylor, Dansk, and many others. Transportation will be provided by van and the cost is \$16 per person for Concord residents and \$21 per person for nonresidents. Call 925-671-3404 to register or for more information.

Farmers market toy drive

The Concord farmers market invites patrons to help fill Santa's sleigh with toys for the Contra Costa County Fire District's toy drive from 10 a.m.-2 p.m. Tuesdays, Dec. 4, Dec. 11, and Dec. 18 in Todos Santos Plaza, at Willow Pass Road and Grant Street.

Firefighters will collect the toys from 11 a.m.-2 p.m. Tuesday, Dec. 18. Call 800-949-FARM (800-949-3276) or visit www.pefma.com for more information.

Craft show continues through Christmas

The 33rd annual "Joy of Christmas Craft Show" will continue through Christmas, at the Wards/Contra Costa Shopping Center in Pleasant Hill.

The show will feature more than 50 artists and artisans in their workshops inside the mall through Christmas. Festival hours will run from 10 a.m. to 8 p.m. Sunday through Thursday and 10 a.m. to 9 p.m. Friday and Saturday.

Santa will make an appearance each Saturday and Sunday from noon to 3 p.m. Santa will be helping to collect toys for the local police department toy drive.

Admission and parking are free. For more information, call John Holland at 707-886-5355.

Monumental holiday toy drive

The fifth annual Monumental Holiday Toy Drive, sponsored by the Concord Police Department, is accepting donations of new, unwrapped toys through Dec. 17.

The program provides low-income families with toys for Christmas. Toy collection bins have been placed at the Police Headquarters building, all three police district field offices, the Concord Civic Center, and at local businesses.

Last year, 1,485 children, ages 2 to 12, from Cambridge, Meadow Homes and Ygnacio Valley elementary schools received two toys each.

The public is invited to attend community wrapping sessions from 3-6 p.m. on consecutive Sundays, Dec. 2, Dec. 9, and from 5-10 p.m. Sunday, Dec. 16, at the Concord Police Station, first-floor community room, 1350 Galindo St., Concord.

All of the toys will be distributed from the Southern District Police Field Office between Dec. 20-22. Call 925-671-3485 for more information.

LOAD-DATE: January 5, 2002

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*Linens 'n Things Opens New Stores for The Holiday Season; Growth Through Expansion into New Markets
Business Wire November 30, 2001, Friday*

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Business Wire

November 30, 2001, Friday

DISTRIBUTION: Business Editors

LENGTH: 713 words

HEADLINE: Linens 'n Things Opens New Stores for The Holiday Season; Growth Through Expansion Into New Markets

DATELINE: CLIFTON, N.J., November 30, 2001

BODY:

Building on the strength of its 329 store locations, Linens 'n Things, Inc. (NYSE:LIN) one of the leading national large format retailers of home textiles, housewares and home accessories recently added thirteen stores and nearly 447,000 square feet of space that offers quality home furnishings and an extensive collection of more than 30,000 items.

Seven of the thirteen new sites are located on the West Coast. Six are in California (Fullerton, Union City, Chico, Bakersfield, Citrus Heights and Burbank); a new Spokane location joins its sister store. New East Coast locations include Waterbury, CT, Williston, VT and Cortland, NY. A new store also opened in Billings, MT. Two new Canadian stores are located in Winnipeg, Manitoba and Abbotsford, British Columbia.

Expansion into these new markets is expected to help build brand recognition, increase Linens 'n Things' solid customer base and to contribute to increased revenues. Linens 'n Things features a wide array of value priced brand name bedlinens, window treatments, cookware, home accessories, storage, and bath accessories, in addition to the Company's own high-quality private label merchandise. Our quality name brands include **Nautica**, Calphalon, Cuisinart, Royal Velvet and Croscill.

In addition to convenient in-store and online shopping, Linens 'n Things offers a national Gift Registry. With over 300 stores and our website at www.linensnthings.com, Linens 'n Things has made it possible for customers to select from its wide array of products when shopping for themselves or choosing gifts for weddings, housewarmings or graduations.

As of November 30, 2001, Linens 'n Things operated 342 stores in 43 states and four Canadian provinces. Linens 'n Things, with year 2000 sales of \$1.6 billion, was founded in 1975 and operated as a privately held company until 1983 when it was acquired by the Melville Corporation. In 1996, Linens 'n Things became a publicly traded company and its shares are traded on the New York Stock Exchange (NYSE:LIN). More information about Linens 'n Things, Inc. can be located on-line at www.linensnthings.com.

The foregoing contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. The statements were made a number of times and have been identified by such forward-looking terminology as "expect," "believe," "may," "will," "intend," "plan," "target" and similar statements or variations of such terms. All of our "outlook" information constitutes forward-looking information. All such forward-looking statements are based on our current expectations, assumptions, estimates and projections about our Company and involve certain significant risks and uncertainties

including levels of sales, store traffic, acceptance of product offerings and fashions, the success of our new business concepts and seasonal concepts, the success of our new store openings, competitive pressures from other home furnishings retailers, the success of the Canadian expansion, availability of suitable future store locations, schedule of store expansion, the impact of the bankruptcies and consolidations in our industry, the impact on consumer confidence and consumer spending as a result of acts of terrorism and war, and the impact of a slowing consumer economy. These and other important factors that may cause actual results to differ materially from such forward-looking statements are included in the "Risk Factors" section of the Company's Registration Statement on Form S-1 as filed with the Securities and Exchange Commission on May 29, 1997, and may be contained in subsequent reports filed with the Securities and Exchange Commission. You are urged to consider all such factors. In light of the uncertainty inherent in such forward-looking statements, you should not consider their inclusion to be a representation that such forward-looking matters will be achieved. The Company assumes no obligation for updating any such forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting such forward-looking statements.

CONTACT: Linens 'n Things, Inc.
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(973) 815-2929

URL: <http://www.businesswire.com>

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The Best Parkas In Style December, 2001

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In Style

December, 2001

SECTION: STYLE FILE; Pg. 148

LENGTH: 12 words

HEADLINE: The Best Parkas

BODY:

[This article consists of a quote and photographs--see below]

GRAPHIC: COLOR PHOTO, Wardrobe Rx when your wardrobe needs a shot in the armoire Nylon D-ring jacket with polyurethane coating, Old Navy, \$ 42; 800-653-6289, COLOR PHOTO, [Wardrobe Rx] Teflon-coated silk down coat, Moncler, \$ 395; Henry Cotton's, San Francisco, 415-391-5557; COLOR PHOTO, [Wardrobe Rx] Silk-micronylon jacket, Ralph Lauren Sport, \$ 950; select Ralph Lauren stores; COLOR PHOTO, [Wardrobe Rx] Nylon three-quarter puffer coat, **Nautica** Jeans Company, \$ 175; select Bloomingdale's; COLOR PHOTO, [Wardrobe Rx] Nylon zip-front parka, Prada Sport, \$ 730; Prada, N.Y.C., 212-925-2221


LOAD-DATE: December 4, 2001

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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GIFTS ON THE go Courier News (Bridgewater, NJ) December 5, 2001 Wednesday

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Courier News (Bridgewater, NJ)

December 5, 2001 Wednesday

SECTION: LIFESTYLE; Pg. 4B

LENGTH: 971 words

HEADLINE: GIFTS ON THE go

BYLINE: Staff

BODY:

Last-minute ideas for goodies that will stuff those stockings and bring cheer to all for the holidays!

A BOOST FOR THE HOLIDAYS: With the benefits of aromatherapy, It's the perfect pick-me-up. The five-piece set includes a reusable terry cloth spa bag filled with well-being essentials. A \$40 value, now only \$29.99, the Energy Gift Set by Avon available at www.avon.com or call (800) FOR-AVON

SWEET AROMAS: Bath & Body Works has a wonderful line of aromatherapy products for holiday gift-giving including body lotions and massage oils; prices range from \$8-20, available at Bath & Body works stores nationwide.

CAUGHT IN TIME: This charming swirl watch with two sweeps of silver-plated nickel and square watchface is a unique holiday gift; \$58, from the Coldwater Creek - Spirit of the West catalog. Call (800) 968-0980 or visit www.coldwatercreek.com

IN THE KITCHEN: Help the cooks of the house look after their hands - choose from the Cooks Collection basket \$38. Includes lotion, soaps, towels and handwash or the Cooks Hand Care caddy \$24. It is available at Crabtree & Evelyn at the Bridgewater Commons mall or visit www.crabtree-evelyn.com

CUTE 'N' COMPACT: Be prepared with the brush built for use on the go. Comes with mirror handle and folds up for easy carrying. Advance Techniques Folding Cushion Brush \$4.99 by Avon available at www.avon.com or call (800) FOR-AVON

SAY CHEESE!: Offer a practical gift this year that will polish up those enamels and rid gums of holiday munching. Reach Power Brush \$17.99 available at most mass market stores including Target and CVS.

SURE FOR SHINE: Lifetex wellness sculpting polisher will add brilliant shine to the hair. \$12.99. Available at Bloomingdales or Saks Fifth Ave, Hackensack, or call (866) LIFETEX or visit www.lifetexwellness.com

PURE INDULGENCE: Excellent pamper presents for the holidays. An exfoliator that uses natural honey & jojoba beads to remove dry cells from the body. And a rich, luxurious whip of Shea Butter and healing botanicals to nourish dry sensitive skin. Honey body polish \$28 & Shea butter Souffle \$24. Available at Sephora at the Mall at Short Hills or visit www.essentialelements.com

GIRLS JUST WANNA HAVE FUN: Celebrate the girl in every woman with BCBGirls perfumes and lotions -

Star, Nature, Metro & Sexy - all designed to bring the best out in young ladies, Eau de toilette \$38, body lotion \$24, body cleanser \$22 by Max Azira available at fine department stores or visit www.sephora.com or call (800) 715-4023.

CLEAN & FRESH: Help dad perfect his appearance with the Splash collection by **Nautica**. Products include shave cream \$12, BIG soap on a rope \$10, body wash \$10 and deodorant \$10 available at fine department stores including Macy's or call (800) 715 4023.

COMFORT IS THE KEY: This seamless bra and bikini offers the very best in underwear comfort. Heather microfiber daybra, \$10, and bikini, \$9, by Barely There available at select Lord & Taylor stores or visit www.barelythere.com

FOR LONG ELEGANT NAILS: If any woman you know is trying to grow her nails, then try this. Vivinal is a dual nutritional system that works from the inside out. Tablets, rich in marine protein work from the inside to give long luscious nails. Combine with cuticle treatment that contains myrrh to help strengthen the nail surface. \$36 available at www.spacadet.com or call (800) 318-3934

A TIMELESS CLASSIC: A refreshing scent that's exhilarating and distinctly masculine. and great for all ages. Eternity for men, by Calvin Klein \$32 for 50 ml, available at most fragrance counters in department stores.

RUB-A-DUB-DUB: It's a duck in a tub, fun for any family's bathroom. \$32 from Bath & Body Works, Bridgewater Commons mall.

BEDAZZLED: This beautiful necklace is a great way to treat someone special. Bronze drama rhinestone multitiered necklace \$65 by Liz Claiborne Accessories. Available at Elisabeth, The Mall at Short Hills or visit www.lizclaiborne.com for a store nearest you.

SAY GOODBYE TO DRY SKIN: Give your body new life with Te Tao Chinese Rose & Mother of Pearl body lotion. Perfect for the winter weather. \$7.50 available at most leading drug stores or call (800) 741 KUAN

FOR HIM AND HER: These fresh fragrances would be lovely for a couple's first Christmas. Cool Water aftershave for men \$44 and Cool Water Woman \$40 available at most department store fragrance counters.

ANYTHING BUT COMMON: A luxuriously gentle shaving cream for sensitive skin. An ideal stocking stuffer for the men in your life. \$12 by philosophy, available at Nordstrom, Marshall Fields and Sephora or visit www.sephora.com

PAMPER YOUR LOVED ONES: Pure spring has an entire range of body scrubs, lotions, soaps and bathtime products, all at affordable prices. Prices vary and are available exclusively at Rite Aid drug stores.

SIMPLY FABULOUS: Countess Jan Moran has brought out her second book "Fabulous Fragrances II." A unique guide chock full of perfumes and colognes, listing ingredients and their origins and much more. \$29.95, hardcover, available at Saks Fifth Avenue stores, amazon.com or visit www.fabulousfragrances.com.

FACE TO FACE: Luxury facial treatments for beautiful faces; Rescue Mask (a claymask treatment) \$38 and Kiss Mix (for lip revival) \$16 by Eve lom, available at Nieman Marcus or visit www.niemanmarcus.com

WARMIN' UP: Keep the guys warm for winter with this Freerider jacket \$98, sweatshirt \$38 and snowboard gloves \$24.50 by American Eagle Outfitters available at Bridgewater Commons mall.

PRETTY AS A PRINCESS: This bath bag filled with body wash, body lotion and star sponge is great for little girls. \$9.99 available at Kids R Us.

(all with photos)

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Knit picks Sweaters hot gift idea this Christmas season The Denver Post December 6, 2001 Thursday

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The Denver Post

December 6, 2001 Thursday 2D EDITION

SECTION: SCN; Pg. F-01

LENGTH: 774 words

HEADLINE: Knit picks Sweaters hot gift idea this Christmas season

BYLINE: By Suzanne S. Brown, Denver Post Staff Writer,

BODY:

IF THE PROSPECT of finding the right item for everyone on your list has you singing the blues instead of seasonal carols, we've got some suggestions to lift your spirits and ease your shopping chores.

There's one item of such variety that you can purchase a style for everyone from the grand dame of your clan to the family dog. It's simply a sweater, from sturdy, inexpensive colorful cottons to super-chic, pricey cables and cashmeres.

'What's great about sweaters is that they let people express themselves,' says Anna Lonergan, senior manager for global public relations at Gap. 'From a cableknit turtleneck for a guy to a great chunky knit for women, they come in all different lengths and shapes. And they become favorites quickly.'

Carol Steele, fashion director for Nordstrom's Northwest region, which includes Colorado, agrees. 'The great thing about sweaters as a gift is that they run the gamut,' she says. 'If she's a career woman, you can get her items to replace a jacket. If she stays at home, casual weekend looks are perfect. If she likes elegance, get a sweater detailed with beads, pailletes or pearls.'

There's also a wide range of knits for men, children and teens, Steele says, adding a knitted garment is a particularly good gift this year. 'Anything that's warm and comfy and cozy is selling,' Steele says.

Here are some design trends and ideas for various people on your list:

Waving the flag: Sweaters with stars and stripes motifs, flag appliques, USA embroidery and other patriotic messages are showing up in all categories. Americans can't get enough of the red, white and blue since Sept. 11, so such design firms as Tommy Hilfiger and Ralph Lauren are capitalizing on their perennial penchant for hoisting the flag.

Sun Valley, 1960: Vintage ski looks also are influencing the knitwear scene. 'With the Olympics nipping at our heels, there's a feeling of nostalgia,' Steele says. Snowflake and Fair Isle patterns in wool, slim cuts and mock turtlenecks recall the body-hugging silhouettes that were prevalent in the 1960s.

Women's ways: There are more options than ever in chunky sweaters, 'but we are seeing a marked shift to finer gauge knits that can be layered under a jacket,' says Steele, adding that silk blends, cashmere and cotton knits are in demand.

Lengths go from cropped above the waist to below the hips, and necks include drapery cowls and deep Vs as well as classic turtlenecks. Some are trimmed in lace or fur or have attached belts. For the career woman and traditionalist, sweater sets are always a great gift item, whether in affordable acrylic blends or cashmere.

'We're seeing a lot of color - reds, purples and pink tones are especially beautiful for gift giving and most women look lovely in them,' Steele says.

Man power: Men's styles are big on versatility, says Lonergan of Gap. 'A man's cableknit turtleneck sweater can be worn with so many things - gray flannel pants and a blue blazer over it, or a pair of jeans.'

'Zip necks are kind of new, as are rolled necks and anything with sleeve interest, such as ribbed sleeves,' says Anita Scherrer, men's sweater buyer at Dillard's.

Chenille textures are gaining, she says. 'It's been in the contemporary area for a while; now you'll find it in more lines.'

As for color, 'there's lots of gray - it can be worn with just about anything,' Scherrer says. Also strong is burgundy. 'It really started for us last year, and we've added more of it.'

Teen expressions: For junior girls, horizontal stripes and multicolor looks are in the spotlight. Longer cardigans - from hip- to ankle-length - are great to wear in place of a denim or leather jacket.

Textures range from fine to chunky knits, with 'a lot of shaggy yarn and faux fur trim at the collar and cuffs,' Steele says.

Old school: Teen guys are going for vintage-inspired sweaters that have the look of athletic or prep school uniforms. Muted colors, sturdy stitches, taping, crests, patched embroidery and appliques are among the details that give a retro feel to the pullovers from such companies as Hilfiger, Lauren, Nautica and Abercrombie & Fitch.

Kid stuff: For children, 'You see a lot of fun graphics and colors,' Lonergan says. 'Kids are into it because they're fun, expressive and colorful.'

Fitting in: Don't know what size to select? Give a knit scarf or cap. Fringed mufflers, cabled wraps and toboggan hats are among the fail-safe options.

GRAPHIC: PHOTOS: The Denver Post/Glenn Asakawa fashion photos

LOAD-DATE: December 07, 2001

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

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VALUE IN SMALL STOCKS Pittsburgh Post-Gazette (Pennsylvania) December 10, 2001 Monday

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Pittsburgh Post-Gazette (Pennsylvania)

December 10, 2001 Monday REGION EDITION

SECTION: BUSINESS, Pg.D-3

LENGTH: 601 words

HEADLINE: VALUE IN SMALL STOCKS

BODY:

The last time I beat the drum for small stocks was in March 2000, in a column titled "Betting that the small-stock rally isn't over yet." At that time, I argued that you were twice as likely to find a bargain among small stocks than among stocks with the largest market values.

I asked, "Do you really want to 'play it safe' by buying General Electric Co. at 47 times earnings?" I suggested Centex Construction Products Inc. instead. Since then, Centex is up about 14 percent, while GE has lost 21 percent.

I also suggested that clothing maker Garan Inc. was a better bet than popular favorite Coca-Cola Co. Garan has climbed about 80 percent since, while Coca-Cola has risen only about 7 percent.

Third, I said that "no one will criticize you if you own Wal-Mart Stores Inc.," but there were some reasons to prefer Nature's Sunshine Products Inc. The score since then: Nature's Sunshine is up 62 percent, while Wal-Mart has gained 1 percent.

By no means would I claim that small stocks will always beat big ones or that I can consistently choose stocks that perform as well as Centex, Garan and Nature's Sunshine. An average gain of 52 percent in 20 months is not something I expect to achieve often.

I do, however, believe that small stocks, especially small value stocks, are often the sweetest part of the stock market.

Five small stocks I like are Emcor Group Inc. (EME), Woodward Governor Co. (WGOV), **Nautica** Enterprises Inc. (NAUT), Unit Corp. (UNT) and Genlyte Group Inc. (GLYT).

Emcor builds and maintains lighting, plumbing, electrical and security systems for businesses. It has had a profit each year since 1996 and is expected to have a 14 percent increase in earnings this year.

Emcor seems quite reasonably priced at 14 times earnings, 1.7 times book value and 0.2 times revenue. Its debt is less than 1 percent of equity.

Woodward Governor, which makes engine and turbine controls, is expected to show a 2 percent decline in profits in 2001, to \$4.49 a share from peak earnings of \$4.59 in 2000. I'd be happy to live with that problem, given that I can buy the stock for 12 times earnings.

Nautica makes sportswear and casual clothing.

It trades for about \$13 a share. Today's price is about 9 times earnings and 0.65 times revenue, which I consider attractive for a company that has been profitable every year for more than a decade.

Unit Corp. is an onshore oil and gas drilling contractor that in the past five years has increased earnings by an average of 54 percent annually on sales gains averaging better than 31 percent a year.

I certainly don't expect Unit to keep up that pace in the coming five years. Then again, it doesn't need to, considering how cheap the stock is. Unit sells for 7 times recent earnings and 1.7 times book value. The stock is around \$13, down from \$20 as recently as June.

Genlyte makes and sells lighting fixtures. Over the past five years, it has had 36 percent annual earnings growth and 18 percent annual sales growth.

You can pick up Genlyte shares for 11.5 times earnings.

Genlyte is expected to earn about \$2.60 this year, down a nickel from 2000. I am not, however, a stickler for growth every year without fail. At 1.7 times book value and 0.4 times revenue, I think Genlyte is a bargain.

John Dorfman is president of Dorfman Investments in Boston. The opinions expressed are his own. His firm or its clients may own or trade investments discussed in this column. Contact him at jdorfman@bloomberg.net or Dorfman Investments, 101 Federal Street, Suite 1900, Boston, Mass. 02110.

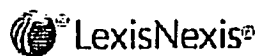
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true progress Maclean's December 10, 2001

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Maclean's

December 10, 2001

SECTION: ADVERTISING SUPPLEMENT; Pg. 8

LENGTH: 485 words

HEADLINE: true progress

HIGHLIGHT:

New ways to look better every day

BODY:

The first Retinol product for men: Stop-Age Wrinkle Corrector!

Biotherm Homme Introduces the first Retinol product for men called Stop-Age. It is the first anti-age treatment for men with pure Retinol - the purist form of Vitamin A. Retinol is recognized by dermatologists as being able to provide younger-looking skin. Stop-Age stimulates the renewal of cells in the epidermis resulting in a significant reduction in the appearance of fine lines and wrinkles. Available at Biotherm counters in drug and department stores from coast to coast.

Feed your skin with Zirh skin nutrition.

Zirh is one of the world's leading manufacturers of high end men's skin care. Now available in Canada, the Zirh skin care line is a three part system that cleans, corrects and protects. The collection includes products for the face, special care products such as a shave gel and cream, plus a clay mask, and body and hair products, eighteen in all. Also this fall, the new Zirh fragrance is available in 125 ml and 75 ml sprays. Available at The Bay, eatons, Holt Renfrew, Les Ailes de la Mode and Ogilvy's.

For your ultimate comfort

The new Ultimate Comfort Shave Cream from **Nautica** is a high performance shave cream for a cool, smooth shave. Complete with added moisturizers and aloe leaf juice, this cream reduces friction and burning, for a clean, close shave that soothes and softens skin. Available in Department stores across Canada.

A new look for Grecian 5

Now there's a men's haircolour made to target only your grey hair -- Grecian 5. In five easy minutes, Grecian 5 targets only the grey hair, replacing it with subtle tones, like your own natural colour. It matches the rest of your hair, for a subtle, natural look. Grecian 5 is right on target. Available at drug stores, pharmacies and mass merchants across Canada.

Introducing

Natural Instincts for Men

This new men's haircolour is enriched with a unique fortifying complex of ingredients that allows men to restore vitality to their natural haircolour. The product delivers natural results while protecting and conditioning hair. The formula includes vitamin E, proteins, aloe and plant-derived conditioners. It works in just 10 minutes and lasts about 24 shampoos. It is available in five natural looking shades that blend away grey and restore natural colour. Available in drug stores, pharmacies, and mass merchants across Canada

Sometimes . . .

shorter is better

Shorts Cuts high performance hair care has added two trendy stylers to its lineup. New Stranded Pliable Pomade adds definition and texture to your hair and provides healthy looking shine. New Max Out Styling Stick is on the leading edge of hair care design and works wonders on those short textured hair cuts. This versatile hair stick makes easy styling. For more information visit our website, www.shortcutshair.com.

GRAPHIC: Pictures 1 through 10, no caption

LOAD-DATE: December 11, 2001

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Clothier returns to first love Des Moines Business Record December 10, 2001

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December 10, 2001

SECTION: Vol. 17, No. 49; Pg. 12; ISSN: 10686681

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DOC-REF-NO: BREC-2246-11

LENGTH: 499 words

HEADLINE: Clothier returns to first love

BODY:

It's rare that someone forgets his or her first love. Mike Hensley isn't any different.

Hensley is once again embracing his first love: working as a fulltime clothier. Hensley, a third-generation clothing retailer, learned the ins and outs of the business in Atlantic at his father's side.

Combining the knowledge obtained at his dad's store with the 15 years of experience he gained working at Mona's Big & Tall in Des Moines, Hensley is striking out on his own, but returning to his roots. On Oct. 1, he opened the doors of another family business, Hensley's Big & Tall Outfitters.

Hensley is working with his two loves at 7380 Hickman Road: his wife, Kelly, who handles payroll duties, and racks of clothing bearing **Nautica** and Tommy Hilfiger labels. Add his brother Dave, the financial analyst, and sister-in-law, Laura, who is the accountant, into the mix, and Hensley is as thrilled as a lovesick teenager.

"Clothing is something I enjoy," he said. "I am excited to be back in the business."

Thoughts of returning to retail began the day Mona's Big & Tall sold nine years ago and the store was renamed Repp Big and Tall. But he took a different avenue, forming his first partnership with his brother to purchase Baker's Cafeteria.

When the Repp store closed in July, Hensley consulted with his father and the former store owner, Frank Mona, who frequented the cafeteria. He sat down with Mona, discussing his plans while being open-minded to any suggestions the longtime retailer offered.

"I was out of the business for nine years. I just wanted to talk to him to get his feel for the store," Hensley said. "Frank knew I loved the business and has been supportive."

Hensley moved forward. Two months ago, when the store opened, he filled a void in his life. His father, who was in the business for 35 years, went with him on his first buying trip.

Despite nearly a decade-long absence, Hensley said it is good to be back in the clothier business. And it is

one he understands. Hensley knows the clientele's needs and wants. He, too, wears big and tall clothing.


He has also seen a change in the niche market. **Nautica** and Hilfiger were not companies marketing to big and tall customers 10 years ago. The merchandise is also reaching a broader market, increasing its penetration from 5 percent to between 10 and 15 percent in the last decade.

That was something Hensley wanted to sell when he opened his business - brandname and high-quality merchandise. He offers a variety of apparel for the business world, such as dress shirts and slacks, ties, jeans and underwear. Hensley's will be adding suits and sports coats to its inventory March 1.

Surrounding himself with loved ones and old friends makes this endeavor more enticing, Hensley said. And with that support, he has big aspirations and knows it isn't a tall order.

"It isn't me trying to do all of the things that is required to run a business," he said. "We have a lot of experience behind us and that helps."

LOAD-DATE: January 11, 2002

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

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BAY RIDGE OR BUST! SHOPPERS: THIS BROOKLYN NABE'S GOT THE GOODS *The New York Post* December 15, 2001, Saturday

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The New York Post

December 15, 2001, Saturday

SECTION: All Editions; Pg. 029

LENGTH: 649 words

HEADLINE: BAY RIDGE OR BUST! SHOPPERS: THIS BROOKLYN NABE'S GOT THE GOODS

BYLINE: BARBARA HOFFMAN

BODY:

WE have seen the 21st century of shopping - and it's in Brooklyn.

Bay Ridge, to be precise - where downtown's designer discounter Century 21 decamped after Sept. 11.

Here it sits on 86th Street, part of a several-blocks-long stretch that looks like an open-air mall from New Jersey.

There's the Wiz, a Gap, a Radio Shack and a KayBee's; Lane Bryant, a Children's Place and a Nine West Outlet. Tucked between them are sundry salons and several stores you'll find nowhere else.

Together they make for a great day's shopping - a place where you can get designer dresses, a haircut, a schnauzer, a charlotte russe and a tan, all within view of the Verrazano Bridge.

Then again, many shoppers will ride the R train for 50 minutes just for Century 21. They may or may not be disappointed.

While the downtown store was hardly a palace, the new digs are decidedly more industrial looking - the aisles more cramped and the floor, in some areas, bare concrete. The other day, the air smelled of hair spray and rang with the sound of shoppers' rapid-fire Russian banter.

But the designer goodies were there, waiting to be discovered. Past the white velour jumpsuits and blue-tinted, animal-print, polyester Versace jackets - highway robbery even for half price- were Ralph Lauren's cashmere sweaters (\$99.97), Jones New York suits (\$139.97) and elegant jackets by Jil Sander (\$249.97).

Elsewhere were Tignanello bags in buttery leather, DKNY earrings (a steal for under \$5), **Nautica** jackets for boys, men's cashmere-lined gloves and a slew of glorious ties.

Walk through the back, and you enter Century 21's Home Store, a hectic place of linens, cut crystal, housewares, chocolates and tchotchkes. There was a forest of umbrella stands, lots of American flags and box upon box of Christmas cards, most of which featured poinsettias.

The lines were haphazard, the intercoms loud and you'll probably need several aspirin to regain your equilibrium.

Things were calmer down the block at Benetton - a small, meticulously organized store filled with jewel-colored wool sweaters for men, women and children, most of them discounted by 20 or 30 percent. (Asked how long the sale would last, a clerk shrugged and said, "As long as the owner wants it to.")

Across the street, Lisa's Craft & Gift Shop smelled faintly of potpourri and dried eucalyptus. There were a rainbow of ribbons, acres of fabric and baskets of every size, and a daunting display of dolls, one of which doubled as a lamp.

Up front, in a glass case, were the kind of miniature fancy shoes selling for \$15 a pop at the Metropolitan Museum of Art gift store; here they're \$3.99 and up. Smaller shoes - beribboned and intended as tree ornaments - are \$1.99.

Nearby, at the World of Pets, a schnauzer and some Doberman pups gamboled in the window. There were more puppies and cats inside, along with all kinds of pet paraphernalia, and one of the biggest bird cages glimpsed outside of the Central Park's zoo - wider than a phone booth and just a tad shorter.

It's \$599 and can accommodate several macaws. From the sounds of things in the back, the resident birds were hungry.

So were we. We passed up Nothing Fits! - with its Steve Madden shoes and red vinyl over-the-knee boots - and found plenty of choices: an all-you-can-eat sushi place, and Vietnamese, Indian and Chinese noodle restaurants among them.

Then we saw the Charlotte Russe, its whipped-cream topping rising above its cardboard collar, at Your Baker bakery.

Toto, I don't think we're in Paramus anymore.

To get to Bay Ridge, take the downtown R train to 86th Street. It's the second to last stop, about 50 minutes from Midtown.

GRAPHIC: "Them's barkin' words!" A boxer gets scolded by a passerby at World of Pets. Shoppers stock up on holiday gifts on 86th Street in Bay Ridge. NY Post: Jennifer Weisbord

LOAD-DATE: December 17, 2001

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [1]

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Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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NEWS BRIEFS; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network December 17, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

December 17, 2001

SECTION: Pg. 28 ; ISSN: 1082-0310

IAC-ACC-NO: 81473871

LENGTH: 485 words

HEADLINE: NEWS BRIEFS; Brief Article

BODY:

Nautica Expands Home Business

Nautica said It has entered into a licensing agreement with Elrene Home Fashions to produce a collection of table linens. The collection, which will include tablecloths, napkins, table runners, napkin rings, and chair and bar cushions, will be shown at the April 2002 textiles market and be available at retail in August 2002.

"Table linens are the next logical extension of our very successful home collection business," said David Chu, **Nautica** founder, designer and vice chairman. "The **Nautica** concept is a complete lifestyle approach. The design and feel of our table linens will directly complement existing home collection products for a complete home look," he added.

Springs Names Key Account VP

Springs named Reed Raggio vice president and team leader for a key retail account, a newly created position. Raggio came from WestPoint Stevens, where he served as vice president of sales for mass merchant accounts. He previously worked in several key roles for Dan River, including department and specialty stores account manager and regional sales manager. He reports to Rick Canter, senior vice president and president of national sales.

ATMI Concerned Over Tariff Cuts

The American Textile Manufacturers Institute urged the U.S. government not to agree to any further cuts in U.S. textiles and apparel tariffs in future World Trade Organization or other trade negotiations and instead focus on forcing other nations to open their markets. ATMI raised its concern after the approval of the Trade Promotion Authority bill by the U.S. House of Representatives. "We urge our supporters in the Senate, as it prepares to consider TPA, to continue working to ensure that our concerns are satisfactorily addressed," said Charles Hayes, president of ATMI.

Waverly to Close Retail Stores

Waverly has closed five of its seven stores and will close the remaining two by the end of the year. The two stores are in Princeton, N.J., and Greenvale, N.Y. "The Waverly brand is supported by strong and growing

distribution channels, which are where we want to focus our resources," said Gerald Puschel, CEO of Waverly's parent company F. Schumacher & Co.

Baumann Resigns From Foreston

Mike Baumann has resigned his position as senior vice president and national sales manager at Foreston Trends. He spent 15 years with the table linen company. Prior to that he was national sales manager for five years at Audrey Creative Table Linens. His future plans were not immediately announced. No one has been named to succeed Baumann at Foreston Trends.

Dinan Leaves Gullford

Maureen Dinan, manager of advertising and licensing for Gullford Home Fashions, has left the company. Dinan is relocating away from New York City where she worked for the past five years. Karen Reichenbach, vice president of marketing and licensing, will assume her duties.

IAC-CREATE-DATE: January 8, 2002

LOAD-DATE: January 09, 2002

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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GBM Inks Mecca, Could Nab Nautica FN December 17, 2001

Copyright 2001 Gale Group, Inc.
Business and Industry
FN

December 17, 2001

SECTION: Vol. 57, No. 51; Pg. 2; ISSN: 0162-914X

RDS-ACC-NC: 3176131

LENGTH: 196 words

HEADLINE: GBM Inks Mecca, Could Nab **Nautica**

HIGHLIGHT:

Global Brand Marketing gains license to footwear line

BODY:

NEW YORK -- Industry insiders last week predicted that Global Brand Marketing would secure the **Nautica** footwear license in a deal to be finalized this week.

Though the firm refused to go on record with details of the agreement, retailers and vendors contacted by FN consider the new alliance a done deal.

In a related development, the Santa Barbara, Calif.-based company confirmed the addition of Mecca USA to its roster, according to Killick Datta, CEO. In addition to Mecca, Global Brand Marketing controls the Diesel and XOXO footwear lines.

Mecca will debut in 70 countries in fall 2002. The new line of men's and women's looks will avoid the chunky styles often associated with the urban market, said Datta. Instead, the collection will include athletic-inspired designs that appeal to a broader consumer base, said Datta. The new line will retail from \$65 to \$120.

Datta said the Mecca brand will have a separate design, product development and sales team.

"We build our brands as stand-alone companies," he said. "We assume there is no brand recognition." Copyright 2001 Fairchild Publications, Inc. Copyright 2001 Fairchild Publications, Inc. 170

TYPE: Journal; Fulltext

JOURNAL-CODE: FN

LOAD-DATE: January 27, 2005

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Tuesday, May 23, 2006 - 11:12 AM EDT

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Nautica Enterprises, Inc. Announces Third Quarter Results Conference Call Business Wire December 17, 2001, Monday

Copyright 2001 Business Wire, Inc.
Business Wire

December 17, 2001, Monday

DISTRIBUTION: Business Editors

LENGTH: 174 words

HEADLINE: Nautica Enterprises, Inc. Announces Third Quarter Results Conference Call

DATELINE: NEW YORK, Dec. 17, 2001

BODY:

Nautica Enterprises, Inc. (NASDAQ: NAUT), invites investors to listen to a broadcast of the Company's conference call to discuss third quarter results as well as current corporate developments.

The call will be broadcast live over the Internet on Wednesday, January 9, 2002 at 9:00 a.m. (Eastern Time) at <http://www.nautica.com>.

An online archive of the broadcast will be available within one hour of the completion of the call and will be accessible on the **nautica.com** website until January 23, 2002.

Nautica Enterprises, Inc. (NASDAQ: NAUT), through its subsidiaries, designs, sources, markets and distributes apparel under the following brands: **Nautica**; **Nautica** Competition; **Nautica** Jeans Company; John Varvatos; Earl Jean; E. Magrath; and Byron Nelson.

CONTACT: **Nautica** Enterprises, Inc., New York
Wayne Marino, 212/541-5757

or

Morgen-Walke Associates, New York
Investor Relations:

Shannon Froehlich/Cara O'Brien

Priya Akhoury

Media Relations:

Laura Novak

212/850-5600

URL: <http://www.businesswire.com>

LOAD-DATE: December 18, 2001

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Tuesday, May 23, 2006 - 11:12 AM EDT

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Shoppers take it to the wire Tulsa World (Oklahoma) December 21, 2001 Friday

Copyright 2001 The Tulsa World
Tulsa World (Oklahoma)

December 21, 2001 Friday

SECTION: BUSINESS

LENGTH: 802 words

HEADLINE: Shoppers take it to the wire

BYLINE: DEBBIE BLOSSOM

SOURCE: World Staff Writer

BODY:

Still Christmas shopping?

Tulsans who traditionally put off buying gifts until the last few days of the season have plenty of company.

A quarter of the shoppers recently surveyed by the International Mass Retail Association had not started buying their gifts.

Another 11 percent had just begun, and about 22 percent had purchased only a fourth of their shopping list.

Nationwide, analysts are still forecasting a dismal holiday shopping season. But some retailers have posted respectable gains as Americans buy more items for the home.

One bright spot has been consumer electronics.

"This year, DVD players are huge sellers," said Richard Jones, a sales manager at Ultimate Electronics, 10021 E. 71st St.

And with 100 models ranging in price from \$88 to \$1,600, shoppers have a wide selection to pick from.

Sales of digital cameras, MP3 players and camcorders -- "small, family-oriented items" -- have been outstanding, Jones said.

Customers are also buying up big-screen TVs, he said, as people anticipate the late spring arrival of high-definition broadcasts.

A national trend toward "cocooning" and home entertaining seems to have reached Tulsa, Jones said.

"We've been going strong since Dec. 1. We haven't had that lull we normally have the first two weeks after Thanksgiving."

Retail sales grew 1.8 percent for the first 24 days of the holiday shopping season over the same period last year, according to a retail index compiled by TeleCheck Services Inc.

"Despite rising unemployment and a shrinking gross domestic product, retail spending -- although moderate -- continues to hold steady," said William Ford, a senior economic advisor with TeleCheck, a check acceptance company.

During the first 24 days of the season, sales in Oklahoma climbed 2.6 percent, the TeleCheck index showed.

The company predicts a significant shopping surge in the last few days of the season, with Saturday being the biggest day of the year.

Miss Jackson's at Utica Square is ready for the end-of-season rush, said Debbie Palazzo, the store's president.

The upscale gift and apparel boutique specializes in gourmet food items, a big selection of chocolates and crystal giftware that starts at just \$15.

"We're known for our complementary gift wrap and for our gift department . . . that's a good part of our business," Palazzo said.

"We can accommodate last-minute needs."

Overall, though, spending nationwide has been cautious, analysts say.

"This is definitely a soft Christmas season for retailers," said Britt Beemer of America's Research Group, a consumer behavior research and marketing firm that tracks holiday spending. "People have other priorities, such as their families."

And Beemer says people who would rather spend time with loved ones than drop money on gifts will push holiday sales down 1.5 percent to 2 percent compared to last year.

ARG research did show some positive findings, however.

Three out of four shoppers say they are as excited about this Christmas as they have been in the past; four out of five shoppers have spent more of their money at discounters like Target, Kmart and Wal-Mart; and sales are good for retailers selling patriotic merchandise.

"Anything patriotic has been hot," said Dennis Hicks, manager of the Dillard's store in Promenade Mall.

Jewelry with an American theme has sold out three times, Hicks said. And customers have snapped up anything red, white and blue, including picture frames and scarves.

Home and heart has prevailed as sales of themed board games and cozy designer sweatshirts by Tommy Hilfiger, Polo and **Nautica** have soared, he said.

While department and specialty stores nationwide have posted poor sales for the past three quarters, Hicks said his store has seen some increases.

"We're not sitting on a ton of inventory -- we've already marked a lot of things down."

Discounters like Kmart and Target have offered new price reductions each week since Thanksgiving to keep shoppers coming in.

To finish out the season, Kmart is keeping its doors open for 110 hours, from 6 a.m. Thursday until 8 p.m. Christmas Eve.

Along with extended hours, the store is offering special promotions such as 70 percent off fine jewelry, up to 40 percent off holiday home fashions and dinnerware, and 30 percent off all men's active wear.

Sleepwear has been a good seller, especially for women, and so has fleece wear for everyone in the family, said assistant manager Earl Young.

Sales of holiday decor have been up this year, Young said. "We're about out of trees."

This year's array of early markdowns didn't help every retailer.

From the day after Thanksgiving through Dec. 16, specialty store sales at 80 of the nation's regional malls were down 3 percent, said the International Council of Shopping Centers.

GRAPHIC: COLOR PHOTO JOE IVERSON/Tulsa World Robin Ballenger does some last-minute shopping at Utica Square.

LOAD-DATE: March 9, 2002

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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NAUTICA LAUNCHES UNDERWEAR LINE; Brief Article Daily News Record December 24, 2001

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Daily News Record

December 24, 2001

SECTION: Pg. 5 ; ISSN: 1041-1119

IAC-ACC-NO: 81884783

LENGTH: 270 words

HEADLINE: NAUTICA LAUNCHES UNDERWEAR LINE; Brief Article

BYLINE: ASKIN, ELLEN

BODY:

NEW YORK -- **Nautica** has finally taken the plunge into the designer underwear category.

The sportswear firm is one of the last status brands to enter the competitive underwear arena, joining such industry heavyweights as Calvin Klein, Tommy Hilfiger, Ralph Lauren and DKNY. And in light of the financial difficulties at Warnaco, which produces the Calvin Klein underwear, **Nautica** has an opportunity to gain share in a market that at one time was all but monopolized by Klein.

Nautica unveiled a small collection in some 250 stores for holiday with plans to expand to 420 retail stores by spring '02, according to Jeff Matthews, president of **Nautica** sleepwear, who called the collection "the finishing touches on furnishings at **Nautica**." David Chu, president and designer of **Nautica**, said the company began developing the collection about a year ago. It was designed for the "**Nautica** consumer," he said, with updated classic styles such as boxer briefs with or without button-fly, muscle-T's and mid-rise briefs in **Nautica's** signature navy, as well as white, indigo and charcoal. The initial line is a combination of 100 percent cotton and cotton/Lycra blends, with plans to expand into other fashion fabrics by fall of next year.

Chu also points to the collection's packaging as "very important." It features heavy plastic with zip-lock sides and blown-up color graphics of the product.

Chu declined to speculate on how big **Nautica's** underwear business might grow but said the company would "probably take [the collection] international in the next year or two. There are a lot of possibilities."

IAC-CREATE-DATE: January 23, 2002

LOAD-DATE: January 24, 2002

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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HUGH HAD TO BE THERE; Hugh Hefner; Brief Article Daily News Record December 24, 2001

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Daily News Record

December 24, 2001

SECTION: Pg. 19 ; ISSN: 1041-1119

IAC-ACC-NO: 81884777

LENGTH: 546 words

HEADLINE: HUGH HAD TO BE THERE; Hugh Hefner; Brief Article

BYLINE: BERMUDEZ, ANDREA; GORDON, CARRIE; ROMERO, ELENA

BODY:

There are pajama parties and there are Playboy pajama parties. Playboy's underwear and loungewear launch event in the men's department of Bloomingdale's in Century City was without a doubt the Playboy sort. Hugh Hefner -- the man who made pajamas appropriate anytime of day -- anywhere -- didn't disappoint the huge and diverse crowd that turned out to see the original "Mac Daddy" in the flesh. Looking particularly content and flanked by three of his seven (or is it eight?) platinum-blond girlfriends and two Playmates, the good-natured Hefner spent several hours meeting with customers and signing photographs, as well as posing for photos. Unlike many of the young male customers waiting to pose with the Playmates, a male customer in his "late seventies" said he was standing in line to ask Hefner for his secret: "Honey," he told me, "I may be of no use to the those girls now, but I'll be damned if I don't live Hef's way next time around."

Swatch recently hosted its first ever Swatch Wristory at Sotheby's benefiting God's Love We Deliver, a foundation that raises money for victims of AIDS living in New York City. The auction attracted celebrities including Donald Trump, Blaine Trump (co-chairs of the event), Star Jones, Heidi Klum and Matthew Modine, but the star of the evening was the man with the gavel, Hugh Hildesley, who humorously mistook people scratching their noses for active bidders. The highest bid of the night was phoned in from Tokyo: \$ 105,000 for a piece from the Swatch Puff Collection.

Nautica and Vanity Fair hosted a holiday shopping night at the **Nautica** flagship store, following the lighting of the Rockefeller Center Christmas tree. Adding to the holiday atmosphere was The Boys Choir of Harlem who sang Christmas tunes as shoppers rocked around the Christmas tree and as **Nautica's** new International president, Don Witkowski, greeted guests. The store manager, Charles Manger, was quite the reveler, dressed to the nines in a knit snowflake frock. Vanity Fair reps and publisher Lou Cona, as well as Steve Deluca, associate publisher, were spotted singing along with the choir. However, the magazine's Mr. December (Brad Pitt) was nowhere to be seen. Twenty percent of the night's proceeds went toward the Families of Freedom Scholarship Fund, a charity developed to help further the education of financially needy dependents affected by the Sept. 11 terrorist attacks.

Fashion Outreach also took on a worthy cause as fashion executives gathered at Parsons Midtown Center to learn, eat and shop. The minority fashion organization hosted a holiday tasting, silent auction and fashion symposium on "Fashion Marketing: Post September 11." Panelists included Allan Ellinger, senior managing

director of Marketing Management Group; Pierre Rougler, founder and owner of the PR Consulting; Jeff Tweedy, executive vice-president of Sean John; and David Roy Eaton, chairman and CEO of Life's Passions Events Planning as well as principal of Creative Planning Strategies and The Eaton Group. The panel was moderated by Teri Agins, senior special writer for The Wall Street Journal. A portion of the evening's proceeds went toward the Salvation Army's World Trade Center Relief Fund and the Fashion Outreach Scholarship Fund.

IAC-CREATE-DATE: January 23, 2002

LOAD-DATE: January 24, 2002

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

Terms: [nautica and date\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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DESIGNER FASHION VIA JEAN-SPLICING; COUTURE WIZARDS KEEP REINVENTING DENIM San Jose Mercury News (California) December 28, 2001 Friday MORNING FINAL EDITION

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San Jose Mercury News (California)

December 28, 2001 Friday MORNING FINAL EDITION

SECTION: ARTS & ENTERTAINMENT; Pg. 6E

LENGTH: 458 words

HEADLINE: DESIGNER FASHION VIA JEAN-SPLICING;
COUTURE WIZARDS KEEP REINVENTING DENIM

BYLINE: ROD STAFFORD HAGWOOD, South Florida Sun-Sentinel

BODY:

It always happens somewhere near the beginning of a runway show in Paris. Subtly, amid all the over-the-top outfits, there will be a handful of normal-looking, wearable, affordable fashion.

Down the catwalk will come a wispy model wearing denim jeans and a jacket. All the hoop skirts, bustles and ruffles that follow will never really capture the moment as efficiently as the jeans and the jacket.

Every fashion house does it -- Cellne, Chanel, Vuitton, Dior. Denim is a money-maker -- especially if you can parlay it into a "lifestyle" collection that bears a striking resemblance to the main one, only in less-expensive fabrics. What used to be called a bridge collection (because it "bridged" the gap between designer and discount) is now simply the jeans collection of a design house.

That this revolution has overtaken Paris -- the world capital of fashion -- is no insignificant thing. America merely perfected it. Denim is a French thing.

The twill-weave fabric now known as denim was first made in Nimes, France, about AD 300 and was called serge de Nimes. About 1,500 years later, an American immigrant, Levi Strauss, manufactured denim work clothes for farmers.

Jeans remained a laborer's uniform until the '50s, when James Dean and Marlon Brando made jeans hip (with leather biker jackets) in movies such as "Rebel Without a Cause" and "The Wild One." In the '60s, hippies wore the uniform for the anti-establishment: patchwork and bell-bottom jeans.

In the '70s, designer jeans were born. Gloria stitched the Vanderbilt name onto the hindquarters of millions, while Calvin Klein and Brooke Shields helped make each other more famous.

In the '80s, jeans started to take on elephantine proportions with the rise of rap.

In the '90s, denim made it all the way to the boardroom with the mega-trend of casual chic and dress-down workplaces.

Now, in this new millennium, the denim is in the details.

Denim collections (jackets, skirts, capris, skirts, hot pants, bikinis and bags) are tricked up with textured appliques, patches, lace-up closures, contrast stitching, grommets, studs and beading.

And even then, you're not done with the decisions. There's the wash or finish of the jeans. Basic Indigo is old-fashioned; now all sorts of colors, textures and finishes are available.

Still going strong from last year are the ubiquitous low-slung hipsters with a flared leg paired with a navel-baring top. Those clean lines are expanded into denim collections this year giving a longer and leaner silhouette. Colorful bright and bold denims are being styled into "neo-prepple" looks.

"It's all about attitude," says **Nautica** designer David Chu. "We provide women with options and she decides how to wear it."

GRAPHIC: Photos (2);

PHOTO: STUART RAMSON -- ASSOCIATED PRESS

Bleached-out denim figures in the House of Field collection for spring 2002.

PHOTO: EVANS CAGLAGE

Tommy Hilfiger couldn't resist putting a flag on the back of a denim jacket.

LOAD-DATE: December 29, 2001

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

Terms: [nautica and data\(geq \(7/1/2001\) and leq \(12/31/2001\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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PJs Are Climbing Out of Bed; Jammies are making more public appearances these days, doing double duty in eye-catching prints. Los Angeles Times December 28, 2001 Friday

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Los Angeles Times

December 28, 2001 Friday
Home Edition

SECTION: SOUTHERN CALIFORNIA LIVING; Part 5; Features Desk; Pg. 1

LENGTH: 1490 words

HEADLINE: PJs Are Climbing Out of Bed;
Jammies are making more public appearances these days, doing double duty in eye-catching prints.

BYLINE: MICHAEL QUINTANILLA, TIMES FASHION WRITER

BODY:

In pink poodle print jammies and matching marabou-adorned mules, Shelley Kozek plays Pled Piper to 35 gal pals--all of whom have changed from their designer pantsuits and party dresses into cozy Fifi-the-pooch decorated duds like hers.

And they're not even home. They are cocooning in West Hollywood, shamelessly weaving their way through the lobby of the Hotel Sofitel--moms, lawyers and therapists among them--click-clacking atop pointy Ferragamos, several carrying Louis Vuitton handbags, a few spritzing perfume and many holding glasses of red wine served minutes earlier in a 10th-floor suite.

Giggling on their way to the hotel's restaurant, they catch the attention of the concierge. Bellboys freeze while lifting luggage. Guests at the bar are wondering if, maybe, they've had one too many dirty martinis: "Is there a hotel evacuation going on?" one asks out loud.

"It's pajama mania," Kozek announces to everyone, her arms joyously extended, forming a human Y as she leads her parade of pajamanistas to her 50th birthday dinner bash. Between courses of French cuisine they play pin-the-tail-on-the-poodle and pose for photos, their pajamas scrunched up at the sleeves, rolled up at the ankles or turned up at the collar.

Chances are that you, dear reader, just might be chilling out in jammies right now--cocooning on the couch. Many sleepwear makers say the acceptance of PJs as round-the-clock attire and the emphasis on family togetherness since Sept. 11 have made this year one of the best for pajama sales.

Today's fashion-forward jammies are no longer limited to chilly seasons or snooze time; they are doing double duty out of the bedroom. Forget the fuddy-duddy stripes, plaids or florals of the past; today's whimsical and novelty prints pop with sushi, lips or martini glasses in fabrics ranging from sheer Egyptian cotton to cashmere.

That could be why so many men and women slip into them as soon as they get home from the office and

then tend to chores like walking the dog or running a quick errand at the supermarket. Moms carpool in them. And with more people working at home, it's not surprising to find a work force in pajamas.

Former Mayor Richard Riordan was described as wearing what "looked an awful lot like gray pajamas" for a recent New York Times interview at his Brentwood home. But for a photograph, His Honor changed into jeans, a dress shirt and socks and shoes.

With more people turning to television for fashion inspiration, it's not uncommon to see quirky novelty pajamas on "Friends," "Will & Grace," "Everybody Loves Raymond," "Buffy the Vampire Slayer" and "Ally McBeal." Leading pajama designer Karen Neuburger got her big break a few years ago when Oprah wore one of Neuburger's jammies on her talk show.

Even Victoria's Secret has its own pink cotton flannel pajamas in shop windows instead of the usual come-hither nighties. Hugh Hefner, the 75-year-old silk pajama-wearing master of the mansion, is playing a new pajama game with a line of bunny-inspired jammies introduced earlier this month at Bloomingdale's. Old Navy has made pajama bottoms--a favorite among college coeds who pair them with tank tops--a mainstay on campuses in the last few years.

Like boxer shorts that can masquerade as shorts and swimsuits, some PJs don't even resemble sleepwear, especially when bottoms are teamed with thermal tops, T-shirts or jean jackets.

"Pajamas have to be fun because they're not just for bed anymore," says Michael Hagen, who designs pajamas and matching bedding under the label Insomniac with his partners in Huntington Beach.

Indeed, Kozek's "Parisian Pajama Party" puts a whole new spin on cocooning. It runs away from home. Kozek's guests had no clue what she had in store for them when they showed up for her party and were greeted by the pajama-clad hostess. Kozek, who planned the shindig with buddy Shellah Miller, escorted each friend into the suite's bedroom to join others--including Kozek's mother, Sylvia Savitch, 72, and daughters Morgan, 12, and Jennifer, 26--excitedly changing their clothes. And these PJs never looked better, accessorized with glitzy costume jewelry or Chanel baubles.

"Look at them. They're having a ball," Savitch says, surveying the passel of women in pink. "We need something like this because people have been down and depressed since Sept. 11. We need to laugh, even if it's just for one night."

You know that warm, fuzzy feeling we've all been craving since Sept. 11. "In pajamas you can let loose and relax and feel connected" to family and friends, says Ruth Rubinstein, a sociologist who teaches a course called Clothing and Society at New York's Fashion Institute of Technology.

With a weak economy and the war dominating the news, people are seeking ways to feel comforted and comfortable. Many may be celebrating New Year's in their jammies.

"After Sept. 11, business slowed down for a while, but it's picked up and we've sold out for the year," says Peter Burke, owner and president of P.J. Salvage, maker of the pajamas Kozek bought at \$54 a pair for her party crew. Burke said that at \$14 million, his sales this year are double last year's. "People are buying pajamas in multiples for the whole family because they're staying at home and spending more time as a family unit."

Kurt Barnard, president of Barnard's Retail Trend Report, a New Jersey firm specializing in consumer spending, says the pajama trend "is getting bigger and bigger" because more people are thinking, "Why shouldn't I sit in my lounge chair and read a book in pajamas?"

Today's jammie trend began in young men's lounge wear five years ago with designers such as Joe Boxer, Calvin Klein and **Nautica** by David Chu, says David Wolfe, creative director of the Doneger Group, a New York-based consulting firm that analyzes fashion and trends.

Though no one group specifically tracks pajama sales, NPD Fashionworld, a New York marketing firm, reports that as of September, men's sleepwear sales had risen 7% from last year, and women's 15%.

Wolfe says, "Women's wear has always offered comfort clothes such as knit tops and stretchy fabrics, but all that was considered fashion, not fun. Today pajamas are making a fun, escapist statement because people desperately need a laugh" and want "less structure in their clothes."

Ask Pam Beeks, a shopper at Pickett Fences in Larchmont Village, where pajamas range in price from \$30 to \$140. "I'm not a nightgown person. I live in pajamas," Beeks says, adding that she often wears PJ bottoms with funky tops. With three kids--ages 3 months, 21 months and 3 years--Beeks is a jammie mommy on the go: doctor appointments, errands, the grocery store. She prefers hipper creations such as those from L.A. designer Renee Claire, whose Bedhead label offers capri styles in pique cotton as well as traditional cuts.

But it's Claire's toile flannel prints "that are on fire," says shop owner Joane Pickett, who devotes nearly half of the store's space to sleepwear from more than 30 designers, including Nick & Nora and the Cat's Pajamas.

Claire, who was a women's wear designer for 12 years, shifted to the niche pajama market two years ago. "That's the only thing I do now," she says, adding that since then her business has taken off, breaking the \$1-million mark recently--double last year's sales.

"It's all about casualness in clothes nowadays, and if you can't have it with your work wardrobe, you achieve it at home," Claire says. After all, she says, "Home is where the heart is and also where there is no dress code."

At Kozek's pajamarama, several women fess up to putting more thought into what they wear at home these days, switching from jeans and sweats to stylish jammies or PJ bottoms with a T-shirt.

As Shelley Rosen waits her turn at pin-the-tail-on-the-poodle, she touts the convenience of her PJs. She likes them especially after a long day of organizing a charity auction with Kozek through their business, Shelley's Closet. "I come home and rip off my clothes and jewelry, and on go the pajamas until the next morning."

Linda Baum won't begin cooking dinner for her family until she's in her pajamas. Then she'll watch TV or read "and it's off to bed. Wearing pajamas keeps me young."

Ditto for Sharon Hersch. "I put those pajamas on, and my daughters and I connect. I feel like a kid in them--and that's not such a bad thing."

Not at all, says Kozek, who days before her party was in bronco-print pajamas at a Starbucks, sipping her usual decaf latte. Now chatting with her partying girlfriends across tables decorated with tiny pink toy poodle centerpieces, Kozek says, "PJs do that to you; they take you back."

Says Savitch, Kozek's mom: "I feel like a schoolgirl. We all do."

There's that warm, fuzzy feeling again. "If anyone wants to sleep over, you can," Kozek announces. "After all, you're dressed for it."

*

Times staff writer Michael Quintanilla wrote this story in his favorite cowboy hat-print jammies.

GRAPHIC: Since L.A. designer Renee Claire shifted to the niche pajama market two years ago, her business has taken off and passed \$1 million in sales. Shelley Kozek, right, celebrates her 50th birthday in PJs with friends and family in a suite of Hotel Sofitel in

West Hollywood. GRAPHIC: Snoozewear CREDIT: Los Angeles Times

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CLARA HANCOX; AN OUTSPOKEN COLUMNIST, CRITIC -- AND SUPPORTER -- OF MEN'S WEAR FOR NEARLY 50 YEARS; interview with Clara Hancox, former columnist for Daily News Record; Brief Article; Interview Daily News Record December 31, 2001

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BYLINE: Askin, Ellen

BODY:

"When I was writing for DNR, people used to pick up the paper, immediately turn to the back cover and say, 'Let's see what this bitch has written today,'" Clara Hancox told me recently. "But don't bother to transcribe that because it's a waste of time. Your readers know damn well why they read me."

Indeed. In the nearly 50 years she worked (on and off) as a columnist and reporter for DNR, Hancox was known and respected for her candid rhetoric, sense of humor and keen insight into the workings of the industry. Clara and I spoke for almost three hours in her Chelsea apartment, during which time she didn't answer 99 percent of the questions I asked her. In fact, she steered the entire conversation -- away from herself and toward the state of the industry. (And she called me 10 times to make sure I had fully grasped every point.) So, here goes:

What type of impact would you say you had on the men's wear industry?

The impact I had on men's wear is that I told the truth. I'm not claiming that others before me lied, but I told the things that people didn't say. I got to know the industry so intimately that I knew what they were thinking. I could just tell.

Did the truth ever get you in trouble?

Never, because I'm pretty good at avoiding that. But I did write things that people were really worried about. I was one of the first writers to talk about the horrendous decline of morality in the business relationships between manufacturers and retailers.

As a columnist, I alerted people to things they did not usually get out of a news story. One of my greatest experiences was with Gianni Versace himself, the original. I was at the shows in Milan and I went up to him with a microphone and asked him why the models on his runways never wore neckties. He says to me, "I don't-a like-a neckties." What was unbelievable was that at the time he had a tie license. When he heard

the quote in my column, it made history. Versace never made statements like that again.

Where you ever afraid that you would piss people off?

I was not afraid because I figured I've only got one life to live and I'm going to do it the right way. And I've been doing it that way, no matter what, ever since. I mean, I started teaching myself the organ at age 83 and I'm not even 84 yet!

What are some of the greatest changes you have seen in men's wear?

Some of the biggest changes are things that have not changed. Things that people thought would change. One of the first things I heard when I came to DNR on January 3, 1944, was about this thing called "tailored clothing." I said, "What the hell is that?" All I heard was that the tailored clothing market was going to die -- that it couldn't possibly last. Ask Stan Gellers about that and he'll tell you they're still saying the same thing.

First of all, tailored clothing was the most expensive type of apparel in any clothing store because it cost so much to make. It had a higher price point and not as many men bought it back then because not a lot of men were wearing suits outside of the office. It was also considered an essential for dress-up and in my opinion is coming back for that reason.

A lot of people in the clothing market will be happy to hear you say that. Do you believe it? I do believe it.

I stubbornly maintain that tailored clothing will not die as long as we are flexible about defining and accepting what it is and what it is likely to become. First of all, the tailoring in clothing has changed, the inside components have changed, the fabrics, models and silhouettes have changed and will continue to do so.

The point is, the need for the look of a suit with a shirt and tie is an important aspect of our lives in the society in which many men continue to live. I feel that as long as this society exists, the need will be met in one form or another and will still be called a suit even if it's not in the "make" we old-timers remember. Personally, I feel the change in "make" is for the better. It is lighter, more wearable and it is hopefully not quite as costly to put together as the previous makes and components were.

The point is you -- and this is true for all manufacturers and retailers who want to be successful in this business -- have to remember yourselves. Remember who you are. There are several people in the market who are in this wonderful group of self-rememberers; Ralph Lauren, Armani, Joseph Abboud, Calvin Klein, Tommy Hilfiger, David Chu [of **Nautica**] and Cecile Platovsky of Tricots St. Raphael. And many more. The point is that no matter what changes these companies put into their line, they still remain in the eyes of the retailer and consumer intrinsically who they are. Their taste level, the lifestyle they portray, remains in tact with what they have always stood for and what their customer knows about them.

Retailers must do the same. Paul Stuart has done a good job. They has updated their merchandise so it doesn't look like the same stuff they carried in the 1960s, but it never lost its taste or fine quality. I think retailers are now in their biggest jam and I'm not talking only financially. I'm talking about the bigger retailers who have a tendency to bargain the deal instead of the merchandise. Little by little some are beginning to buy the beautiful merchandise but first they have to change their own image and get the consumers to accept them for that new image.

For retailers it's not only the merchandise in the stores that matters; it's how they show it, how they do their windows, how they advertise it. There is a line all the way down from the yarn maker to the cloth weaver to the designers, manufacturers and retailers. Each one has to know the most basic and deepest instincts of their product.

IAC-CREATE-DATE: January 22, 2002

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

NAUTICA APPAREL, INC.,

Opposition No. 91177192

Opposer,

Mark: GET NAUTI

v.

Serial No. 78610037

MARTANNA LLC,

Filed: April 15, 2005

Applicant

EXHIBIT A
(part 16)

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| 04/17/2002 | The Evening Standard (London) | SECTION: Pg. 58 | Travel: MUST FLY MUST BUY |
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| 06/01/2002 | Cosmetics International Cosmetic Products Report | SECTION: No. 209, Vol. 17; Pg. 7 | In order to take advantage of the \$ 7.7bn male grooming market; News in Brief |
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| 06/20/2002 | Orlando Sentinel (Florida) | SECTION: LIFE & TIMES; Pg. E1 | FASHION LEAVES A GAP IN MIDDLE |
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| 8/6/2002 | Calgary Herald (Alberta, Canada) | Arts & Style; pg. C 8/ Front | Made in the shades |
| 8/8/2002 | San Antonio Express News (Texas) | S.A. Life; pg. 7 F | Haute Shots |
| 8/9/2002 | Los Angeles Times | Sports; Part 4; Sports Desk; pg.4 | Newswire |
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| 9/21/2002 | Sun Sentinel | Lifestyle; pg. 1 D | A walk on the mild side |
| 9/22/2002 | The New York Times | Sect.6; Part 2; Col.1; Men's fashion of the Times Magazine; pg.131 | A Mann for all seasons |

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| 9/24/2002 | The Gazette (Montreal, Quebec) | Arts & Life; Fashion Notebook; pg. D 2 | Sophia Loren reigns at Holt's |
| 9/25/2002 | WWD | No. 62; Vol.184; Pg. 4; ISSN: 0149-5380 | Fashion frenzy: ready for a frenetic spring? |
| 9/25/2002 | The Atlanta Journal constitution | Atlanta & the world; pg. 5 E; World Bazaar | Can't find space? |
| 9/28/2002 | Turkish Daily News | 233 words | Star of shopping: Armada |
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| 10/01/2002 | Shape | SECTION: No. 2, Vol. 22; Pg. 163 | Good to go! Trimmed-down, urban-chic styles create a sleek and flattering look that gives you the energy of the city. |
| 10/01/2002 | The New Zealand Herald | SECTION: SPORT; Americascup; Challengers | Sales race show up line between haves, have-not |
| 10/03/2002 | Indian Express | | ARVIND MILLS'DEMIN TO DRESS UP TOP GLOVAL BRANDS SOON |
| 10/03/2002 | The Capital (Annapolis, MD) | SECTION: SPORTS; Pg. D6 | RUNNING; All over Annapolis, generations hitting the trail |
| 10/06/2002 | Seattle Times | SECTION: SPORTS | Stars and Stripes man Dennis Conner finds new role |
| 10/06/2002 | Independent on Sunday (London) | SECTION:SPORT; Pg. 26 | SPORTSACTIVE; WEAR THIS |
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| 10/10/2002 | Portland Press Herald (Maine) | SECTION: YOUR NEIGHBORS-SOUTH; South Businesses; Pg. 2G | Cabot House Furniture completes major expansion |
| 10/12/2002 | St. Louis Post-Dispatch (Missouri) | SECTION: LIFESTYLE; Fashion Copycat Column; Pg. 27 | DEMIN REDUX |
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| 10/25/2002 | WWD | SECTION: No. 84, Vol. 184; Pg. 2 | Clarification |
| 10/26/2002 | San Antonia Express- News (Texas) | SECTION: S.A. LIFE; Pg. 1 | Today's furniture recalls the best of years gone by |
| 10/30/2002 | The Indianapolis Star | SECTION: EDITORAL: LETTERS; LETTER SPOTLIGHT; Pg. 13A | Salvation Army's kids' coat collection warmed hearts |
| 11/91/2002 | Shape | SECTION: No. 3, Vol. 22 Pg. 44 | Soft touch; plush yet rugged corduroy adds casual weekend flair to your on-the-go weekday style. Tip: choose vertical – or diagonal – wale cords for the most slimming look; Look Great |
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| 11/10/2002 | The Capital (Annapolis, MD) | SECTION: SPORTS; Pg. C15 | CHESAPEAKE BAY BOATING CALENDAR |
| 11/13/2002 | The New Zealand Herald | SECTION: NEWS: General | Crime scene: Viaduct Basin shop burgled |
| 11/17/2002 | Asbury Park Press | SECTION: B; Pg. 2B | Lenox opens retail store |
| 11/22/2002 | The New York Post | SECTION: All Editions; Pg. 036 | VICTORIA'S SECRET SHOW GETS FORD AND NEXT HOT |
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| 11/25/2002 | Footwear News | SECTION: Pg. 2 | GBMI BUYS FIRST –EVER BRAND, PLANS TO OPEN RETAIL STORES IN 2004; Global Brand Marketing Inc., |
| 11/30/2002 | Chicago Daily Herald | SECTION: NEWS; Pg. 4 | Early birds catch deals Gurnee Mills shops open at 5 a.m. for die- hard shoppers |
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| 12/02/2002 | Los Angeles Magazine | SECTION: No. 12, Vol. 47; Pg. 40 | Party till you drop; Seen; Carousel of Hope ball, Nautica Malibu Triathlon, Emmy Awards; |
| 12/01/2002 | Golf Digest | SECTION: No. 12, Vol. 53; Pg. 68 | Mr. Style's holiday wishes; The digest; style; holiday shopping suggestion for golfers |

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| 12/01/2002 | Children's Business | SECTION: No.12, Vol.17; Pg 14 | Fashion fete; Retail Happenings |
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| 12/09/2002 | Philadelphia Daily News | SECTION: FEATURES; Pg. 51 | Stu Bykofsky/ The First Pet Center?; SNIDER'S POOCH HAS A SUITE PLACE |
| 12/20/2002 | The Arizona Republic (Phoenix) | SECTION: YES; Pg. 6 | WE'LL HAVE A BLUE CHRISTMAS;FROM BABY TO NAVY, THE SEASON IS TRUE |
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