BULKY DOCUMENTS

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Part 8 of 11

Processed by Duane Foster

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Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)

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Picking America's best small companies Forbes November 8, 1993

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Forbes

November 8, 1993

SECTION: ON THE COVER; Up & Comers; The Best Small Companies In America; Pg. 230

LENGTH: 16690 words

HEADLINE: Picking America's best small companies

BODY:
This year's eclectic crop of dynamic small companies includes a manufacturer of snowmobiles and jet skis (Arctco), a Boston operator of Italian restaurants (Bertucci's) and dozens of medical and computer technology outfits. What do all these firms have in common? Each passed more than a dozen strict tests.

Among our criteria: Latest-12-month sales had to be between $ 5 million and $ 350 million; the five-year average return on equity had to be at least 10%. We eliminated firms that grossly underperformed the overall stock market over the past 12 months or had recent profit downturns.

Our principal data source is William O'Neil & Co. Earnings estimates and some performance information come from the Institutional Brokers Estimate System.

Note: This table may be divided, and additional information on a particular entry may appear on more than one screen

Rank this year	Rank last year	Company business	Return on equity 5-year average	Return on equity latest 12 mos	5-year EPS growth rate
1	*	Lone Star Steakhouse & Saloon *3* steak restaurants	100.0+%	18.3%	85%
2	*	**Nautica** Enterprises *3* men's apparel	100.0%	21.3	14
3	*	Fossil *3* fashion wristwatches	100.0+	57.7	51
4	*	Roper Industries *3*pumps, valves & controls	90.7	33.7	40
5	*	DIY Home Warehouse *3* warehouse-format home-improvement *3* centers	84.1	49.1	48
6	*	Southern Electronics	65.0	57.8	41

		3 networking systems			
192	193	Cooker Restaurant	11.6	12.8	47
		3 full-service restaurants in the			
		3 Midwest			
193	178	Dimark	11.5	15.2	48
		3 printing & marketing			
194	*	Quantum Health Resources	11.4	17.1	169
		3 therapies & support services for			
		3 patients with chronic disorders			
195	*	Watsco	11.1	17.9	13
		3 central air-conditioning & other			
		3 climate control equipment			
196	*	CCA Industries	10.8	32.5	45
		3 health & beauty products			
197	*	Exar	10.4	13.4	56
		3 semiconductors & integrated circuits			
198	182	Kent Electronics	10.4	9.7	15
		3 distributes electronic equipment			
199	*	Maxxim Medical	10.3	8.7	36
		3 disposable medical products			
200	*	Timberland	10.2	15.2	13
		3 quality footwear, apparel &			
		3 accessories			

Rank this year	Rank last year		Company business	Latest 12 mos sales ($ mil)	profits	Debt/ equity	Recent price
1	*	Lone Star Steakhouse & Saloon		$ 74	$ 11.4	0%	26
		3 steak restaurants					
2	*	**Nautica** Enterprises		176	12.6	1	28 1/2
		3 men's apparel					
3	*	Fossil		85	8.7	6	16 1/8
		3 fashion wristwatches					
4	*	Roper Industries		110	13.6	70	35 1/8
		*3*pumps, valves & controls					
5	*	DIY Home Warehouse		77	2.3	35	13
		3 warehouse-format home-improvement					
		3 centers					
6	*	Southern Electronics		250	8.4	12	12
		3 distributes microcomputers					

192	193	Cooker Restaurant *3* full-service restaurants in the *3* Midwest	60	4.3	68	16
193	178	Dimark *3* printing & marketing	57	2.9	9	30 1/4
194	*	Quantum Health Resources *3* therapies & support services for *3* patients with chronic disorders	148	11.8	0	24 3/8
195	*	Watsco *3* central air-conditioning & other *3* climate control equipment	207	4.5	54	14 3/8
196	*	CCA Industries *3* health & beauty products	40	2.2	22	6 1/2
197	*	Exar *3* semiconductors & integrated circuits	154	14.5	16	32
198	182	Kent Electronics *3* distributes electronic equipment	163	8.0	3	25 3/4
199	*	Maxxim Medical *3* disposable medical products	103	5.1	4	19 1/4
200	*	Timberland *3* quality footwear, apparel & *3* accessories	336	16.0	40	66

Rank this year	Rank last year	Company business	YTD price change	Market value n1 ($ mil)
1	*	Lone Star Steakhouse & Saloon *3* steak restaurants	38.2%	$ 877
2	*	**Nautica** Enterprises *3* men's apparel	86.9	202
3	*	Fossil *3* fashion wristwatches	NA	212
4	*	Roper Industries *3*pumps, valves & controls	290.3	513
5	*	DIY Home Warehouse *3* warehouse-format home-improvement *3* centers	NA	95
6	*	Southern Electronics *3* distributes microcomputers *3* & peripherals	-10.0	85

		3 full-service restaurants in the		
		3 Midwest		
193	178	Dimark	174.4	86
		3 printing & marketing		
194	*	Quantum Health Resources	-7.1	368
		3 therapies & support services for		
		3 patients with chronic disorders		
195	*	Watsco	17.4	58
		3 central air-conditioning & other		
		3 climate control equipment		
196	*	CCA Industries	246.7	43
		3 health & beauty products		
197	*	Exar	15.3	214
		3 semiconductors & integrated circuits		
198	182	Kent Electronics	1.5	165
		3 distributes electronic equipment		
199	*	Maxxim Medical	38.7	116
		3 disposable medical products		
200	*	Timberland	238.5	712
		3 quality footwear, apparel &		
		3 accessories		

Rank this year	Rank last year	Company business	Latest 12 mos EPS	P/E	Est 1993 EPS
1	*	Lone Star Steakhouse & Saloon	$ 0.36	72.2	$ 0.46
		3 steak restaurants			
2	*	**Nautica** Enterprises	1.60	17.8	1.60
		3 men's apparel			
3	*	Fossil	NA	NA	0.74
		3 fashion wristwatches			
4	*	Roper Industries	0.94	37.4	1.26
		*3*pumps, valves & controls			
5	*	DIY Home Warehouse	NA	NA	0.50
		3 warehouse-format home-improvement			
		3 centers			
6	*	Southern Electronics	1.13	10.6	n2 1.31
		3 distributes microcomputers			
		3 & peripherals			
7	*	Apple South	0.38	55.3	0.44

195	*	Watsco *3* central air-conditioning & other *3* climate control equipment	1.38	10.4	1.20
196	*	CCA Industries *3* health & beauty products	0.27	24.1	NA
197	*	Exar *3* semiconductors & integrated circuits	2.09	15.3	2.34
198	182	Kent Electronics *3* distributes electronic equipment	1.23	20.9	1.45
199	*	Maxxim Medical *3* disposable medical products	0.89	21.6	0.95
200	*	Timberland *3* quality footwear, apparel & *3* accessories	1.45	45.5	1.89

* Not on last year's list.

n1 Includes all share classes.

n2 1994 estimate.
NA: Not available or not applicable.
Sources: William O'Neil & Co.; Institutional Brokers Estimate System, via OneSource Information Services.

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HERE'S WHAT YOU'LL FIND AT THE OUTLET MALL St. Louis Post-Dispatch (Missouri) November 14, 1993, SUNDAY, FIVE STAR Edition

Copyright 1993 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

November 14, 1993, SUNDAY, FIVE STAR Edition

SECTION: TRAVEL; Pg. 4

LENGTH: 1520 words

HEADLINE: HERE'S WHAT YOU'LL FIND AT THE OUTLET MALL

BODY:
FOLLOWING IS a list of stores at the Factory Outlet Village in Osage Beach:

Adolfo II: Women's apparel.

Aileen: Women's sportswear with a selection of petites and plus sizes.

American Tourister: Luggage and business cases.

Anne Klein Factory Store: Anne Klein and Anne Klein II sportswear and accessories for women.

Barbizon: Women's lingerie and swimwear.

GH Bass: Men's, women's and children's shoes and bags.

United Colors of Benetton: Italian sportswear for men and women.

Bon Worth: Women's sportswear with a selection of petite sizes.

Boot Factory: Western boots and clothing.

Boston Traders: Men's and women's sportswear with a selection for big and tall men.

Bruce Alan Bags, Etc.: Leather goods.

Bugle Boy Factory Store: Sportswear for young men.

Buxton: Wallets and other leather goods.

Cape Isle Knitters: Sweaters for men and women.

Capezio Factory Direct: Women's shoes by Capezio, Liz Claiborne, Evan Picone and others.

Carter's Childrenswear: Shoes and clothing for infants and children.

Casual Corner: Women's and junior's clothing.

Champion/Hanes: Sweats and T-shirts for men, women and children.

Chaus Factory Store: Women's clothing.

Coach Leatherwear: Fine quality handbags, briefcases and other small leather goods.

Colours by Alexander Julian: Men's casual clothing.

Corning-Revere: Corningware, Pyrex, Revereware and other kitchen goods.

Dansk Factory Outlet: Contemporary tabletop goods.

De'Nicole Designs: Jewelry and accessories.

Donna Karan: Men's, women's and children's clothing.

Duck Head: Men's, women's and children's traditional casualwear.

Eagle's Eye Company Store: Preppie sportswear for women and children.

Easy Spirit & Co.: Shoes for men and women of the Easy Spirit and other brands.

Etienne Aigner: Shoes and leather accessories for women.

Evan Picone: Women's clothing.

Factory Shoe Outlet: Jumping Jacks, Little Capezio, Reebok and other brands of children's shoes.

Famous Brands Housewares Outlet: Rubbermaid, Anchor-Hocking and other kitchen goods.

Famous Footwear: Shoes for men, women and children.

Galt Sand: Sweats and T-shirts for men, women and children.

Gant: Palm Beach suits and Gant sportswear for men.

Ge Ge's Factory Store: Women's clothing.

Geoffrey Beene: Menswear.

Gold Toe: Socks for men, women and boys.

Guess? Factory Store: Men's, women's, junior and children's casualwear.

Harve Benard: Dressy women's cloths.

Hathaway-Olga-Warner: Lingerie and men's dress shirts and sportwear in such lines as Ralph Lauren's Chaps, Hathaway, Christian Dior and Puritan.

Hush Puppies Factory Direct: Shoes for men, women and children.

Izod Factory Store: Men's, women's and boy's sportswear. Offers a selection for big and tall men.

Jaymar Factory Outlet: Sansabelt line of men's clothes.

Jockey Factory Store: Underwear for men, women and children. Some sportswear.

Johnston & Murphy: Men's and women's shoes and leather accessories.

Jonathan Logan: Misses and petites women's clothing.

Jones New York: Career and sportswear for women.

Jones New York Woman: Career and sportswear for plus-size women.

Kids Zone: Children's clothing.

Kitchen Collection: Hamilton Beach, Proctor Silex, Wear-Ever and other merchandise for the kitchen.

Leather Loft: Coats and leather goods.

L'eggs-Hanes-Bali: Hosiery and lingerie.

Lenox Factory Outlet: Tableware.

Leslie Fay: Women's clothing with a selection of petites.

London Fog Factory Store: Outerwear for men and women.

Maidenform: Lingerie and swimwear.

Manhattan: Men's and women's clothing in such lines as Perry Ellis America and John Henry.

Mikasa Factory: Tableware.

Naturalizer Outlet: Footwear in Connie, LifeStride and other brands.

Nautica Factory Store: Men's sportswear.

Nike Factory Store: Athletic shoes and clothing.

Nine West & Co. Outlet: Women's shoes.

Oneida Factory Store: Flatware and holloware.

Oshkosh B'Gosh: Children's clothing.

Pepperidge Farm: Cookies, crackers and other packaged food.

Perfumania: Designer fragrances.

Pfaltzgraff: Tableware.

Polly Flinders: Children's clothes including Polly Flinders' smocked dresses.

Polo-Ralph Lauren Factory Store: Clothes for men, women and children, and a selection of linens.

Prestige Fragrances & Cosmetics: Name-brand cosmetics and fragrances.

Publishers Warehouse: Wholesale prices on books.

Reebok Factory Direct: Athletic shoes and clothing.

The Ribbon Outlet: Ribbons and trims.

Robert Scott & David Brooks Outlet Store: Sportswear and dresses.

Rocky Mountain Chocolate Factory: Handmade chocolates and other goodies.

Serio Tacchini: Italian-designed activewear.

The Sunglass Company Outlet: Name brand sunglasses.

Totes Factory Store-Sunglass World: Rain gear, luggage and name-brand sunglasses.

Toys Unlimited: Toys at discount prices.

Trader Kids: Children's clothes.

Van Heusen: Dress shirts for men and sportswear for men and women.

Wallet Works: Small leather goods.

Welcome Home: Home accessories.

Westport Ltd.: Women's clothing.

Hours are 9 a.m. to 9 p.m. Monday through Saturday and 9 a.m. to 6 p.m. Sunday from March through December. January and February hours are 10 a.m. to 6 p.m. Monday through Sunday. Closed Easter, Thanksgiving and Christmas. For more information, call 1-348-2065.

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Ranking those water warriors Herald Sun November 18, 1993 Thursday

Copyright 1993 Nationwide News Pty Limited
Herald Sun

November 18, 1993 Thursday

LENGTH: 602 words

HEADLINE: Ranking those water warriors

BYLINE: ANDERSON J

BODY:
WHO is Australia's finest yachtie? Is it grand old campaigner Syd Fischer, catamaran guns Mitch Booth and John Forbes, match-race whiz Peter Gilmour or the Yellow Pages crew and designer . . . Lindsay Cunningham, Simon McKeon and Tim Daddo? With some of our best assembled at Royal Queensland for the world Etchells 22 championships starting today on Moreton Bay in Brisbane, the time is right to ask three impartial judges (Are there such people in sport? Probably not, but who cares) to select their top 10.

Many of the names chosen will be in action in the world Etchells 22 championships which run from November 18-27 and consist of a six-race series.

The line-up includes John Bertrand, Dennis Conner, Colin Beashel, Iain Murray, America's world champion Dave Curtis, England's Chris Law, Tim Patton from Bermuda, John Savage and Peter Gilmour.

Etchells racing is regarded as one of the finest tests of sailing, given that the 22ft boats are identical and only one set of sails is allowed to be bought per year.

Tony Mooney, Aust. Yachting Federation: Top 10 in no particular order.

Mitch Booth and John Forbes Lindsay Cunningham, Simon McKeon, Tim Daddo Glenn Bourke - Laser world champion.

Natasha Sturgess - world youth champion.

Peter Gilmour - America's Cup tactician.

Lars Kleppich - Olympic bronxe medallist.

Syd Fischer - champion ocean racing skipper.

Neville Wittey - Laser Masters sailor.

Colin Beashel - Admiral's Cup helmsman.

Iain Murray - America's Cup helmsman.

Ed Featherston, Herald Sun yachting writer: 1: Lindsay Cunningham-Simon McKeon-Tim Daddo - world speed sailing record, Little America's Cup titleholder.

2: John Bertrand - America's Cup winner, heads One Australia Challenge for 1995 America's Cup.

3: Mitch Booth-John Forbes - Tornado catamaran bronze medal at Barcelona, second world title.

4: Syd Fischer - Admirals Cup skipper, former Sydney-Hobart winner, head Sydney America's Cup bid.

5: Glenn Bourke - Barcelona Finn dinghy rep for Australia, and three-time world Laser dinghy champion.

6: John Dransfield - 470 dinghy class national champion, and three-times world Fireball class dinghy champion.

7: Peter Gilmour - Australia's top international match-racing skipper, former world champion in various classes.

8: Fiona Taylor - world open Windsurfer champion and Barcelona women's sailboard rep for Australia.

9: Natasha Sturgess - world women's Mistral sailboard champion, three-time International Yacht Racing Union youth world sailboard champion.

10: Paul McKenzie - twice world A-class catamaran champion, now campaigning for Atlanta in Finn dinghy.

Campbell Rose, Vic. Yachting Council director:

1: John Savage - twice Etchell 22 world champion, Australian and State champion.

2: John Bertrand - America's Cup 1983, bronze medallist in 1976 Olympics (Finn class), 4th 1972 Olympics.

3: Lars Kleppich - bronze medallist in 1992 Olympics, sailboard class.

4: Natasha Sturgess - three-time **Nautica** world youth champion.

5: Rod Davis - gold medal in 1984 Olympics, Soling class; silver in 1992 Olympics, Star class.

6: Peter Gilmour - tactician in America's Cup victory, ranked No.2 on world match-racing list.

7: Glenn Bourke - America's Cup crewman in 1983, Laser world champion three times.

8: Syd Fischer - Admiral's Cup winner, Sydney-Hobart winner in 1992, winner in 1991, 1992 50-foot World championships.

9: Jeni Lidgett and Addy Bucek - eight-time Australian women's champion, Bucek was 1991 Swedish champion.

10: Mitch Booth and John Forbes - bronze medal in 1992 Olympic games.

END OF STORY

LOAD-DATE: November 28, 2003

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Nautica signs small leather goods licensee; Brief Article Daily News Record December 1, 1993

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Daily News Record

December 1, 1993

SECTION: Vol. 23 ; No. 227 ; Pg. 4; ISSN: 0162-2161

LENGTH: 139 words

HEADLINE: **Nautica** signs small leather goods licensee; Brief Article

BODY:
NEW YORK -- **Nautica** Apparel, Inc., has licensed Max leather, Inc., to manufacture and market a line of men's blets and small leather goods under the **Nautica** label. The first line will be for fall '94.

Nautica's previous accessories licensee was Swank, Inc. Its last line was for spring '93. There was no fall '93 collection produced.

Evan Mittman, co-owner of Max Leather, said that the majority of the leather blets will retail for approximately $ 25 to $ 55. Lizard and alligator belts will sell at retail for approximately $ 150 to $ 250, he said. Prices for such categories as wallets, agendas, key fobs, card cases and suspenders haven't been set yet.

Max Leather produces men's belts and small leather good under the Adolfo label and women's leather accessoreis under the Cipriani and Robert Lee Moris labels.

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 2387 Apparel belts ; 3172 Personal leather goods, not elsewhere classified ; 3100 LEATHER AND LEATHER PRODUCTS

IAC-NUMBER: IAC 14685989

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)
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Break open a sailpack; Nautica introduces men's outerwear/accessories line; Accessories for Men; Brief Article Daily News Record December 3, 1993

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December 3, 1993

SECTION: Vol. 23 ; No. 229 ; Pg. 8A; ISSN: 0162-2161

LENGTH: 189 words

HEADLINE: Break open a sailpack; **Nautica** introduces men's outerwear/accessories line; Accessories for Men; Brief Article

BODY:
Nautica made its name in apparel inspired by the open sea.

David Chu, **Nautica's** designer and president, has always focused on merchandise that is both functional and luxurious, and "The Sailpack," **Nautica's** newest outerwear/accessories launch, is no exception.

A color-blocked bomber jacket that can be packed into its own pouch, Sailpack is slated to retail at about $ 98 and offers both versatility and value. Chu notes that Sailpack is essentially a lightweight jacket appropriate for a wide variety of outdoor sports, including hiking, sailing, backpacking, cycling and running.

Made of durable Tactel nylon, Sailpack features a stand-up collar, a concealed hood and the bold, graphic racing numbers J-US2 embroidered on the back. The jacket is available in the crew-team color combinations of red and navy and royal and gold, as well as solid emerald.

Chu notes that Sailpack was designed with function in mind. To turn the jacket into a pouch, owners just open the concealed zipper at the center of the jacket's back, pull the jacket through the zipper into the pouch and simply zip the whole bag closed.

GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified

IAC-NUMBER: IAC 14695327

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)

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RUGGED WEAR;FASHIONS FOR MEN TAKE A CUE FROM THE GREAT OUTDOORS The Commercial Appeal (Memphis) December 5, 1993, Sunday,

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December 5, 1993, Sunday, FINAL EDITION

SECTION: IMAGE, Pg. F1

LENGTH: 839 words

HEADLINE: RUGGED WEAR;
FASHIONS FOR MEN TAKE A CUE FROM THE GREAT OUTDOORS

BYLINE: Barbara Bradley; The Commercial Appeal Fashion Editor

BODY:
The rugged American is a fellow you'll see everywhere this fall - fly- fishing in mountain streams, backpacking on the trail, and sprawled in his Lazyboy flipping the channel to Northern Exposure.

If one can't actually be rugged, it's certainly hip to dress that way, according to the Men's Fashion Association in New York.

"In the '80s everybody wanted to look like Don Johnson," said fashion director Tom Julian. "Now it's Rob Morrow (star of the TV series Northern Exposure)." The show's offbeat characters living and working in their functional, comfortable, and stylish outer wear is a look men can relate to, said Julian. It ties in with an interest in family, in the environment, in a desire to be one's own man.

Tommy Hilfiger based much of his fall sportswear on seaman's workwear and American woodsman looks, with pea coats, cable knit sweaters, NuBuck leather field coats and buffalo check shirts. The "field and stream" look continues for the holidays in reversible fishing vests, handknit sweaters and fleece jackets.

In **Nautica's** fall collection, outdoor wear is a starting point for very contemporary notions of style and function.

"It looks real rugged for those living in urban areas to have the same look as in the country," said David Chu, **Nautica's** designer and president. "But it's not all twill and canvas now. It's much more interesting and sophisticated. The fabrics are finer, more comfortable and give better function. There are more details and accessories."

Nautica outerwear includes a three-quarter-length down jacket with leather collar and button-on hood; a rich-looking zip-front wool jacket with leather collar, twill arms, polyester filling and a quilted lining; and a three-in-one windbreaker that can be worn as a nylon shell, a quilted, polyester-filled, zip-out inner jacket or the two together for a layered look.

Leave it to Ralph Lauren to tie the rugged individualist concept to what is uniquely American. Lauren's new RRL line offers distressed leather biker jackets, wool jackets that look like Civil War uniforms, yolked cowboy shirts, Southwestern motif sweaters, and denim fisherman jackets.

Nearly everything is washed, faded, worn-looking and frayed. Some garments are styled after authentic

pieces of an era. Others are enduring staples - plaid flannel shirts, jeans, khakis and overalls.

How you wear the look is as important as what you wear. An artfully careless layering appears to break all rules. The office sportcoat goes off for a country weekend with jeans and a flannel shirt. The denim shirt worn with khaki trousers reappears in the office under a suit.

Widening the possibilites is an emphasis on English country fabrics - Donegal tweeds, lambswool, plaid and check sport coats and fabrics with a loftier finish.

Textures and patterns play against each other in a houndstooth check sportscoat paired with a knit vest suggestive of the Southwest and small-check pants, all done in shades of brown, olive and black. A cocoa suede vest with a quilted back gives the edge to a sleek, black jacket.

Even parkas are being layered over suits these days. "It's a challenging look, and an economical and sensible one," said Julian.

It's also doing well in Memphis, said Rob Joyner, men's sportswear buyer for Oak Hall. Quick-drying, lightweight fleece jackets in imaginative patterns, arrowhead-pattern sweaters, lug sole ankle boots and Indiana Jones style hats are trends finding favor with a traditionally conservative customer. Hot outerwear includes three-quarter length "field jackets" that may be canvas with leather collars or brush poplin with fleece lining. Sweaters with small Henley type openings allow layers of T-shirts and knit shirts to show underneath.

Dillard's Mall of Memphis store features Lauren's RRL line in its own "store within a store." Old fans, a vintage gas pump, hardwood floors and clothes hung on nails are pricking the interest of both male and female shoppers.

"My fashion business is stronger than my basic business," said Steve Hall, area sales manager. In the 20-to-45 age group, basics are bought for work, he said "but their play clothes are all fashion." Never has the store had so much selection, he said, and never has the Mid-South been so willing to receive it.

"It's not so much set clothes for set types anymore," he said. "There's much more individualism. People will try more things."

RRL's fisherman jacket ($ 175), khaki pants ($ 90), plaid shirt ($ 78) Henley style knit shirt ($ 58), boots ($ 248) and Southwest pattern sweater ($ 259) from Dillard's. Houndstooth sportcoat ($ 180), silk shirt ($ 225), check trousers ($ 60) and knit vest ($ 215) also from Dillard's.

Camel's hair sportscoat ($ 275), suede vest ($ 135), textured shirt ($ 105) and fleece pullover ($ 85) are from Oak Hall.

Models are Todd Kraiss and Gordon Simmons of Colors Talent Agency, Inc. Locations courtesy of Sinclair Memphis Marine Service and Automatic Slim's Tonga Club.

GRAPHIC: Photographs by Mike Maple (Color) Worn, washed, faded and frayed are marks of beauty in RRL's fisherman-style jacket, plaid flannel shirt, layers of knit shirts and khaki pants. (Color) For the great outdoorsmen: a ragg wool sweater with a southwestern air and cozy fleece pullover in a playful pattern. A suede vest and textured shirt add masculine punch to a polished sportcoat. (Color) A nearly monochromatic color scheme allows spicey mixes of pattern and texture in a shirt and vest by DKNY, sportcoat and pants from Claiborne.

LOAD-DATE: January 31, 1996

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)

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Run of the Mills: the trouble with Gurnee Crain's Chicago Business December 6, 1993

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Crain's Chicago Business

December 6, 1993

SECTION: REAL ESTATE; Storefront; Pg. 20

LENGTH: 573 words

HEADLINE: Run of the Mills: the trouble with Gurnee

BYLINE: By NEIL STERN; Neil Stern is a partner in the Chicago retail consulting firm McMillan/Doolittle.

BODY:
Gurnee Mills, the 2-million-square-foot megamall, opened to great fanfare and huge crowds in August 1991.

It promised to be the world's largest outlet mall. And its location, along Interstate 94 between Chicago and Milwaukee, gave it access to a substantial market of bargain-hunters.

Sounds good. In theory. But what did people find once they arrived at Gurnee Mills?

For starters, a mall too big to shop reasonably.

Gurnee Mills simply cannot be tackled in one trip. The challenge is to park your car near the good shops.

Second, there aren't enough genuine outlets.

Most of the shops are ordinary retail stores with few legitimate discounts. And some of the anchors (Marshalls, Waccamaw, Bed Bath and Beyond, Spiegel's Outlet, Filene's Basement and Sears Outlet) have locations elsewhere in the area.

Gurnee Mills actually is a retailing hybrid.

There are genuine factory outlets, run by manufacturers, with large discounts. Yet this is not what populates most of the mall, where relatively posh interiors add cost to the operation -- probably resulting in higher rents than the bare-bones outlets in other areas.

And there are retailer outlets, such as Ann Taylor and the Bigsby & Kruthers Clearance Store. But other "outlets" are part full retail, part dumping ground for goods that could not sell.

The rest of the mall contains the typical collection of traffic feeders: jewelry stores, one-hour photo stores, food courts, optical stores, etc. The net result is a shopping experience that often does not justify the trip.

Weekday traffic at Gurnee Mills is light. It gets crowded on weekends, but two days out of seven may not justify the economics of a 2-million-square-foot operation.

For Gurnee Mills to succeed long term, the mail must have stores that are special -- worth a trip because they're not available elsewhere.

Visits to new outlets -- MCO-Macy's Close-Out and The Clearinghouse by Saks Fifth Avenue -- offer two extremes of that yardstick.

MCO is everything that can be wrong with an outlet: rack after rack of goods with almost no organization or categorization, a pricing system so obtuse that it defies understanding by anyone but the diehard outlet shopper.

While there were some notable brands, most stuff had been picked through countless times -- surprising, considering there was only a handful of customers during a weekday visit.

The Clearinghouse, by contrast, may be the best outlet store I've seen.

At 30,000 square feet, it has complete assortments of women's and men's fashions right out of Saks stores: Liz Claiborne, **Nautica,** Ralph Lauren, Andrew Fezza, Polo, Anne Klein, Jhane Barnes.

Prices were steeply discounted off Saks' original prices -- in the neighborhood of 50% to 70%. That can create spectacular bargains on high-quality items, although some of this merchandise starts out so pricey that less sophisticated shoppers still may consider the final price expensive.

Displays were well-coordinated (there were few of the endless pipe-racks that characterize discount stores) and most of the merchandise was from the last season -- not much from three years ago.

All in all, a tremendous store -- one worthy of a special trip to Gurnee Mills.

More stores like The Clearinghouse could provide the mall with enough firepower to keep customers coming back. For now, however, Gurnee Mills is home to more ordinary than extraordinary.

GRAPHIC: Picture 1, A good outlet store: the Gurnee Mills Clearinghouse by Saks Fifth Avenue.; Picture 2, And a not-so-good outlet store: the Gurnee Mills MCO-Macy's Close-Out.; Pictures 1 and 2 by STEVE LEONARD

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (7/1/1993) and leq (12/31/1993))** (Edit Search | Suggest Terms for My Search)
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Squeezing hip looks out of kids' clothes USA TODAY December 9, 1993, Thursday, FINAL EDITION

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USA TODAY

December 9, 1993, Thursday, FINAL EDITION

SECTION: LIFE; Pg. 14D

LENGTH: 386 words

HEADLINE: Squeezing hip looks out of kids' clothes

BYLINE: Elizabeth Snead

BODY:
Talk about a baby boom.

The infantile trend began with pacifiers, worn as necklaces by hip teens. Then singers Courtney Love and Madonna dressed like Lolita. And baby doll dresses from designers Anna Sui and Ralph Lauren will be the spring rage.

But the truly hip are shopping in kids' stores for shrunken T's, belly-baring tops and tight sweaters. Devotees include models Linda Evangelista, Kate Moss and Amber Valetta.

December Vogue calls it "the naughty schoolgirl look" and proposes Ralph Lauren Polo for Boys blazers over GapKids T-s, kids' cashmere cardigans and knee socks.

NEW WAIF: Just when you thought it was safe to go back to the mall: Waif mannequins are heeeeere!

Smaller, slimmer and more round-shouldered mannequins are already in Barneys' uptown Manhattan store and will be posing around the country by spring. "More realistic," says Ralph Pucci of his mannequins, designed by Ruben Toledo. The new breed is 5-foot-9 with smaller breasts, wider hips, a slouch and tummy. "It's all about posture," says Pucci.

Rootstein, a British company, makes more waifish, slump-shouldered "Girlfriend" mannequins. One styled after model Michelle Legare also has a waifish shag cut.

90234-C: What bra does Beverly Hills, 90210 Cali-brat Shannen Doherty wear? Hint: It's another fine mesh.

"Her agent ordered a dozen mesh bras and thongs in black and nude," says Bubbles Smolev of On Gossamer. If you must know, she's an admittedly enhanced 34C.

The bras are $ 26-$ 34 at Bullock's, Macy's, Nordstrom and specialty stores. Celeb fans include Kenny Rogers, who bought two holiday red satin bra and panty sets ($ 64). The naughty 'n' nice gift is disguised in a candy box and can be had by calling 800-976-6767.

GET GLOWING: Timeliest holiday gift? Timex's IndiGlo watch, which made news this spring when Curt Blik, trapped in the World Trade Center, pressed its glowing dial and used it to guide people down 34 flights of stairs to safety.

More than 4.5 million have been sold and Timex has expanded for the holidays - from six styles ($ 40-50) to more than 100 under the Timex, Acqua, Essentials, **Nautica** and GUESS labels. For stores or direct orders: call 800-367-8463 . Attention Hillary: Replace Bill's old Timex Ironman with a new Ironman IndiGlo, for his winter morning jogs.

GRAPHIC: PHOTO, b/w, Rod Nissen Petzers>

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YACHT RACING;Weight Jackets Banned The New York Times December 12, 1993, Sunday, Late Edition - Final

Copyright 1993 The New York Times Company
The New York Times

December 12, 1993, Sunday, Late Edition - Final

SECTION: Section 8; Page 9; Column 1; Sports Desk

LENGTH: 733 words

HEADLINE: YACHT RACING;
Weight Jackets Banned

BYLINE: By BARBARA LLOYD

BODY:
When Bill Hardesty, a national youth sailing champion, races on a windy day, he is apt to jump overboard first -- wearing a sweatshirt and shorts. Although his behavior may look strange, it is a calculated move.

Hardesty, an 18-year-old college student from San Diego, is trying to increase his upper body weight. By allowing water to soak the sweatshirt, Hardesty is adding as much as two pounds to his upper torso.

The extra weight, which acts like a lever when he hikes out over the edge of his 130-pound Laser Class dinghy, helps to keep the 14-foot boat stable and upright in a breeze. Other sailors choose to wear heavier gear -- a specially designed weight jacket that comes with pockets for water bottles and can weigh up to nine pounds.

But last month, the International Yacht Racing Union, the sport's governing body, released an in-house report indicating that weight jackets strain the backs and knees of young sailors. The racing union decided to ban the use of the vest-like jackets at the 1994 racing union's world youth sailing championships in Greece.

There was no reference in the decision to other methods of increasing upper body weight, such as immersing sweatshirts or sweaters.

Having placed fourth in the world youth championship last summer in Italy, Hardesty said that none of the top four contenders, including himself, wore weight jackets. But he estimated that about 12 of the 39 international contenders in the Laser Class did wear the gear.

"Because the course was so short, no more than three-quarters of a mile up the first leg, there was a lot more maneuvering required than usual," Hardesty said. "The jackets are only useful if the first leg is more than a mile long, and it's windy."

Hardesty said a weight jacket adds too much upper body bulk. "I don't think you can last as long energy-wise," he said. "You can't hike out as long. And the pressure on your back as you lean out is really strong."

Weight jackets are most common among sailors who compete in small single-handed boats such as the Laser and the 14-foot Finn. Laser Class rules allow weight jackets, said Allan Broadribb, the North American class manager. But a jacket cannot weigh any more than four kilos, or about nine pounds. The total weight

of clothing and gear that a Laser sailor wears cannot exceed nine kilos, or about 18 pounds.

"The moment the wind is blowing more than 12 miles an hour, it's standard equipment," Broadribb said about weight jackets. "We're talking about the top sailors here."

Main Concern for Younger Sailors

Many of the yachtsmen preparing to sail Lasers in the 1996 Olympic Games wear the jackets, Broadribb said. But the Olympians tend to be older, 20 years or more, and train regularly.

Dr. Frank Newton, a British physician who prepared the yacht racing union's report, said in a telephone interview last week that he studied 135 sailors, ages 15-17, compared to 135 nonsailors of the same age, who compete regularly in other school sports such as rugby and soccer.

"The problems are with young sailors," he said. "But there seems to be more discomfort among the sailors who wear weight jackets. They are holding on with their back muscles and spine out over the boat."

Youngsters are still growing, Dr. Newton said. "We have to make sure that while their skeletons are still relatively immature, that they don't over-stress themselves. At 17 or 18, they are not skeletally mature."

British yachting officials have banned weight jackets in youth sailing, Dr. Newton said. In the United States, it is up to each class as to whether weight jackets are allowed, said Trish Walcott, championship administrator for U.S. Sailing.

"Over all, sailing is a sport that can give you a backache as you get older," Dr. Newton said. "We are obviously anxious that kids don't wear weight jackets."

MAKING WAVES

Half of the 14 yachts competing in the Whitbread Round the World Race had arrived in their second port-of-call, Fremantle, Australia, by Friday. Among them was Winston, the 60-foot sailboat being campaigned by DENNIS CONNER of San Diego. Winston, which placed fifth among the 10 boats in the 60-foot class, had been delayed after turning around 10 days ago to aid Brooksfield, a 60-footer that was temporarily in danger. The 60-foot Women's Challenge, with 600 miles to go, is expected to arrive this Wednesday.

GRAPHIC: Photo: Jackets strain backs and knees of young sailors when they hike out. (Bentley/**Nautica)**

LOAD-DATE: December 12, 1993

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Linking a Clothes Line to Golf BRANDWEEK formerly Adweek Marketing Week December 13, 1993

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

December 13, 1993

SECTION: NEW PRODUCTS; Pg. 4

LENGTH: 258 words

HEADLINE: Linking a Clothes Line to Golf

BYLINE: By Elaine Underwood

BODY:
Charter Golf, Inc. is hoping the breezy allure of the links will do for its new Harry Logan line of everyday sportswear what the call of the open seas did for the successful **Nautica** label. The company, which has sold stylish golfing apparel under the Ashworth brand name since 1988, is rolling out Harry Logan casual menswear in April.

The line, expected to launch in Nordstrom, Barneys New York, Saks Fifth Avenue and other department stores, will be supported with trade and consumer print ads, handled in-house, in conjunction with a retailer.

"We hear that there is a need for something fresh in the marketplace a need for a new name," said Richard Werschkul, president and chief operating officer of the Carlsbad, Calif., company. "There is a niche for this golf-lifestyle activewear look. It's not **Nautica.** It's not Ralph (Lauren). It's different."

Nautica, a line of clothing featuring preppy yachting motifs, saw sales rise 50% in the third quarter, to $ 51.8 million. Tommy Hilfiger, another line of clean-cut sportswear, saw third-quarter gains of 66% and sales of $ 56 million.

Mens sports wear companies are benefiting from the growing trend of casual dress in the workplace, something Charter Golf hopes to hook into with Harry Logan.

As it is, golf is an increasingly popular sport among baby boomers. According to a National Golf Foundation study, golf participation increased 40% to 28 million since 1988. Charter's Ashworth label, sold only in pro shops, sold $ 28.5 million worth of apparel in 1992.

GRAPHIC: Picture, "A need for something fresh." -- Werschkul

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Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)

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Nautica earnings soar 56 percent in period; Nautica Enterprises Inc.; Brief Article Daily News Record December 14, 1993

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Daily News Record

December 14, 1993

SECTION: Vol. 23 ; No. 236 ; Pg. 12; ISSN: 0162-2161

LENGTH: 162 words

HEADLINE: **Nautica** earnings soar 56 percent in period; **Nautica** Enterprises Inc.; Brief Article

BODY:
NEW YORK (FNS) -- **Nautica** Enterprises Inc., reported earnings jumped 56.4 percent in the third quarter and 61 percent in the nine months on higher sales.

Nautica earned $ 6.6 million, or 54 cents a share, in the quarter ended Nov. 30, up from $ 4.2 million, or 36 cents, a year earlier.

Earnings per share are ad justed to reflect a three-for-two stock split in November.

Sales climbed 20.7 percent to $ 67.6 million form $ 56.1 million.

Nine-months profits came to $ 11.8 million, or 98 cents a share, from $ 7.3 million, or 63 cents. Include in the latest period's earnings is a $ 826,000 gain re-sulting from life insurance proceeds following the death of Milton Weinick, chairman of the board, who died Aug. 17.

Sales increased 32 percent to $ 150.2 million from $ 113.8 million.

Nautica makes men's sportswear, outerwear and activewear and licenses its name for men's cologne, skin-care products and girls' and boys' apparel and watches.

SIC: 2320 Men's and Boys' Furnishings ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14723337

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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Date/Time: Wednesday, May 3, 2006 - 5:14 PM EDT

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Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)

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NAUTICA ENTERPRISES, INC. OFFERS 1,950,000 SHARES OF COMMON STOCK ? AT $22 PER SHARE PR Newswire December 17, 1993, Friday

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PR Newswire

December 17, 1993, Friday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS EDITOR

LENGTH: 187 words

HEADLINE: NAUTICA ENTERPRISES, INC. OFFERS 1,950,000 SHARES OF COMMON STOCK ? AT $22 PER SHARE

DATELINE: NEW YORK, Dec. 17

BODY:
Nautica Enterprises, Inc. (NASDAQ-NMS: NAUT) has announced the underwritten offering of 1,950,000 shares of its common stock at a price of $22 per share. The offering is being managed by Goldman, Sachs & Co. and Montgomery Securities. Of the shares offered, 1,500,000 are being sold by the company and 450,000 are being sold by certain current stockholders. The company and one of the selling stockholders have granted the underwriters an option for 30 days to purchase up to an additional 292,500 shares solely to cover over-allotments.

The company plans to use the proceeds from the offering for general corporate purposes, including expansion of its shop-within-a- store program, the opening of additional factory outlet stores and the relocation of certain of the company's design studios, showrooms and corporate offices.

The company designs, sources and markets men's apparel, including a lifestyle collection of men's sportswear, outerwear and activewear with a distinctive outdoor image under the **Nautica** label. CONTACT: Sharon Burd, controller of **Nautica** Enterprises, 212-244-1111

LOAD-DATE: December 18, 1993

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/1993) and leq (12/31/1993)) (Edit Search | Suggest Terms for My Search)
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Natural instincts; wilderness wear turns into '90s office wear; men's shoes and boots Footwear News December 20, 1993

Copyright 1993 Information Access Company, a Thomson Corporation Company
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Footwear News

December 20, 1993

SECTION: Vol. 49 ; No. 51 ; Pg. 12; ISSN: 0162-914X

LENGTH: 543 words

HEADLINE: Natural instincts; wilderness wear turns into '90s office wear; men's shoes and boots

BYLINE: Schneider-Levy, Barbara

BODY:
Consumers are getting more and more demanding where their footwear is concerned. It's no longer enough for shoes to look good and feel good. Men want shoes that come complete with a hangtag listing their performance features -- even when the product being offered is from a non-performance company. One of the keys for men today is water-repellent or waterproof leather. Although one fashion resource commented that the best-looking shoe will continue to be the one that wins at the cash register, in five years or so waterproof leathers will be the rule rather than the exception, as will Gore-Tex and Cambrelle linings.

Waterproof materials are just one chapter in the rugged story, a category that has practically taken over the men's fashion market. Even traditional dress houses like Allen-Edmonds and Johnston & Murphy, with its new J. Murphy division, are adding outdoor collections. And what isn't rugged looking from top to bottom at least has a lug sole.

Why the grand-scale interest in the Great Outdoors? Perhaps it's people's renewed appreciation for the environment as we head into the '90s and their actually wanting to be a part of it. Even if men don't plan on joining an expedition to Alaska, wearing a pair of hikers will mentally transport them there.

These lifestyle footnotes are part of the Americana movement in apparel that plays up down-to-earth looks with a simplistic yet fashionable quality all their own. It's a trend that is becoming a worldwide phenomenon; The Gap may soon be listed in the Michelin guide to New York. Apparel resources like Woolrich, Timberland, L. L. Bean, Eddie Bauer, Lands' End, **Nautica,** Ralph Lauren's Sportsman collection and Ruff Hewn (which just added a footwear line by Acme Boot Co.) are all a part of the story.

Rugged looks, both in sportswear and footwear, have a comfort angle to them. This relaxed feeling in clothing is now becoming a weekday as well as weekend look. Watch for dress-down Fridays to become dress-down Mondays, Tuesdays, etc. What makes this wilderness wear such good news for retailers is its acceptance across consumer groups. It's an inter-generational look, with high schoolers and grandparents often seen wearing the same styles from the same resources. In today's market, there is no one too old or too young for a pair of jeans, chambray shirt and lug-soled oxfords.

But does this return to a more basic style of dressing spell a sales decline as men wear the same looks to school and after school as well as to the office and beyond? Not if retailers let consumers know there are lots of ways to go country.

Boots are one part of the story with ankle versions in oily leathers a key. But there are also chukka versions, over-the-ankle styles and demi-boots in the market. They're all boots by definition, each with a look all its own.

When it comes to shoe-ier designs, the choices are even broader. Oxfords -- plain-toe, cap-toe or wingtips, are probably the fastest growing part of the outdoor picture.

Shown here is the '90s way to go gutsy from purely casual versions to those that take a dressier stand. What they all have in common, regardless of price, is their fashion point of view, one of comfort and support of American dressing.

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 15161492

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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Sportswear collections going global for growth; '94 outlook. Daily News Record December 22, 1993

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Daily News Record

December 22, 1993

SECTION: Vol. 23 ; No. 242 ; Pg. 2; ISSN: 0162-2161

LENGTH: 1258 words

HEADLINE: Sportswear collections going global for growth; '94 outlook.

BYLINE: Walsh, Peter

BODY:
NEW YORK - Global expansion is a key to growth for many sportswear collections companies.

While the U.S. appears to be recovering from its economic woes, collections companies are looking at ways to infiltrate uncharted territories, improve brand image and give consumers what they expect of them.

But they have learned their lessons from the recession and have taken steps to be sure they land on their feet in the '90s.

For example, Claudia Thomas, president and chief executive officer of Perry Ellis International, said it's more important these days to look at the near future than way off in the distance. "Long range is shorter than it used to be. Now we reevaluate every six months," she said.

"We expect a lot of growth in '94 but more in '95," Thomas continued. "We are laying a lot of groundwork in '94 for '95. It's been a nightmare of a year for retailing for everybody. Fortunately, much of our income is based on royalties."

The company, which has moved closer to being a design, marketing and licensing concern since dropping its manufacturing of women's sportswear earlier this year, now has licenses for about 36 product categories in men's, women's and boys' sportswear, accessories and several fragrances.

"In the short-term future, we are looking at Europe as it turns around," said Thomas. "For the long-term future, we are looking at China and the Far East as the consumer base builds there. In the key areas of the business, we got out of manufacturing in the spring, so at the moment we are not in the women's sportswear business. We are planning right now to bring that women's business back toward the end of '94, but more likely for the spring of '95. We've gone back to what Perry really started, a design, marketing and licensing company. That's what we do best."

Debra Malbin, president of Jhane Barnes, a division of Oxford Industries, sees the decision the company made to consolidate the Barnes Storm and Jhane Barnes labels as the stimulus for continued growth in the future.

With our new focus and direction," explained Malbin, "we should be up at least 10 percent next year. I feel very optimistic. For '94, our pricing might be lower than in '93, but from commodity to commodity there

will be no change. With the new focus, we cover all price points now."

For the short-term future, Malbin said the company wants to encourage more business with the stores it currently sells. "We want to be a more important resource to our current stores and, ultimately, be more important to the consumer, to capture him for all his buying needs."

Jhane Barnes plans to launch a leather outerwear division for fall '94 and has been contemplating a fragrance launch in the long-term future.

The company hopes that the NAFTA decision will allow for expansion into Mexico and Canada, and eventually into Europe. "We think we would do very well in Europe," said Malbin. For now, the company is focusing more of its marketing dollars closer to home with in-store shops and fixtures. It is also putting Jhane on the screen more often for video networking to sales people in the branch stores of its department store accounts. "It's not about selling," said Malbin. "Just communication to sales associates to explain to them what we are doing and how to get that across to the customer."

For '94, **Nautica** wants to become a key player in the collections area of major department stores, said David Chu, chief executive officer and chief designer. The company recently signed a licensing agreement with J. Shoenemon to produce a line of tailored sportswear/clothing with the **Nautica** label. It is also concentrating its efforts on building its image by bringing its many licensees and product categories together to be sold in shop concepts.

Nautica's recent second stock offering came right after it reported increased earnings again. "Our growth compound has been about 35 percent each year," said Chu, "and business is better than ever this tall and holiday."

Chu attributed the growth to the solid image **Nautica** has with consumers. "It's good design with great quality and value," he said. "We've always offered that, and people are waking up and realizing that they can get those things from **Nautica.**"

Chu said the clothing idea came when he realized that there was a part of the consumer he wasn't addressing. "**Nautica** is really a weekend concept a lifestyle and product concept. We took care of a person's life three days a week. Now we have him Monday through Friday."

Chu said that **Nautica** has also been approached with several offers to produce a home furnishings line. In 1993 the company worked with Ford-Lincoln-Mercury on the **Nautica** mini-van.

While other collections companies are just beginning to look at Europe and the Far East as possible expansion sites, **Nautica** is focusing its efforts closer to home. It has already established a strong foothold in many European countries and major cities in the Pacific. It has two retail stores in the U.S. and 33 freestanding stores outside the U.S., including 10 stores in Japan, 10 in Mexico, one in Belgium and two in South America. It is negotiating to open stores in Hong Kong and in China next year, has about 500 in-store shops, has been working on distribution in Italy and has several outlet stores. "China is the last frontier," said Chu, stressing that the current consumer base for collections sportswear is very small. "It's about 3 percent, but there is potential. It's not too early to start building brand recognition."

Meanwhile, Ben Greszes, president CEO of Mondo, said the company is looking at the top end of the market as well as its core collection as a way to increase growth in the '90s.

"We want to give the U.S. market a better product in 1994," said Greszes. "We found that the market doesn't need another $ 30 shirt, it needs a better product. We see that those shirts aren't selling in stores right now."

For fall '94, Mondo will be launching its Marco Wachter collection and the Bill Kaiserman collection in the U.S. and abroad. "We plan to go aggressively global - surely into the U.S. market but also Europe and the Far East," said Greszes. "We are setting up showrooms and a sales force in Florence. We have test-

marketed the Wachter line in Paris and Cannes. We were concerned that there was no customer for it, but there is."

Mondo also plans to do more business in other countries with less of an emphasis on the U.S. market "Right now about 90 percent of our business is done in the U.S., but by 1995 we expect only 60 percent of our business will be done here."

For spring '94, Mondo has sold the collection to the five-unit, Hong Kong-based Lane Crawford. It has also sold a store in Tokyo. But the global expansion will include an upgrading of the other Mondo labels as well.

"We plan to make the Pronto Uomo mainfloor line even better," said Greszes. "We are looking at fashion and value rather than price. It's not always price. The new Pronto Uomo will be the same price, because the dollar is so strong we can buy it cheaper and maintain the price using better yarns and fabrics. The Tiempo Libre is finished. It was probably something we didn't belong in. You can't compete with the Gap or Banana Republic. Instead, we are incorporating a jeans line into the Mondo line."

Retail expansion includes a new store in Dadeland, south Miami, which opens on Feb. 15. "It's about 600 square feet, the same size as the store in Boca Raton ," Grezses said.

SIC: 2339 Women's and misses' outerwear, not elsewhere classified ; 2331 Women's & misses' blouses & shirts ; 2335 Women's, junior's, & misses' dresses ; 2337 Women's and misses' suits and coats ; 2321 Men's and boys' shirts ; 2325 Men's and boys' trousers and slacks ; 2329 Men's and boys' clothing, not elsewhere classified ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14743533

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The Washington Times December 24, 1993, Friday, Final Edition

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The Washington Times

December 24, 1993, Friday, Final Edition

SECTION: Part E; INTERNATIONAL AUTO SHOW; TRUCKS/UTILITY VEHICLES; Pg. E11

LENGTH: 4761 words

BYLINE: Bob Storck; SPECIAL TO THE WASHINGTON TIMES

BODY:

CHEVROLET S-SERIES/GMC SONOMA

PRICE RANGE - $10,100-24,000

ENGINE - 4.3 liter 195 hp V6

FRONT ENGINE/REAR/4W DRIVE

PAYLOAD/TOWING - 1,700/6,000 lbs

AIRBAGS - DP no ABS - rear std. (both std on V6)

FEATURES - Despite the popularity of the Big Chevy trucks, the S10 was not a strong competitor for the Ranger. The renamed S-Series is all-new and is bound to set a new standard.

Chevrolet is bothered that they have not made great inroads into the Ford lead in the mini-truck market. This is the first overhaul since the S10 line was introduced in 1982.

Major attention has been paid to the cab and styling. The S/Sonoma is wider and roomier than before and has more room than any counterparts.

The most amazing feature is its ride. A stiffer frame allows softer springs which vary their rate smoothly enough to handle heavy loads yet not jounce the passengers when unloaded. Long travel suspension and gas shocks give the S/Sonoma the best ride of current competitors.

It fits between the Ranger and Dakota in cargo size, payload, and towing capability. There are two choices of cab configurations and cargo bed lengths. It is wide enough to accomodate 4X8 panels, but lacks the length. The tail gate removes easily without the need of tools.

The styling is clean and distinctive, with a sloped windshield and some of the smoothest lines on a contemporary truck. The interior is well appointed, and the switches are much improved from the previous hardware store variety. the interior is three inches wider, and there are three seating options: regular bench seats, a 60/40 split, and high back buckets.

Power outlets are doubled up to handle computers, phones and fax machines, which have become common

products, including the Miata, the RX7, the classy 929 - and now the Milennia with an exotic engine. Unfortunately, the meat-and-potatoes products are what feeds the bulldog.

Their family car, van and truck sales have been weak, largely due to the disadvantageous pricing resulting from exchange rates and tariffs. They have taken advantage of their American partner, Ford, and have re-badged or partnered with them on the Explorer/Navajo and the Probe/626/MX6. It was only logical that they adopt the good-selling Ranger; thus, the B2300, B3000 and B4000 Mazda trucks were born.

Mazda has imported Navajos to Japan but will continue to build its own trucks there for their domestic and Asian markets.

Mazda had a good reputation for durability and quality. As with their other teaming efforts, both parties are bound to benefit. Besides the pricing advantage, the new truck is larger than the previous Mazdas, both in bed size and interior room.

Ford offers five trim levels and Mazda makes do with three. There are extended cab versions and two bed lengths. The Spacecab has fold-down jump seats. The trucks share the same cab, but most other body and interior parts are different. Most changes are subtle, but the telling component is the macho grille on the Mazda B.

Ford is the only light truck to offer the narrow bed Flareside styling. Their specialty model Splash has proven to be a top seller.

These come with the full variety of engines, whose displacement coincidentally matches the model numbers. The smallest is a single overhead cam four cylinder, and the others are V6s. Four-wheel drive versions have Ford's Touch Drive electric transfer case and automatic locking hubs for shift-on-the fly operation.

When Ford introduced the new Ranger last year, sales exploded and grew almost 25 percent. It has been ranked number one by consumers in the initial quality surveys. Mazda's strength is process improvement, which can only benefit this rating.

Mazda offers a three-year, 50,000 mile bumper-to-bumper warranty for their trucks.

There is a facelift planned for 1995 and a complete re-design in 1998. Mazda's input should show strongly then.

The pricing and size places the B/Rangers in the middle of the light truck market.

NISSAN QUEST/MERCURY VILLAGER & **NAUTICA**

PRICE RANGE - $16,500-26,000

ENGINE - 3.0 liter, 151 bhp V6

FRONT ENGINE/FRONT DRIVE

MPG (city/hwy) - 17/23

FEATURES - Ford and Nissan collaborate in an attempt to copy the market leading Chrysler minivans. Their synergy results in innovative engineering and comfort solutions.

Ford teamed with several Japanese, German, English and even Australian companies to bring products to the U.S. market. Most have been design successes, but sometimes the market has not responded. The choice of Nissan to partner with them on the Villager/Quest resulted in a solid success.

The design team cloned the best Chrysler ideas and have made few of the mistakes. They initially did not offer airbags or standard ABS but have made some progress there. There is now a driver air-bag, and ABS is standard on the Nissan GXE and all Villagers.

Other major changes for 1994 include CFC free air conditioning, a high- capacity radiator and a battery saving feature.

The Avon Lake, Ohio, plant builds the van, using the excellent Maxima drive train, but almost everything else is domestic. The seven-seat passenger seating configuration is standard, plus a cargo hauler. Swiveling Captain's chairs are optional for the middle seats.

The second row of seats comes out, and the third is on rails, which allows it to slide almost the full length of the interior. All side windows open, and power rear windows are available. There are elegant yet durable fabrics for the interior. Each rear seat back has trays and cup holders built in. The window area is generous, and the rear door glass opens separately from the hatch.

The Villager/Quest length fits in the mid-range of the Chrysler Minivan family, and it is claimed that there is no stretch version in the wings. Since neither Mercury nor Nissan has a station wagon in their line up, these are welcome products to the sales force. The van excels in innovative comfort and utility features.

The basic features of the sportswear inspired **Nautica** are similar to the Mercury Villager. The distinctive blue and white two-tone paint job is off set by a subtle yellow stripe. White alloy wheels complete the exterior decor treatment, and the interior is handled by blue leather with white inserts in the four Captain's chairs.

The **Nautica** represents quite a step up from the image of mother's kid and grocery hauler. No one would be ashamed by showing up at the country or yacht club in the Villager. In fact, the uprated towing capacity can handle most fishing and pleasure boats.

While there are over a dozen types of mini-vans, only Chrysler has seen fit to single out the top end of the market. The Town & Country picked up the wood-panel side trim and leather interior and has been a steady seller.

The V6 is powerful for any trailer hauling and the towing capacity has been uprated to 3500 lb. Even with the stiffest springs, the ride is comfortable and the handling is excellent. Both meet all truck and car safety standards.

MITSUBISHI MONTERO

PRICE RANGE - $24,500-29,000

ENGINE - 3 liters, 151 bhp V6

FRONT ENGINE/4-WHEEL DRIVE

MPG (city/hwy) - 15/18

TOWING - 4000 lbs.

AIRBAGS - D-yes/P-no

ABS - std.

FEATURES - A new powerful engine leads the improvements to push the Montero more upscale. Previous options are standard, and folding seats allow seating for seven.

Only last year the Montero went through a complete restyling and overhaul. The previous Mitsubishi sport-utility offerings were aimed at the middle of the market. Previously there were four models, but the bottom two have been dropped.

With the new power and trim changes, this version goes head-to-head with Bravada, Grand Cherokee, Trooper and Land Cruiser . . . and maybe Range Rover.

The two remaining trim levels that are matched with the engine variants. The LS comes with the base engine and can be ordered with either five-speed manual or a four speed automatic transmission. The SR Montero only comes with the automatic, and the 3.5 liter V6 has twin cams. This gives the up-level model 64 more horsepower (215 hp) and a healthy 228 ft/lb of torque.

That gives Mitsubishi more horsepower than any other six-cylinder sport-utility and only a few less than the V8s. The drawback of multi-cam/multi-valve engines is that they usually lack torque, but the Montero V6 numbers are among the best. As a result, few competitors can tow as heavy a trailer.

The upscale features include power windows, locks and mirrors, cruise control, all-wheel ABS equipped disc brakes and shift-on-the-fly locking hubs.

Many of these were previously part of the optional Power Package. Power controls for the driver seat come with the leather and wood package. It seems a shame to take such a beautiful package off-road.

A two-tone paint job accentuates the aggressive aspects of the styling, and a careful choice of color combos still maintains the aura of luxury.

The side-hinged rear door gives easy access to the extra-large storage area that accommodates additional seating to accommodate seven people. The rear seats fold out of the way and have full harness. Sliding rear windows will be available soon. Only a four-door version is offered.

The standard SR tires are 265/70HR-14s, which are chosen more for ride quality than off-road work.

TOYOTA T100 PICKUP

PRICE RANGE - $15,100-25,000

ENGINE - 3.0 liter, 150 bhp V6

FRONT ENGINE/REAR-4W DRIVE

PAYLOAD/TOWING - 2570/5000 lbs

AIRBAGS - D-yes/P-no ABS - rear opt.

FEATURES - The Japanese fired the first shot over heartland America's full-size truck bow. The T100 has had a slow start, and Toyota is regrouping.

Toyota has been the leading mini-truck in most of the quality and satisfaction surveys. Last year, the T100 was introduced to try to challenge the big Ford and Chevy trucks that are the market leaders.

The T100 fits between the Dodge Dakota and the full-sized pickups.

What does this mean to the buying public?

Consider that the Toyota can carry the time-honored 4X8 plywood or drywall sheet flat in the bed, will haul a 1 ton load and yet it still fits smaller garages. This may not be the truck for every construction worker, but it is a great move-up model for suburbanites.

Most of the smaller pickups have the style and comfort features, but only the Dakota will carry similar size and weight loads.

The T100 is available with 2W and 4WD, and only has the automatic in the 2W variety at this time. The shift-on-the-fly 4WDemand system is operable at any off-road speed and is unobtrusive in its operation. The only bed available is the full-length version with a standard cab; other variations are still in the works.

The remarkable aspect of this truck is its civilized nature. The interior is almost car-like, with comfortable seats and adequate reclining. There is good storage behind the seats, and amenities such as cup holders make the T100 more livable. This year, a driver air bag has been added. The SR5 model offers more equipment.

The addition of engine quieting features and sound deadening technology keeps the harshness outside. A ride-tuned suspension completes the image, and no wife should object to driving hubby's truck on any grounds other than image.

The single overhead cam V6 has proven to be sturdy and powerful and gives credit to its 300ZX/Camry/Lexus roots. Despite its high-tech background, the six-cylinder powerplant proved to be the weakest aspect of the marketing argument. It lacks the torque of the competitor's comparable engines.

Everyone hoped to see a V8 introduced this year. Toyota came back with a 2.7-liter four banger.

It has been hard to justify the Toyota pricing, and they are burdened by the exchange rate and tariff burden. The twin-cam four cylinder engine is more than adequate for suburban hauling, and Toyota seems to be concentrating on that market.

Quality and reputation will sell the T100 to baby boomers, who may have avoided buying a big truck due to their blue-collar image. It has been said that the main problem with the T100 is that it was not introduced with a Lexus badge.

The T100 is a solid venture toward moving the entire truck market upscale. The features of the Dodge Ram and GM S-series proves that Toyota was right, and maybe just a little premature.

GRAPHIC: Photos, A-Q) NO CAPTION

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Watches keep up with fashions of times;Wrists wear face of fashion;Dial style;Fashion Hartford Courant (Connecticut) December 28, 1993, A Edition

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Hartford Courant (Connecticut)

December 28, 1993, A Edition

SECTION: LIFESTYLES; Pg. A5

LENGTH: 925 words

HEADLINE: Watches keep up with fashions of times;
Wrists wear face of fashion;
Dial style;
Fashion

BYLINE: DONNA LARCEN; Courant Staff Writer

BODY:
A couple of years ago, Phyllis Monoson became a collector of Swatch watches, those Swiss timepieces that come in jewel tone and penny-candy colors and sell for under $ 100.

Her interest was piqued when her daughter, who was using a Keith Haring-designed Swatch watch to time her swimming students, got an offer that was hard to refuse. "A man came up and offered her $ 2,500 for it." says Monoson, who works in New Haven with learning-disabled young adults. "That caught my attention."

So she began buying Swatches and found "it's fun. I'm in a serious job, and collecting them gives me a great deal of joy."

Holiday time is a big shopping season for watches. But sales are bolstered year-round as shoppers are encouraged to change their watch nearly as often as their socks. And the idea of collecting watches, encouraged by Swatch, has brought a new frenzy to the marketplace.

"We held a Swatch Museum event at Westfarms last fall," says Phyllis Johansen, vice president of creative merchandising for Filene's. "It was amazing. People stood in line waiting to get in even before the store opened."

Savvy collectors, like Monoson, 47, join the Swatch Collectors of Swatch club. Members pay an $ 80 annual fee and get a collector's watch (this year it's the "Scribble" design), updates on new designs and a chance to buy limited editions throughout the year. She owns about 25 Swatches.

"I sent my money in for the 'Roi Soleil,' " Monoson says, referring to the Louis XIV-inspired Sun King face with muted sunbeams and a red silk moire band. Swatch produced 33,333 of them. "Eddie, my supplier in New York, swears it is on its way. He pretty much controls my credit card."

The success of Swatch, launched by the Swiss company SMH in 1983, kicked off a worldwide interest in disposable watches with plastic bands for under $ 50. (Swatches now sell for $ 40 to $ 80.) Swatch attracted young buyers and collectors with their designer special editions by Haring, French clothing designer Jean-Charles De Castelbajac and Italian artist Mimmo Paladino.

Swatch popularity -- they just sold their 100 millionth watch -- ushered in a new era of watch-wearing, with art and design replacing basic function.

As Swatch succeeded, others followed. In 1984, Dallas-based Fossil introduced its line with offbeat faces and leather bands in tin cases bearing advertisments from the 1950s.

"It's part of our image of retro America," says Merk Houston of Fossil, which is about to begin its own collectors club.

While there have always been specialty watches -- Disney had cartoon characters on watches decades ago -- the use of company logos and licensed cartoon characters is now widespread. Clothing makers such as Anne Klein, **Nautica** and Guess will soon be joined by BUM watches, sporting the logo BUM Equipment Corp.

Once upon a time there were dress-up watches in silver and gold with jewel movements. You needed a jeweler to clean and service them.

In 1951, Timex came out with an affordable, reliable timepiece, run by a pin lever system, that, as spokesman John Cameron Swayze said (and keeps saying even though he's no longer alive), "It takes a licking and keeps on ticking."

By 1960 Timex was the best-selling brand in the United States. (It still is, while Swatch claims first place worldwide.) Timex lost its firm hold on the lower-end market when Swatch, Fossil and the others roared in to meet the accessory needs of the fashion-conscious.

Ironically, Timex could have shared Swatch's success back in 1982 when the Swiss asked the U.S. company to handle its worldwide marketing. Timex declined. Later, Timex President C. Michael Jacobi acknowledged that was "a big blunder."

But the Middlebury-based company has recovered nicely, in large part because of the success of its Indiglo line, with a patented technology that uses energy from the battery to excite electrons in the watch face, lighting the dial.

How much light? Enough for Curt Blik, a financial adviser, to lead Manhattan officeworkers down 34 flights of darkened stairs after last February's bombing of the World Trade Center.

"Of course that was an advertiser's dream story," says Susie Watson, advertising and public relations manager for Timex. In 1993, Timex spent its entire $ 10 million ad budget on television and print ads for Indiglo. The company also benefited from President Clinton's unsolicited endorsement of its Ironman Triathlon, used to check his jogging times.

Some manufacturers are making wristwatches that perform other functions. Casio has a universal remote-control Wrist Controller watch that operates the television and VCR (suggested retail price $ 90). Swatch is introducing its second-generation beeper, called Beep Up, in January. It will show a numeric display of the number to call (suggested retail price, $ 175).

But the niche market of fashion watches under $ 100 -- which made up about 75 percent of the 852 million watches sold in 1992 -- is expected to remain strong.

Despite the spirited competition, marketers find it tough to go up against the collectors' cachet that Swatch commands.

In December 1990 at a Sotheby's sale in Milan, a Swatch watch designed by Mimmo Paladino was auctioned for $ 20,210. (The watch originally sold in 1989 for $ 70.) Another Paladino, one of only 100 made, sold the following June at Christie's in Zurich for $ 25,432.

So what about the $ 2,500 offer Monoson's daughter had for her Haring?

"She didn't sell," Monoson says. "We're holding on to it."

GRAPHIC: Michael McAndrews/The Hartford Courant
Time is stylish in these fashion watches by, from top, BUM by Benrus, Swatch, **Nautica** by Timex, Swatch and **Nautica** by Timex.

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Final Christmas sales results mixed for men's wear stores in Southwest. Daily News Record December 28, 1993

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December 28, 1993

SECTION: Vol. 23 ; No. 245 ; Pg. 8; ISSN: 0162-2161

LENGTH: 692 words

HEADLINE: Final Christmas sales results mixed for men's wear stores in Southwest.

BYLINE: Vargo, Julie

BODY:
DALLAS -- Santa dumped a mixed bag of holiday results on Southwest retailers, Some reported massive double-digit gains while others simply kept pace with last year's numbers. Sweaters and furnishings blew out of some stores while others couldn't move the merchandise.

For the most part, however, retailers reacted positively to the frenzy of the final shopping week. Offering something unique to a jaded customer seemed to be the key to success.

"We have been very happy with the results of this week and of the season in general," said Jack Fleischer, vice-president/divisional merchandiser for men's sportswear for J.C. Penney. The Piano, Texas-based retailer saw shoppers scooping up Arizona jeans, turtlenecks and Stafford shirts in the final hours. According to Fleischer, young men's tops in flannel and denim ran "way ahead of plan for November and December.

"Our Levi's jean business also came back in the last week," he added. "Wrinkle-resistant trousers continued to show huge sales gains as well."

While others stores report sluggish sweater sales, J.C. Penney racked up double-digit gains with the nubby knits on the men' s floor

Fleischer attributed the strong sweater sales to a dynamic privatelabel program offering "goodlooking product and good value." Hearty knits in peppy patterns sot the pace as customers bypassed solids in favor of fancies.

Sweaters were also a surprise big seller during the final shopping days at The Popular, a four-unit department store chain in E1 Paso, Texas. "We'd cut back on our sweaters because sales had not been great," said George Conner, divisional merchandise manager for men's and boys'. "But we really began selling them the last few days before Christmas. I even had to send a buyer to one of the stores with another box of inventory to meet the demand."

Outerwear in general, and leather coats in particular, came on strong in the last stretch as well. Other seasonal sizzlers at The Popular include collections from Tommy Hilfiger, **Nautica** and Claiborne.

While sportswear fueled the retailer's business, dress shirts and ties remained stagnant.

"Furnishings were our only real negative," said Conner. "I spent time on the floor this last week and I couldn't even get people to look at dress shirts or ties."

While furnishings floundered in West Texas, neckWear set the giftgiving pace at Dallas-based Neiman Marcus. The specialty store chain reported brisk business nationwide in the last week with ties ranging in price from $ 45-$ 189.

"Ties have been an extremely important part of the holidays for us," said a company spokesperson. The retailer promoted neckwear in a catalog insert as well as m countertop displays.

Other top sellers in the men's wear department included "anything cashmere."

While Neiman's wouldn't discuss numbers, "Men's is definitely holding its own," the spokesperson said. "For years, Neiman Marcus was more than 60 percent women's apparel and accessories. We have been focusing more on our men's department and it is really paying off."

Furnishings also finished strong at Dallas-based Stanley Korshak. "We have seen a growth in neckwear and dress shirts this past season," said Crawford Brock, president. "We also did a big hosiery business and anything Armani has just blown out of the store."

According to Brock, the specialty store has seen "a big increase" in its men's business this holiday season. "Business has been quite nice," he said. "Men's has been very good, running strong double-digits over last year throughout the whole season."

Thanks to a booming business, the store also delayed its men's sale break a week, taking its first markdowns the week prior to Christmas.

"A lot of our regular customers came in early to shop," said Brock. "We also had a lot of new customers and that steady growth helped.

"People came to us this season looking for the unique and unusual," added the retailer. "We just took a position this year on items and surprised ourselves with how well we did. We see big opportunity down the road to position ourselves as a great store for holiday shopping."

GRAPHIC: Photograph

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

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State-O-Maine moving New York offices; Nautica Enterprises Inc.; Brief Article Daily News Record December 29, 1993

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December 29, 1993

SECTION: Vol. 23 ; No. 246 ; Pg. 11; ISSN: 0162-2161

LENGTH: 114 words

HEADLINE: State-O-Maine moving New York offices; **Nautica** Enterprises Inc.; Brief Article

BODY:
NEW YORK -- The State-O-Maine division of **Nautica** Enterprises, Inc., is moving to 40 West 57th Street here, effective Thursday, Dec. 30. The division had been located at 10 West 33rd Street. The State-O-Maine division encompasses **Nautica** dress furnishings, robes and loungewear; Christian Dior activewear, robes and loungewear; Bayon Sport activewear and sportswear, and private-label programs. Its new showrooms and offices will occupy over 20,000 square feet.

State-O-Maine's new phone number will be (212) 541-5990. The corporate offices of **Nautica** Enterprises and **Nautica** International, another division of **Nautica** Enterprises, are also located at 40 West 57th Street.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14672920

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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FASHION FLASHES Orange County Register (California) December 31, 1993 Friday

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December 31, 1993 Friday MORNING EDITION

SECTION: ACCENT; Pg. Q04

LENGTH: 182 words

HEADLINE: FASHION FLASHES

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:
NOW THAT WINTER HAS ARRIVED in many parts of the country, it might be time to buy that heavy coat you've needed. Whether you're planning a trip to the Midwest to visit the folks, or just a weekend getaway to Big Bear, you'll probably need a hefty shell to protect you from wintery chills.

One option is the traditional duffel coat, right. This masculine classic ($ 355) is reinterpreted in vibrant red wool by **Nautica.**

Available at **Nautica,** Newport Beach.

Headed to New York? You'll look cool and feel warm in this black distressed leather military jacket ($ 675), left, from the DKNY collection. Available at Bullock's and Saks Fifth Avenue stores.

For areas prone to precipitation, you might want something waterproof as well as warm. Timberland's leather Springer Mountain Trekking coat ($ 1,000), below, fits the bill. Available at The Walking Store, Santa Ana; Bernini Sport, Costa Mesa; and Nordstrom stores.

GRAPHIC: BLACK & WHITE PHOTO

LOAD-DATE: March 17, 1997

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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 8)

Third Party Articles
1994

NAUTICA APPAREL, INC.

January – Jun 1994 Third Party Articles

Date	Publication	Page	Headline
1/12/1994	CNN	News, Domestic	Little things make big differences to modern car buyers
1/19/1994	The New York Times	Sect. B, p. 3, col. 1	About New York
2/3/1994	Women's Wear Daily (WWD)	Vol. 167, no. 33, p. S22	Nautica In'l inc. buys Monarch Design Sys.
2/3/1994	The Boston Globe	Living; p. 45	Back to the beach
2/6/1994	Chicago Sun Times	Auto show close up, p. 14	Lincoln Mercury Adds Safety, Power features
2/20/1994	Newsday	Sports; Activity notebooks, p. 44	Sailing
2/20/1994	The New York Times	Sect. 9, p. 1, col. 3	Cyberfakes
2/27/1994	Pittsburg Post Gazette	Lifestyle, p. F11	It's a new ball game for billed cap makers
3/2/1994	The Dallas Morning News	Fashion Dallas, p. 2E	FID Fax
3/9/1994	Daily News Record	Vol. 24, No. 46, p. 8	Nautica plans big push to build biz at Federated, Macy's
3/10/1994	Austin American Statesman	Lifestyle	In Vogue
3/18/1994	The Washington Post	Weekend, p. N64	Hey, Sailor!
3/18/1994	USA Today	Money; Street Talk, p. 3B	Small stocks likely to keep winning big
4/6/1994	WWD	No. 66. Vol. 167, p. 1	Raising the profile on GTF's suitor
4/12/1994	Daily News Record	Vol. 24, No. 69, p. 3	Shorts sets and vests are top choices for inner-city stores
4/15/1994	The Record	Wheels, p. F9	Less costly Windstar to be offered
4/18/1994	Crain's New York Business	Takeout; Commercial Real Estate; p. 32	Back office locations clamoring for tenants
4/25/1994	Brandweek	Product Profile; p. 30	Indiglo Watch lights up better times for Timex
4/301994	Pittsburg Post Gazette	Business; p. A1	Goodbye Horne's
5/1/1994	Charleston Gazette	Life; p. P4F	Swimsuit edition
5/2/1994	Detroit Free Press	WWL, pg. 4D	Suitable for swimming
5/3/1994	USA	Sports, p. 11C	Colleges
5/6/1994	Daily News Record	Vol. 24; no. 87; p. 4	Nautical News; new fashions from Nautica Apparel, Inc.
5/9/1994	Crain's New York Business	Earnings; p. 17	(no heading)
5/13/1994	Orange County Register	Accent; p. Q02	Fashion Flashes
5/21/1994	The Toronto Sun	Sports, p. S17	Fellows leaves his tiger on the track
5/22/1994	The New York Times	Sect. 10; p. 17, col. 1	Commercial Property
5/29/1994	The Boston Globe	Automotive; p. A45	The wagonmaster takes on the vanmeister

NAUTICA APPAREL, INC.

January – Jun 1994 Third Party Articles

Date	Publication	Page	Headline
6/3/1994	St. Petersburg Times	Largo-Seminole Times, p. 4	Young sailors hit the summer circuit
6/3/1994	Orange County Register	Accent; p. E02	Fashion flashes
6/3/1994	The Denver Post	Living; pg. E-01	Well-suited
6/6/1994	Footwear News	Vol. 50, no. 23, p. 30	Madison Ave. window reflect classic shoe looks
6/6/1994	Daily News Record	Vol. 24, no. 107; p. 12	A marriage tailored to the '90s
6/10/1994	San Jose Mercury News	Drive; p. 1E	Second look: Skylark needs a new design
6/15/1994	Palm Beach Post	Accent; p. 1D	Dress the part
6/16/1994	CBS News	Interview	Michael Lafavore discusses current fashions for men
6/20/1994	Chicago Tribune	Chicagoland; p. 1	Contenders sail in
6/27/1994	The Seattle Times	Business; p. E1	Mall Maverick
6/27/1994	PR Newswire	Financial News	Nautica Enterprises, Inc. announces record 1st quarter results.
6/29/1994	St. Petersburg Times	Sports, p. 10C	Several SPJC athletes make Suncoast conference team
6/29/1994	The Baltimore Sun	Business; p. 12D	Progress at Merry-go-round?

NAUTICA APPAREL, INC.

Jul – Dec 1994 Third Party Articles

Date	Publication	Page	Headline
7/4/1994	Crain's New York Business	Pg. 3	Hilfiger, Nautica ride casual trend
7/7/1994	Chicago Tribune	Tempo, pg. 11	Catching a Wave
7/7/1994	The Capital	Sports, pg. D4	Distinguished Teen
7/10/1994	The Sun	Sports, Pg. 3C	Beauty Wars
7/21/1994	The Capital	Pg. D6	Severna Park Teen Hauls Back Trophy from Irish Event
7/24/1994	Chicago Tribune	Real Estate; pg. 71	Ruling the Mall
7/26/1994	Los Angeles Times	Part D; Pg. 8, Col. 1	How to separate a phony from the real McCoy
7/27/1994	Hamilton Spectator	NOW; pg. C2	Swimwear makers go back to the roots.
7/29/1994	St. Petersburg Times	Sailing; pg. 7	Olympic sailing gets setback in Savannah
8/1/1994	St. Petersburg Times	Centerpiece; pg. 12	How to tell if bargain is too good to be true.
8/3/1994	Chicago Sun Times	Style Watch; pg. 40	Local Retailers lunch with top designers
8/4/1994	The Virginian Pilot	Daily Break; pg. E3	Watches have withstood test of time
8/7/1994	The Sun	Sports; Pg. 17C	Annapolis Race Week calling all skippers
8/21/1994	The Washington Post	Style; pg. F3	Occasional
8/22/1994	The Virginian Pilot	Daily Break; pg. 1	Back to School Fashions
8/25/1994	Rocky Mountain News	Spotlight on Style; pg.6D	Fall fashion slips into a sweater
8/25/1994	Daily News Record	Vol. 24, No. 164; pg. 10	Nautica to expand Maine warehouse
9/1/1994	The Capital	Sports; pg. D5	Sailing Notes
9/4/1994	The Atlanta Journal and Constitution	Section L; pg. 5	Afrocentric Line
9/6/1994	USA Today	Money; pg. 1B	Suitable for Fall
9/8/1994	Orange County Register	Community; pg. 10	Championship sailing is a breeze for Huntington teen
9/13/1994	The Seattle Times	Style; pg. E1	Style: Men's fall fashion
9/22/1994	The Washington Post	Style; pg. D5	Cheat on the Street
9/25/1994	The New York Times	Sect. 6; Part 2; pg. 60	Freeze
9/27/1994	The New York Times	Sect.D;Pg. 17	Nautica Enterprise, Inc. reports earnings for Qtr.
9/27/1994	Daily News Record	Vol.24;No.185;pg.2	Nautica net skyrockets 44% in second quarter
9/30/1994	The Denver Post	Living; Pg. E-02	Elite Eight are dressed to the nines.
9/30/1994	Daily News Record	Vol. 24; No. 188; pg.2	Nautica Ent. Planning major push in in-store shops

NAUTICA APPAREL, INC.

Jul – Dec 1994 Third Party Articles

Date	Publication	Page	Headline
10/4/1994	The San Francisco Chronicle	Daily Datebook; pg.E7	Fetching suits win award for local designer
10/6/1994	The Houston Chronicle	Fashion; pg. 6	More men sport two earrings
10/24/1994	USA Today	Money; Pg. 2B	Forbes 200: View of future small stock stars
10/27/1994	St. Louis Post-Dispatch	Style West; pg. 10	Sweat Stuff
10/31/1994	Newsweek	Fashion; pg. 53	The rebirth of Kani Kool
11/1994	Money	Stocks '95; pg. 70	6 small stocks with big futures
11/3/1994	The Boston Globe	Sports; pg. 47	Hoisting the Maine sail for the cup
11/5/1994	The New York Times	Sect.1; pg. 43;col.1	Company news
11/7/1994	Advertising Age	Pg. 17	Chrysler casts Orvis jeep division as fishermen lure
11/10/1994	The Post-Standard	H J	Aloha, Syarcuse!
11/11/1994	The Tampa Tribune	Polk; pg. 1	Burdines checks in at the mall
11/14/1994	U.S. News & World Report	Business; vol.117; no.19; pg. 103	Designing for dollars
11/17/1994	Omaha World Herald	Business; pg.21	Younkers spruces up store
11/21/1994	Forbes	Pg. 232	Saturday night specials
11/23/1994	The Dallas Morning News	Business; pg. 2D	Paid clothing group selects Marcus as CEO
11/24/1994	The Baltimore Sun	Features; pg. 4E	Holiday gift bear will give extra hugs.
11/25/1994	The Washington Post	Style; Pg. B2	Urban Academy
11/25/1994	Orlando Sentinel	Style; pg. E1	Teen's Christmas wishes
11/26/1994	Newsday	News; pg. 5	Retailers spot hottest gifts
12/5/1994	Forbes	On the cover; pg. 155	Dressing Down
12/7/1994	Chicago Sun Times	Sect.2;Features pg.39	What's on the Latest on the tie rack
12/9/1994	The Post and Courier	E; Pg. 3	Counterfeit products hurt legal manufacturers
12/12/1994	Women's Wear Daily	Vol. 168; No.113;pg.22	Wall Street finds winners in rough climate
12/22/1994	Rocky Mountain News	Ed. F; pg. 6D	Do you have the time?
12/26/1994	Orange County Register	Sports; Pg. C02	Venure
12/31/1994	Bangor Daily News	461 words	Van Baalen to expand on current p-roperty

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)

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Little Things Make Big Differences to Modern Car Buyers CNN January 12, 1994

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SHOW: CNN Specials 8:41 pm ET

January 12, 1994

Transcript # 271-3

TYPE: Package

SECTION: News; Domestic

LENGTH: 411 words

HEADLINE: Little Things Make Big Differences to Modern Car Buyers

BYLINE: ED GARSTEN

HIGHLIGHT:
Car buyers are increasingly selective about the little things in their autos. Some are pleased that a few new cars won't have ashtrays, while others like new colors, like deep purple.

BODY:
BOBBIE BATTISTA, Anchor: Here's a weird little car. It's called the Zoom. It kind of looks like a cartoon car, but it's designed to take up the least amount of space as possible. But for most people, styling is everything. And while the Zoom here may not make it out of the concept stage, CNN's Ed Garsten reports on styling trends that have made it off the drawing board in '94.

ED GARSTEN, Correspondent: Car buyers know what they like.

1st MAN: All right, sold.

GARSTEN: And what they like in the new Chrysler JA cars, the Strata and Cyrus, is something that's been taken out.

2nd MAN: I like the idea that they're not going to put ashtrays anymore in the automobiles because I stopped smoking.

GARSTEN: You can buy an optional ash receptacle. Well, the less is better theory extends to the exterior, too. The Lincoln Contempra, the car the new Continental is based on, doesn't even have door handles. They open by remote voice activation.

TED FINNEY, Designer, Ford Motor Co.: I think the idea is to try to clean up the body shapes in general.

GARSTEN: Ah, body shapes. Colors, too. From the sea going shades of the Mercury Villager **Nautica** to a

sea green splashed on this Geo Tracker. What do you think say of the color purple? One paint company likes it a lot, and they think pretty soon thousands of motorists will be tooling around in a lavender haze. At the Dupont paint studio outside Detroit, the newest hues are conjured up.

ROBERT DAILEY, Dupont: Not Crayola purple but sophisticated dark shades of reddish purple that will good on the car.

GARSTEN: Buick is banking on its new restyled Riviera dressed in white lavender to rejuvenate sales. It may work.

3rd MAN: It really made it look a lot more contemporary, and I really like it.

GARSTEN: At ASC, where designers' dreams leap from the drawing board to clay to concept, there's a true appreciation for the automobile as art.

CHRIS ITO, Chief Designer, ASC: I think that cars are basically, you know, a dynamic piece of sculpture.

GARSTEN: Sculpture designed to sell in the millions to most discerning critics.

4th MAN: OK, that's enough of that one.

The preceding text has been professionally transcribed. However, although the text has been checked against an audio track, in order to meet rigid distribution and transmission deadlines, it may not have been proofread against tape.

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ABOUT NEW YORK;An Insider's View of City From (Get This!) Outside The New York Times January 19, 1994, Wednesday, Late Edition - Final

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The New York Times

January 19, 1994, Wednesday, Late Edition - Final

SECTION: Section B; Page 3; Column 1; Metropolitan Desk

LENGTH: 816 words

HEADLINE: ABOUT NEW YORK;
An Insider's View of City From (Get This!) Outside

BYLINE: By Michael T. Kaufman

BODY:
SO this guy named Gerry Frank calls up on the telephone and says he lives near Portland, for crying out loud, Oregon, and has written a guidebook to New York City that has sold a half million copies and he wants to eat somewhere and talk about it.

As come-ons go, not bad, right?

Even routinely defensive, conventionally egomaniacal and only mildly chauvinistic New Yorkers would be intrigued and provoked. You can easily see how they might wonder who is this yold, this patzer, this rube, from around Portland, for Pete's sake, Oregon, and how come he is making big bucks with his book called "Gerry Frank's Where to Find It, Buy It, Eat It in New York."

A meet was set up. In cunning New York fashion, Mr. Frank was invited to pick the place. Would he go for some hoity-toity overpriced, chi chi, lah-de-dah self-consciously quintessential establishment? Would he go for some down and dirty boite? In fact, he did O.K. naming the Cafe Lalo, a brightly lighted coffeehouse with lots of cakes and taped classical music on West 83d Street.

There he is looking a little like Jim Backus or Spiro Agnew, a retired guy from out of town with the confidence to mix Ralph Lauren and **Nautica.** "They have a very nice chocolate chip cake," he advises and goes on to say he has just flown in from Portland, holy moly, Oregon, on one of his twice a month visits to investigate and update entries.

"How old do you think I am?" he asks in a hearty and open manner.

The Cunning New Yorker at his table sees the opening and wonders whether to score off Mr. Frank in a cunning New York way. He is moved by uncommendable emotions, like envy and jealousy. He wonders is it fair, that an outlander who has never paid rent here or played Johnny Ride the Pony or cursed the potholes has written and published a guide book to this place that half a million people have bought for $12.95 while he, himself, has not. Perhaps he will tell the author that he looks like he is 85 years old.

The gorge subsides and the Cunning New Yorker truthfully tells Mr. Frank that he looks like a hale and robust 60. Mr. Frank smiles and says he is 70. He then settles in to his chocolate chip cake and the story of how he came to write his book.

"The first time I came to New York was in 1939 when I was 14. I came with my father who was on a business trip," said Mr. Frank who had earlier explained that his great-grandfather had founded Portland's major department store. "We stayed at the Plaza and we did all the things you were supposed to do -- Radio City, the Statue of Liberty, the Empire State Building. But we also went to garment factories and specialty shops and I remember going to Orchard Street. It was amazing. So many different kinds of everything. I had never seen anything like it. I just fell in love with the city."

Later, after the war, after studies in England, while he worked for the store he kept coming to the City, always staying at the Plaza. "I had no idea about writing anything, I just came for the pleasure of it," he said. "I would pick out a neighborhood and go visit everything of interest." This it turned out, meant not only hotels, restaurants and shows and museums, but stores, showrooms, and places where people traded in silver or furs or old books.

Then he moved east to become chief of staff for Senator Mark Hatfield. "Washington did not attract me like New York. I needed a city I could walk in so for more than 20 years I came up here on weekends."

That is when he came up with the idea for a book that would list and evaluate the attractions of Manhattan. "I had all these experiences and lists but when I tried to interest publishers they wouldn't give me the time of day. I knew where to get the best bread, the best cakes, the best chocolate, the best Thai food, the widest assortment of hardware, a million things, and all they saw was some guy from Oregon."

Still Mr. Frank kept at it and in 1980 a small publisher in Oregon printed 10,000 copies, selling very few. Mr. Frank visited New York City bookstores and convinced managers to place the books on display. Sales increased and he took over the publishing himself, bringing out eight editions so far.

"I knew people would be interested in my New York," said the outlander staring defiantly at the Cunning New Yorker. "I have been to every one of these places. I've put in a lot of shoe leather."

The hard work was impressive, but does persistence establish authenticity? It was time for an ultimate test.

Egg creams, Mr. Frank was asked, what did he know about egg creams?

He did not shy. "You can get a good one at the Carnegie Deli or EJ's luncheonette on Amsterdam, but I always like the ones at Moisha's at 239 Grand Street," he said.

The Cunning New Yorker found envy hard to swallow, but as he walked out of Lalo's into the snow he had to admit, the guy from around Portland was pretty good.

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Nautica International Inc; buys Monarch Design System from Monarch Computex; Apparel & Home Technology Outlook 1994; Brief Article WWD (Women's Wear Daily) February 3, 1994

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WWD (Women's Wear Daily)

February 3, 1994

SECTION: Vol. 167 ; No. 23 ; Pg. S22; ISSN: 0149-5380

LENGTH: 83 words

HEADLINE: **Nautica** International Inc; buys Monarch Design System from Monarch Computex; Apparel & Home Technology Outlook 1994; Brief Article

BODY:
Nautica International, Inc., has purchased a Monarch Design System from Monarch Computex. The workstations and printers will be completely installed early this year in a state-of-the-art CAD room designed by James Eisenman Associates.

Neutica, a leading designer and manufacturer of men's activewate, sportware and outerware, was named the second-best small company ($ 5 million-$ 350 million) in America in the November issue of Forbes magazine, accordint to **Nautica** president, David Chu.

GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 3571 Electronic computers

IAC-NUMBER: IAC 14967639

IAC-CLASS: Trade & Industry

LOAD-DATE: August 25, 1995

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Back to the beach, bare or retro-fitted;Fashion The Boston Globe February 3, 1994, Thursday, City Edition

Copyright 1994 Globe Newspaper Company
The Boston Globe

February 3, 1994, Thursday, City Edition

SECTION: LIVING; Pg. 45

LENGTH: 402 words

HEADLINE: Back to the beach, bare or retro-fitted;
Fashion

BYLINE: By Julie Hatfield, Globe Staff

BODY:
It's bathing suit time for those going south, fantasy time for those who wait till June. Even if you have to wait, you can buy the bathing suit now and dream, because they've arrived in the stores already.

The news is old, in a way, as the biggest trend in styling for women's suits happens to be retro, either the '40s or the '60s in mood. Even men's bathing attire has reverted to classicism with conservative shorts styles done in no-frills, dark prints that do not speak of loud surfer types.

Women's suits are highly constructed, with figure-enhancing cups and tummy control. Bottoms - often skirted suits and longer-legged shorts - are generally fuller and more covered. Updates on the retro silhouettes include keyhole backs and lingerie-like bikinis. This construction appeals most to the over-40 woman, and it is obvious that manufacturers know there are more women in that category now.

But to appeal to the under-40 crowd, some manufacturers are offering the other end of the spectrum, including the newest "training thong," a bikini bottom that hints of the bare-bottomed thong suit that originated in Brazil, yet which gives a bit more coverage than a mere couple of thick strings. Then there is the very barest, most daring of the 1994 suits, for the Venus-figured among us only. These include strapless bikini tops and tiny triangular bottoms that look as if they have been pasted on, as there are no visible straps to hold them up. The manufacturer guarantees they will not fall, even if you water ski, which must mean that there are soft plastic see-through straps somewhere in the construction.

The retro '60s bathing suits are made in the little floral granny prints that were so popular in the hippie dresses of that era. Fibers have also taken a cue from the '60s with crocheted suits, netting, lace, puckering, "blister" stitching, popcorn bubbles and ribbing showing up everywhere. Some crocheted tank suits even have hoods attached, which might prove to be a drag in the water.

The newest men's suits are by Nicole Miller, who introduced the line in New York last week. With characteristic Miller whimsy, the swim shorts are done in bright water-sport motif prints, and one "Miller Lite" print incorporating both the designer's name and the beer can. Each suit is offered with a wide choice of coordinating camp shirts, bomber jackets or solid color T-shirts.

GRAPHIC: PHOTO, 1. Many 1994 swimsuits have figure-flattering touches like ruffles, left, and longer skirts, right.(COLOR) 2. Retro/active: Bathing suits this season range from modest '40s-inspired styles like Jantzen's skirted two-piece (left) to '60s-style crochet, again by Jantzen (above), with its hint of peekaboo.

Men's suits return to classic this season, as in these trunks from **Nautica,** designed by David Chu (right).

LOAD-DATE: February 4, 1994

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Lincoln-Mercury Adds Safety, Power Features Chicago Sun-Times February 6, 1994, SUNDAY, Late Sports Final Edition

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February 6, 1994, SUNDAY, Late Sports Final Edition

SECTION: ss; AUTO SHOW CLOSEUP; Pg. 14

LENGTH: 606 words

HEADLINE: Lincoln-Mercury Adds Safety, Power Features

BODY:
For 1994, Lincoln-Mercury has installed a standard driver-side air bag to supplement safety belts in the Mercury Villager minivan. The Mercury Tracer also receives a standard driver-side air bag, while the Mercury Capri gets a standard front passenger-side air bag.

"Consumers tell us in our frequent customer clinics that

they expect air bags in their new vehicles," says Lee Miskowski, Lincoln-Mercury Division general manager.

All 10 Lincoln-Mercury product lines now offer a driver-side air bag. And passenger-side air bags are standard on seven of the car linesLincoln Town Car, Lincoln Continental, Lincoln Mark VIII, Mercury Grand Marquis, Mercury Sable, Mercury Cougar XR7 and Mercury Capri.

Also, the Mercury Cougar XR7 becomes the division's first model to receive the new performance-boosting Electronic Engine Controls, a production version of the electronic engine controls Ford uses in Formula One racing.

The EEC-V has more data-crunching capacity and speed than previous EEC modules and can process more than 1 million commands per second. For vehicle owners, that translates into optimized performance, fuel economy and emissions control.

All Lincoln-Mercury car lines offer non-ozone-depleting CFC-free air conditioning systems for the 1994 model year.

Following are more auto show highlights for 1994, by product line:

Lincoln Town Car: Nine new exterior colors and four interior colors, along with CFC-free air conditioning and new solar-tinted glass, give the Lincoln Town Car a fresh exterior appearance. A dual exhaust system providing 210 horsepower also is standard.

Lincoln Continental: New styling includes taillamps, a rounded grille, restyled bumpers and bodyside moldings. A sculptured rocker molding is another new feature.

Lincoln Mark VIII: All-leather seats, real wood on console, remote memory recall for seats and mirror positions, and 16-inch chrome road wheels showcase Lincoln Mark VIII for 1994. In addition, eight new exterior colors and two new interior trims are available.

Mercury Capri: A standard front passenger-side air bag (SRS) and CFC-free air conditioning system are new in the 1994 Capri. The Capri offers new 14-inch five-spoke alloy wheels, while the XR2 gets new 15-inch seven-spoke alloy wheels. New front and rear bumpers and new headlamps and taillamps also are featured on both Capri models.

Mercury Tracer: Standard driver-side air bag, new body-color door handles, 120 m.p.h. speedometer, eight new exterior colors, one interior color and CFC-free air conditioning are among the new offerings on the 1994 Mercury Tracer.

Mercury Topaz: The optional driver-side air bag (SRS) gets a new three-point active belt system, and all Topaz models get a CFC-free air conditioning system.

Mercury Sable: CFC-free air conditioning, color-keyed door handles, nine new exterior colors and three new interior colors are among many new touches. A "hands-free" cellular telephone also becomes available as an option.

Mercury Cougar XR7: Besides adding EEC-V engine controls, Cougar gets a new grille and taillamps, seven new exterior and two interior colors, and an all-new interior including standard dual air bags.

Mercury Grand Marquis: Updated features for the Grand Marquis include front-and rear-door side impact protection, 10 new exterior colors and two new interior colors.

Mercury Villager: The minivan gets a standard driver-side air bag, CFC-free air conditioning and a new battery-saver feature. Four new two-tone exterior color combinations have been added, and availability of the special-edition **Nautica** Villager has been expanded.

LOAD-DATE: February 14, 1994

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SAILING Newsday (New York) February 20, 1994, Sunday, CITY EDITION

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Newsday

Newsday (New York)

February 20, 1994, Sunday, CITY EDITION

SECTION: SPORTS; ACTIVITY NOTEBOOKS; Pg. 44

LENGTH: 273 words

HEADLINE: SAILING

BYLINE: Dave Rubinstein

BODY:
The two days of warmer weather and the plethora of boat shows have many turning their attention to the outdoors - and to sailing. If you're ready to join the action, the people at Sailing World magazine have made it easy by naming its Boat of the Year - the Melges 24. Bearing the name of America's Cup skipper Buddy Melges, this PHRF sport boat is among the fastest-growing classes in the country. Among those already competing, Rick Dominique of Bayside was 26th overall in the Laser fleet at the Miami Olympic Classes regatta, which drew entrants from 20 countries. Jill Connors of New York City was 30th overall in the Europe dinghy class, and John Gochberg of New York City was 31st in the Finn class . . . John Thomson of Port Washington, L.I., turned in a nearly perfect performance worth noting at Yachting's Race Week at Key West a few weeks ago. Thomson, sailing his Nelson / Marek 49 Infinity, took six firsts out of seven races to outclass the IMS Class A field. And in the one race he failed to win, Thomson - sailing with designer Bruce Nelson and America's Cup tactician Tom Whidden - took a second . . . The dates for the **Nautica** / US Sailing youth championships this summer have been announced. Application deadline is April 1. Contact Trish Walcott at (401) 849-5200 for more information . . . The other US Sailing championships also have been set, and of the 14 championships, three were won by area sailors - Julia Trotman (Syosset, L.I., U.S. Women's Open), Danielle Brennan (Manhattan, Junior Women's Leiter Clagget Trophy) and Beth Danilek (Port Washington, L.I., U.S. Women's Sailing Adams Cup).

LOAD-DATE: February 21, 1994

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Cyberfakes The New York Times February 20, 1994, Sunday, Late Edition - Final

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The New York Times

February 20, 1994, Sunday, Late Edition - Final

SECTION: Section 9; Page 1; Column 3; Styles of The Times

LENGTH: 1488 words

HEADLINE: Cyberfakes

BYLINE: By CLIFFORD J. LEVY

BODY:
WHEN detectives from the Queens District Attorney's office burst through the doors of Korman Sportswear in late December, they expected to arrest a handful of illegal immigrants for gluing fake designer labels onto a few bins of designer clothing a day.

Instead, they found what they called an increasingly potent threat to the fashion industry: a counterfeiter's factory with an elaborate network of computerized machinery that quickly turned run-of-the-mill shirts, jeans and sweatshirts into tens of thousands of brand-name fakes.

Huge embroidering and silk-screening machines spat out dozens of designs a minute. The counterfeiters controlled production from a central computer that could instantly switch among hundreds of patterns: Polo, Guess, Timberland, Champion, Fila, Calvin Klein, **Nautica,** Tommy Hilfiger, Hugo Boss, Gap, Gucci, Hard Rock Cafe, Banana Republic, DKNY, Versace, Harley-Davidson, Disney and Warner Brothers characters, professional and college sports teams and a mall's array of others.

"If I had seen this stuff before I had been trained, it never would have occurred to me that it was counterfeit," said Barry S. Weinrib, an assistant Queens district attorney, who examined the five truckloads of goods confiscated at Korman's cinder-block warehouse. "I would have thought it was the same type of stuff sold at Bloomingdale's."

Once confined to the cut-and-paste labor of back-room shops, fashion counterfeiting is being transformed by computers that copy designer goods far more quickly and accurately than ever before. Some of the illegal wares are so well made that the police have to ask fashion companies to confirm that they are fake.

The technology is expensive but readily available. With computerized mass production, counterfeiters feeding off the nation's obsession with status symbols can turn a profit almost as quickly as a drug lord selling cocaine: buy 1,000 sweatshirts at $4 each, embroider a Guess emblem on them and people will pay $20 each for them. Richard A. Brown, the Queens District Attorney, said Korman Sportswear, at 43-32 55th Street, in a residential area of Woodside, was selling more than $3 million in fake clothing a year.

The International Anti-Counterfeiting Coalition, a trade group, estimates that fashion companies lose billions of dollars a year worldwide from counterfeiting, though Lee S. Sporn, the chairman, could not estimate how many of the fakes are computer-generated. But Mr. Sporn, who is also associate general counsel at Polo/Ralph Lauren, added: "It's clear the technology makes it possible to produce better-quality merchandise in greater volume at less cost than five years ago. That's got to be a cause of concern."

The counterfeiters are increasingly trying to pass off their work as the real thing, rather than an obvious knockoff, by using computers to copy not only the clothing but also the labels, tags, buttons, buckles, rivets, packaging and other accouterments -- even the cardboard tag that says, "This Polo by Ralph Lauren shirt has been crafted for quality, comfort and easy styling."

And some private investigators say the fakes are showing up on the street or at cluttered shops in Chinatown and even, in some instances, at large retailers.

"A lot of this merchandise used to be sold in flea markets, and it was obviously counterfeit, but what is happening now is that the merchandise is showing up much more in established stores, many times unbeknownst to the retailers," said Stuart Drobny, president of Stumar Investigations, which works for Polo/Ralph Lauren, Champion, Dooney & Bourke and many other fashion companies.

"We started noticing this in the last two years," he said, "and it has become much more prevalent in the last six months, to a big degree. It makes our fieldwork more difficult. Some of this stuff has become so good that I am not able to tell the difference."

As good as the fakes may be, executives at big retailers like Macy's and Saks Fifth Avenue said there was no chance of finding such counterfeits at their stores. They said they bought merchandise only from fashion companies, adding that they would be foolish to jeopardize relationships with those companies by carrying counterfeits.

And they suggested that the problem of fake designer clothing was limited to flea markets and small and medium-size retailers who might be dealing with unscrupulous wholesalers or want to increase profits by selling counterfeit goods.

"We do not purchase imitations," said Gloria Kreisman, a spokeswoman for Macy's. "We deal exclusively with reliable merchants and vendors."

To be sure, there is no shortage of flimsy counterfeit Chanel bags that have as much in common with Paris couture as a Beavis and Butt-head T-shirt. Many fakes are as blatant as ever, stitched together so poorly and priced so cheaply that there is little doubt about their origin. But the new breed of counterfeiter is becoming more of a drain on big fashion companies.

At Korman, the counterfeiters used an electronic scanner to read the design of an emblem, label or tag on an authentic piece of clothing and to turn it into a digital image transmitted to a computer, said Mr. Brown, the District Attorney. A worker could then use the computer to change the color or size of the image, or to make other alterations.

The images were added to a computer program that ran two 18-foot-long embroidering machines, worth $100,000 each, that stitched intricate emblems on 24 shirts every three minutes, Mr. Brown said. Or they were sent to three silk-screening machines, gangly monsters that can cost $25,000 apiece, that imprinted designs in 10 colors. Color photocopiers duplicated tags and labels.

Three people, including Korman's owner, Tok H. Kang, 53, of Woodside, were arrested and charged with first- and second-degree trademark counterfeiting, both felonies, and could go to prison for 15 years if convicted. The factory had at least eight low-level workers, who were not charged. Melvin Berfond, a lawyer for Mr. Kang, declined to comment.

The hardest-hit fashion companies, which lose millions of dollars a year in sales and licensing fees, are often reluctant to say how they fight back, for fear that the information may help counterfeiters. They also worry that even acknowledging the existence of fakes would sully their products' prestige and scare off customers.

But they do say that they are hiring more private investigators and lawyers; designing anti-counterfeiting devices like invisible markings, holograms and fabric weaves that are difficult to copy; lobbying for stricter

laws, and seeking more help from the police, the F.B.I. and customs officials.

The Sara Lee Corporation, whose subsidiaries make Champion clothing, Coach leather goods and Aris Isotoner gloves, has had a sharp increase in complaints about high-quality fakes in the last year, from retailers and customers, said Arthur J. DeBaugh, a lawyer for the company. He said Sara Lee, which has private investigators in New York, Boston and Philadelphia, recently added others in Miami, Chicago and Los Angeles.

Dooney & Bourke, whose dyed leather bags and wallets have grown in popularity in recent years, is also contending with a surge in counterfeiting. Cheap copies of its $225 bags are often sold by street vendors in big cities all over the country for $25 to $40, but lately the company has found better fakes in small independent shops, priced around $185, said Caroline P. Donohue, who oversees the company's anti-counterfeiting efforts.

A stroll along Canal Street in Chinatown, which the police and many private investigators say is a worldwide center for sales of counterfeits, revealed how easily the new fakes can fool customers.

Dressed in jeans and browsing like a casual shopper, David S. Woods, president of Associated Investigative Services, was examining hundreds of counterfeit designer pieces at several stores, gathering evidence that he would use to seek a seizure order from a Federal judge. Mr. Woods advised the Queens District Attorney on the Korman case. "See this stuff?" he whispered in one store, pointing to stacks of what appeared to be Polo and Tommy Hilfiger shirts selling for $15 each. "This is the same stuff that we busted at Korman."

At first glance, the multicolored woven labels and the tags on the shirts seemed authentic. The fabric felt right. The embroidered emblems on the shirt fronts seemed real. Mr. Woods picked up a light blue Polo shirt and swept his fingers over the neck label, sewn to the shirt on all four sides.

"To the untrained eye, this may look good," said Mr. Woods, whose company works for Polo/Ralph Lauren, Guess, Chanel and other companies. "This was all embroidered with computers. But Polo doesn't sew its labels all the way around on all four sides. It only sews on two sides. If they hadn't made that mistake, you wouldn't have known."

GRAPHIC: Photos: Counterfeiting in the computer age: logos on a computer screen, top, enable counterfeiters to copy designer goods far more quickly and accurately than ever before. At right, a Ralph Lauren Polo shirt bought at the Polo Sport store on Madison Avenue for $69.50. A fake, far right, bought on Canal Street for $15. (Ted Morrison for The New York Times; computer photo from Associated Investigative Services)(pg.1); "To the untrained eye, this may look good," said David Woods, right, on Canal Street. (Ruby Washington/The New York Times)(pg.8); TOP: The remains of a former label are visible behind the fake label. ABOVE: Polo sews its labels on two sides, while this label is sewn on all four. (Photographs by Naum Kazhdan/The New York Times)(pg.8)

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IT'S A NEW BALL GAME FOR BILLED CAP MAKERS Pittsburgh Post-Gazette (Pennsylvania) FEBRUARY 27, 1994, SUNDAY,

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Pittsburgh Post-Gazette (Pennsylvania)

FEBRUARY 27, 1994, SUNDAY, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. F11

LENGTH: 427 words

HEADLINE: IT'S A NEW BALL GAME FOR BILLED CAP MAKERS

BYLINE: JANE CRAWFORD, POST-GAZETTE STAFF WRITER

BODY:
They used to be worn by people who worked on farms or played professional sports. But now just about everybody wears billed caps -- frontward or backward -- with many of the styles sporting some kind of saying or, more often, a team logo.

Now there's a new genre of cap, one that spoofs this sports/fashion craze in headwear. Hypnotic Hats Ltd., a New York-based company founded in 1991, makes imaginative, amusing -- and often unconventional -- caps.

Among the sayings on some of the company's styles are: Blah, Blah, Blah; 100%; Yeah, Yeah, Yeah; ?; Not!; XXL; and 00:01. There are 40 designs altogether which cost from $ 20 to $ 25.

HYP's new tongue-in-cheek League line takes the spoof one step more, offering caps with fictitious "sports league" names such as The Dublin Draft, Palermo Godfathers, Pamploma Running Bulls, Geneva Diplomats, Rio Rockers, New York Insomniacs and Havana Stogies.

The company boasts some stellar HYP cap-wearing fans, listing the likes of Michael Jordan, Elton John, LL Cool J, Daryl Hannah and Lawrence Taylor as highly visible folks who wear their headgear.

"HYP League is our way of responding to the over-saturation of sports team logos in the fashion marketplace while creating fashion pieces that are as fun to see as they are to be seen in," said Josh Wexler, a co-founder of the company. "HYP League was also the only way my partners and I would ever be part of a professional sports league," he added.

There is also a line of HYP caps for women with sayings like Women Make the World Go 'Round; Hillary; Forget Adam; He Loves Me; Princess; and Stay Tuned.

The League caps were previewed at industry clothing shows this winter and will be available in retail outlets this summer. If that's not enough, an expansion of the HYP League collection is planned for the 1995 baseball season.

Nautica takes a more traditional approach to sports headwear, preferring nautical motifs. But you don't have to be a yachtsman to appreciate them; they're seen on sportsmen and armchair athletes alike. The company was founded in 1983 by David Chu, who is president and designer.

Boating insignias decorate **Nautica** caps and visors and are decidedly more classic in feel than the zaniness of their HYP counterparts.

Cap designs from **Nautica** range from stripes to color-block effects to a series of caps with embroidered signal flags. One example is a natural tone cotton twill cap with a contrasting navy long bill that sells for $ 17.25. Both lines of caps are available at major department stores.

GRAPHIC: PHOTO, **Nautica** caps and visors sport boating insignias and a classic style.

LOAD-DATE: September 15, 1994

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FID FAX THE DALLAS MORNING NEWS March 2, 1994, Wednesday, HOME FINAL EDITION

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March 2, 1994, Wednesday, HOME FINAL EDITION

SECTION: FASHION!DALLAS; FID FAX; Pg. 2E

LENGTH: 860 words

HEADLINE: FID FAX

BODY:
RICHARD MARTIN GALLERY TALK

Dallas-area students of art and fashion won't want to miss this weekend's lecture series by Richard Martin, curator of New York's Metropolitan Museum of Art Costume Insitute. Mr. Martin will present a slide lecture followed by a gallery talk and reception on Friday at The University of North Texas in Denton. The talks are in conjunction with the opening of a new exhibition at the UNT Art Gallery, Empty Dress: Clothing as Surrogate in Recent Art.

"It's not a fashion exhibition per se, but is about the use of clothing as a metaphor for the figure," says Myra Walker, director of the UNT Texas Fashion Collection. On Saturday, Mr. Martin will be at the Dallas Museum of Art to present Art: Public/Private, about "the public seduction of art and the private sedition of fashion."

Both of the UNT events are free; for more information, call (817) 565-2732. Tickets for the DMA lecture, part of the D.A.R.E. (Dallas Artists Research and Exhibitions) dialog series, are $ 5 for the general public, or $ 2 for DARE and DMA members; call 922-1200 for information and reservations.

FASHION TO DRIVE FOR

Forget the gurus of market forecasting. The sure way to find the heartbeat of America is by the kind of car that gets a fashion designer makeover. Bill Blass and Cartier affixed their signatures to the Lincoln Mark IV. The forest-friendly look of Eddie Bauer decorated the Ford Explorer and a now-discontinued Aerostar van.

Now David Chu of **Nautica** is designing the new Mercury Villager.

It's blue with a frost-white trim on the lower body and, of course, features an interior laden with the sailboat **Nautica** logo.

America. Land of the status minivan. Oy.

Surely the highways would be a lot more interesting if other fashion designers and companies made cars in their own image.

Here's what we'd like to see on the road:

Gianni Versace --- Dodge Viper

Liz Claiborne --- Ford Taurus station wagon

J. Crew --- Volvo 850 GLT sedan

Claude Montana --- Lamborghini Diablo

Contempo Casuals -- Chevy Camaro

Anna Sui --- VW bus

Wrangler --- Dodge Ram truck

-- Valli Herman

FOR LITTLE LIVING DOLLS

With its frilly Easter dresses, lacy petticoats and handsome suits, the Storybook Heirlooms children's clothing catalog may be everything your childhood wasn't. If you've got $ 78 for elegant kidskin flats or $ 60 to $ 75 for the dress to beat all dresses, a walk through this catalog is heaven. If you don't, or won't, spend the money, there's always the Storybook Heirlooms book of paper dolls: nine bucks.

Texans may prefer the first book of paper dolls, "A Visit to Storybook Ranch." Even the youngest of cowgirls have to learn the intricacies of ranch dressing.

For a catalog, call (800) 825-6565.

- VH

BEHIND THE SEAMS

It's hard to convince people that there's real engineering in a pair of trousers or a skirt. Sure, people won't get killed if your waistband snaps, but proper design and manufacturing are just as crucial to clothes as are I-beams to skyscrapers.

To remove the mystery about how denim becomes indigo blue and why spandex stretches, a group of apparel and textile firms are sponsoring an exhibition that explains the technology in garment manufacturing. Called Behind the Seams: Science in Fashion, the exhibit incorporates interactive videos, hands-on activities and displays that explain everything from pattern making to the effects of dyes. The exhibit travels the country, landing in June 1995 at the Fort Worth Museum of Science and History.

-- VH

MARIE CLAIRE ACCENTS THE AMERICAN

One of the fun parts about buying foreign fashion magazines is looking at the unusual beauty products in the ads. The not-fun part is resurrecting your high school French to decipher the stories and ads. Soon, you can get that European fashion sensibility with words you can understand, in the first American edition of Marie Claire, set to debut stateside in the fall of 1994. A joint venture between Hearst Corp. and Marie Claire will bring the French-based periodical here for about $ 2.50 an issue, a much easier price than the usual seven or eight dollars for foreign editions.

- VH

IDENTIFYING THE SHORTS CIRCUIT

They're the perfect garments for your TV-watching handyman:

boxer shorts emblazoned with tools and the logo from Tim Allen's Home Improvement.

The collection will include loungewear and pajamas, too, says a report in Daily News Record. The items are slated to arrive in stores by that crucial male holiday, Father's Day.

- VH

MORE OLYMPIC GOLD

Though memories of the 1994 Winter Olympics are still fresh, manufacturers are already gearing up for the summer games in Atlanta - which are two years away.

Some of the familiar sponsors already are Champion, Ray-Bans and Swatch, says the Daily News Record, a menswear industry newspaper.

At last count, more than 35 licensing deals have been made, with some products already headed for stores.

- VH

Betsey's here

Designer Betsey Johnson, better known for her contemporary separates, has decided to leave her footprint in fashion, too. Her shoe line currently is available in Dallas at Avant.

GRAPHIC: PHOTO(S): 1. Look for a new face at the newsstands this fall as a French favorite crosses the ocean. 2. The **Nautica** Villager: sailing into the '90s. 3. Properly dressed paper dolls from Storybook Heirlooms. 4. Couturier Christian Lacroix collection. 5. Betsey Johnson's black suede mules.

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Nautica plans big push to build biz at Federated, Macy's. Daily News Record March 9, 1994

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Daily News Record

March 9, 1994

SECTION: Vol. 24 ; No. 46 ; Pg. 8; ISSN: 0162-2161

LENGTH: 828 words

HEADLINE: **Nautica** plans big push to build biz at Federated, Macy's.

BYLINE: Ryan, Thomas J.

BODY:
NEW YORK (FNS) -- **Nautica** Enterprises, Inc., said it is making a big push to capture more of the collection dollars at Federated Department Stores, Inc., and R.H. Macy Co. for its **Nautica** label.

"We have a geat opportunity to grow with these corporations," said Harvey Sanders, **Nautica's** president and treasurer. "We're not as mature with them as in Dillard's and May Co., and both organizations gave expressed an interest to go forward with us in a meaningful way."

He also said he sees substantial room to expand **Nautica** into Belk's and Dayton Hudson. Overall, he still sees the potential to reach 1,800 foors, up from about 968 at the end if its recent fiscal year. He noted that almost 20 percent of **Nautica's** business is in better speciality stores.

"I don't know if we can hit the 1,800, but we can certainly get close to 1,600 doors," he said.

Sanders spoke along with David Chu, executive cice-president and designer, Tuesday at the Pierre hotel to a group of money managers at the retail and consumer products conference sponsored by Montgomery Securities.

Both executives talked about **Nautica's** opportunities to grow its collections business, retail outlet business and private-label business.

Sanders said the company still expects to increasing its space in the stores. For example, he noted that a **Nautica** Shop in Famous-Barr at the Galleria in St. Louis, owned by May Co., was recently expanded to 1,600 square feet from 800 square feet. The **Nautica** shop there does over $ 1 million in sales annually, he said.

The averaghe **Nautica** Shop has about 800 square feet and produces average sales of $ 400 per square foot. Sanders said he expects to have 650 in-store **Nautica** shops by the end of January 1995, up from 544 at the end of last January.

The outlet area will be another key growth vehicle for **Nautica.**

"It helps control our excess inventory and it's going to give us access to those value-oriented customers who are flocking to these outlet mall," Sanders said. "It's already giving us a good boost to our bottom line,

as now we've reached critical mass in the number of stories."

Sanders said he expects the company to open five to 10 outlet stores each year over the next five years. **Nautica** currently has 21 outlet stores in operation and one retail store on Columbus Avenue in New York City and another in Newport Beach, Calif. It expects to end this year with 28 outlet stores in operation.

Meanwhile, **Nautica's** State Of Maine group, which accounted for 26 percent of sales in fiscal 1993, has been slowed by "sowwhat stagnant and declining" growth with it Christin Dior men's activewear and bath robes license.

Sanders said he expects this division to receive a boost this year by strong performances by its **Nautica** furnishings and emerging private-label and Bayou Sports businesses.

Sanders said the **Nautica** furnishings division, which makes dress shirts, ties and bathrobes, "did very well this past season, and we have great expectations there."

The private-label business exceeded expectations last year, according to Sanders, who noted that 1993 was only the second year the company devoted a full-time sales manager to the area. Also, with the private-label business, **Nautica** has been able to expand its distribution beyond traditional department stores to such stores Sears, Roebuck, Montgomery Ward, and Van Heusen.

Bayou Sports, a label **Nautica** bought in October 1992 to sell to the classifications business in department stores, made budget in its first year, and it "looks as if it is running on schedule in the second year as well," Sanders said.

He also pointed to **Nautica's** licensing business as another business in its "embryonic stages" but set to grow. The company currently has licensed the **Nautica** names for everything from belts, fragrances and kids' wear to watches and vans. It recently signed a licensing agreement for J. Schoeneman to make tailored clothing under the **Nautica** name. The tailored clothing is expected to reach market in Spring 1995.

Despite Tommy Hilfiger's recent decision to jump back into women's wear, **Nautica** has no plans to follow suit.

"The women's wear business is veru difficult today," Sanders said. "That's not to say that at some point in time we wouldn't license it out if the right licensee came along. We might also do it ourselves if we thought we were running out of steam with what we have now. But right now, we're very focused on the men's business," Sanders said.

In the nine months ended Nov. 30, **Nautica's** earnings shot up 60.9 percent to $ 11.8 million, or 98 cents a share, driven by a 32 percent increase in sales to $ 150.2 million.

Chu attributed **Nautica's** successs to moving away from its basic outerwear beginnings to the expansion into a full collection of sportwear.

"**Nautica** today doesn't just mean sailing, outdoor and water-related sports, it really means a whole lifestyle concept," Chu said.

GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 5311 Department stores

IAC-NUMBER: IAC 15177550

IAC-CLASS: Trade & Industry

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IN VOGUE Austin American-Statesman (Texas) March 10, 1994 THURSDAY

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March 10, 1994 THURSDAY

SECTION: LIFESTYLE

LENGTH: 934 words

HEADLINE: IN VOGUE

BODY:
For a good cause
Tired of that old suit? Take it to Jos. A. Bank Clothiers in the Arboretum and they'll donate it to charity and give you $50 off a new one. Trade in two and you get $75. The deal works for men and women with all used clothing benefiting the Battered Women's Center. Offer ends April 3. For information, call 502-9180.
Square preview
Get an up-close look at spring finery at Saturday fashion show at Barton Creek Square. The event will feature business, party and prom wear with clothes from Pastille, KG Men, Petite Sophisticate, Merry Go Round, Express, Networks, Balina Bridal, Structure and Stuart's. Three stages will be set in the mall's common area from 1 to 4 p.m.
Back to basics
Don't be distressed if you see moving crates at St. Thomas Sport on Friday. Riley Silvas and Tomas Estebef are moving their Arboretum store two spaces closer to their original St. Thomas boutique. The new store will carry sportswear and accessories including some new lines.
Bright prediction
Color is back. That was the prediction from Olivier Echaudemaison, international creative director for Givenchy Beauty during a visit to Foley's at Barton Creek Square. "After all, neutral can get very boring. I think Texas women will welcome color because they have a sense of fun and they like to look feminine and sexy. Texas women are just marvelous." Echaudemaison was in town to promote his new powder prism, a single powder composed of four pyramids of colors that can be mixed and matched "according to her mood or whim."
Specialty catalog
Responding to the specific needs of African American women, Spiegel offers its "E Style" catalog. With help from Ebony magazine, the catalog company conducted extensive research to determine the fashion preferences and to fit the needs of black women. Their findings indicate that the "E Style" customer is confident, assertive and not afraid to be noticed. She is more interested in "head-to-toe" outfits than she is in "add-to-your-existing wardrobe" basics; she wants a broader assortment of colors and considers hats an important fashion accessory. Another tidbit: African American

customers spend more than $7.5 billion per year on fashion.
Jewels on display
One of the world's rarest collections of exotic jewels
will be on display at Benold's Brodie Oaks store at 6:30 p.m. today. Gem hunters Gary and Bonita Bowersox (a.k.a. Mr. and Mrs. Indiana Jones) will bring their jewels and present an audio-visual show on the Afghan political situation, culture, history and growing gem industry.
Making scents
If you're a '90s kind of guy, chances are you wear a fragrance. Yes, an artificial body scent. In a 1990 Gallup survey, nine out of 10 men said that they had worn aftershave and/or cologne within the past six months. Half of the 808 respondents said that they had worn aftershave and/or cologne five or more times within the week before they were interviewed. The growing market for men's fragrances - colognes and aftershave - now contributes as much as a third to the $5 billion fragrance industry, said Annette Green, president of the the Fragrance Foundation in New York City, the educational arm of the fragrance industry. Observers - should we say, sniffers? - say the proper fragrance is the finishing touch for today's well-groomed gentleman. But it's not just the men who are wearing them, it seems. Some retailers report women buying such scents as Escape, Eternity, **Nautica** and Claiborne for Men - for themselves. "I think they have warmth," says one. "They're not sharp; they're subtle. And they're more appropriate to wear with weekend wear - with jeans and a T-shirt."
Got a tip?
Items for this column are drawn from wire reports, personal observation and comments from readers like you. Write your suggestions, tips or questions to Austin Style, Lifestyle Department, Austin American-Statesman, P.O. Box 670, Austin 78767.

THURSDAY LIFESTYLE JUMP PAGE D3
Nominations are being accepted for the University YWCA's Ninth Annual Outstanding Achievement Awards, to be presented to 10 outstanding Austin Women at LeaderLuncheon June 8.

The LeaderLuncheon, a cooperative effort between the YWCA and more than 150 businesses and organizations, honors exceptional women for their professional and community service endeavors, as well as for being exemplary role models.

Nomination categories are:

n Arts.

n Business/Professions/Entrepreneurships.

n Community Service (volunteers).

n Education (preschool to higher education).

n Health/Human Service.

n Public Service (all levels of government work).

n Science/Technology.

n Student Achievement (for junior and senior high school women who demonstrate outstanding academic achievement and leadership skills). Two $500 scholarships will be awarded.

n Unsung Heroine: Women, who with little or no recognition or privileges, spend their lives helping others to succeed.

Nomination forms are available from the University YWCA at The Terrace, 200 Academy Drive, or by calling 440-7993. Individuals, businesses or organizations can nominate as many women as they choose. Deadline for entries is 5 p.m. April 4. The awards ceremony will be at 11:45 a.m. June 8 at The Terrace. Award recipients must be present to win.

Fear of rejection separates 'wannabes' from doers

Nominationssought forawards program

Continued from D1

PLUG HEREAS NEEDED

Continued from X1

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Hey, Sailor! Nautica Nice The Washington Post March 18, 1994, Friday, Final Edition

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• View Related Topics

March 18, 1994, Friday, Final Edition

SECTION: WEEKEND; PAGE N64

LENGTH: 727 words

HEADLINE: Hey, Sailor! **Nautica** Nice

SERIES: Occasional

BYLINE: Warren Brown

BODY:
WE DIDN'T know whether to laugh, cry or greet the thing with the Ignoble Salute. It was beautiful, yet ludicrously extravagant; sensible, yet ridiculously pretentious. It was the 1994 Mercury Villager LS **Nautica,** the minivan as limo.

We'd never seen a minivan like this, and judging from the neck-snapping caused by the **Nautica,** we weren't alone in our shock.

Talk about the power of marketing! That yellow **Nautica** spinnaker logo, positioned on the minivan's rear hatch, drew gobs of attention. Everybody wanted to know: Does **Nautica** make minivans?

Nahh. **Nautica** designs sports clothes and travel bags. The people at Ford Motor Co.'s Lincoln/Mercury division got **Nautica** to design 6,700 special editions of their Villager LS minivan, too -- which struck us as goofy until we went for a ride.

Folks went crazy over the test model's exterior paint -- glacier white over twilight blue, with discreet yellow and blue piping along the lower panels. They oh-wowed over the interior, highlighted by seven seats trimmed with blue leather with white inserts and the spinnaker logo. Heck, some folks were so taken by the thing, we had to ask them to leave, get out. You know: "We gotta go, now. By-e-e-e."

And when we got home, we had to pinch ourselves, scratch our heads. All of that commotion over a yacht-club minivan? F. Scott Fitzgerald was right: The rich, they're different from you and me. They know how to make money: We need minivans, they sell us limos.

Background: The Mercury Villager minivan, also sold as the Nissan Quest, was introduced two years ago. Its mission was to take lots of sales from Chrysler Corp., which has dominated the minivan market ever since it created that segment in 1984 with the introduction of the Plymouth Voyager and Dodge Caravan. The Villager, a joint-venture vehicle from Ford and Nissan, has been modestly successful.

But modesty, in this case, does not apply to quality. In plain or fancy wrapping, the Villager is a high-class act.

Most notable is the Villager's use of track seating, which allows 13 different interior arrangements, mostly by sliding seats to and fro. It's highly likable, efficient, no-sweat stuff.

The Villager comes three ways: base GS, upscale LS and up-scrumptious **Nautica** LS. All Villagers are front-wheel-drive. All come with standard 3-liter, V-6 engines rated 151 horsepower at 4,800 rpm. Maximum torque is 174 foot-pounds at 4,400 rpm.

Standard features include driver's air bag; power front disc/rear drum brakes with a four-wheel, anti-lock system; side-guard door beams for crash protection; and an electronically controlled, four-speed automatic transmission.

Complaints: You'd expect a remarkably plush minivan to be remarkably quiet as well. The test model wasn't. Road noise sometimes reached pickup truck levels. Praise: Road noise aside, the **Nautica** was quite comfortable on long drives. And we gotta admit, after a while, we grew accustomed to the luxury stuff. What the heck? Luxury corrupts. Absolute luxury -- the fancy seats, deep-pile carpeting, power sunroof, multiple storage bins, rear-cabin climate and sound-system controls, privacy windows -- corrupts absolutely.

Head-turning quotient: A yo!-mobile par excellence.

Ride, acceleration and handling: The Villager is the least truck-like minivan available, which means that it's the most car-like. Smooth ride. Very decent handling, especially when used within the bounds of common sense. Acceleration good, but not spectacular, especially when compared with acceleration in the six-cylinder Chrysler, General Motors and Mazda MPV minivans. Braking was excellent.

Mileage: About 21 to the gallon (20-gallon tank, estimated 409-mile range on usable volume of regular unleaded), combined city-highway, running with three occupants and light cargo.

Sound system: Optional Ford Super Sound AM/FM with cassette and CD player. Super.

Price: Base price on the Villager LS **Nautica** is $ 24,635. Dealer's invoice is $ 21,864. Price as tested is $ 28,600, including $ 3,425 in options and a $ 540 destination charge.

Purse-strings note: The **Nautica** stuff is nice, but if you can sail without it, do so. Compare with the Villager GS (which starts at $ 18,357) and Nissan Quest models. Also, compare with standard wheelbase Plymouth Voyager/Dodge Caravan, Pontiac Trans Sport, Toyota Previa and V-6 Mazda MPV.

GRAPHIC: PHOTO, THE 1994 MERCURY VILLAGER, RIGHT, AND THE VILLAGER LS **NAUTICA'S** LEATHER-AND-LOGO INTERIOR.

LOAD-DATE: March 18, 1994

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Small stocks likely to keep winning big USA TODAY March 18, 1994, Friday, FINAL EDITION

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March 18, 1994, Friday, FINAL EDITION

SECTION: MONEY; Street Talk; Pg. 3B

LENGTH: 955 words

HEADLINE: Small stocks likely to keep winning big

BYLINE: Daniel Kadlec

DATELINE: NEW YORK

BODY:
NEW YORK -- Looking for a ride on the small-stock bandwagon? Experts in that field generally say that what's been hot this year will remain hot.

Thursday, stocks of small companies -- typically those with a market value under $ 500 million -- surged again. Many believe small stocks will outperform large stocks a couple more years. Some attractive themes:

-- Health care. "The more you hear about Whitewater, the further out it pushes health care reform," says Claudia Mott, stock analyst at Prudential Securities. "That's bringing investors back to the good companies in this sector." She likes Quantum Health Resources and American Medical Electronics. Frank Cappiello, chairman of Cappiello/Rushmore Funds, likes Physicians Health Services and Shared Medical Systems.

-- High technology. This sector has been leading the market, propelled by strong earnings. Mott likes Photronics and Integrated Systems, among others.

-- Basic industry. This group is sensitive to swings in the economy. Positive swings are pushing the stocks higher. Mott likes Sanifill and Chemdesign.

-- Niche retailers. Cappiello likes restaurant operators but his favorite idea is a swimwear retailer, **Nautica.**

Room to pop Some small-company stocks that should do well the next couple of years:

Company	Thurs. close	52-week high/low	1994 chng.(1)
ChemDesign	$ 8 5/16	8 1/2 / 3	85%
Physicians Health Serv.	$ 27 1/2	27 1/2 / 13 1/8	36%
Quanatum Hlth. Resour.	$ 39 1/4	41 3/8 / 17	34%
Photronics	$ 21 1/4	21 1/4 / 9 3/4	33%
Integrated Systems	$ 12 1/2	12 1/2 / 6	28%
American Medical Elec.	$ 16 3/4	17 1/2 / 5 3/4	24%
Carlisle Plastics	$ 8 1/4	8 7/8 / 5	12%
United Bankshares	$ 25 3/4	28 1/2 / 19 1/4	11%

Sanfill	$ 22	25 / 13 1/2	1%
Nautica	$ 25 1/2	28 1/2 / 11 1/2	-4%

1 - through Thursday Source: USA TODAY research

-- Foreign thinking: Many foreign stock markets seem bloated. But before dismissing them, long-term investors should consider the last 10 years. On average, U.S. stocks returned 16% a year, which sounds good. But the USA of bear markets here. Simon Davies, manager of the Colonial International Fund for Growth, notes that the total value of Indonesian stocks doubled last year but still is smaller than the market value of McDonald's. With Indonesia's economy growing twice as fast as the USA's, there is no reason that market can't keep going up, he says. James Melcher, president of Balestra Capital, has 35% of his assets in foreign markets, and he's heading for 50% to 80%. "If you want to get somewhere by water, swim with the current," he says, referring to fast-growing economies.

Global surge

Avg. annual

return(1)

Country	5 yrs	10 yrs.
Hong Kong	31%	31%
Belgium	10%	25%
Austria	17%	23%
Spain	5%	23%
France	13%	21%
Netherlands	18%	21%
Switzerland	20%	20%
Japan	-4%	18%
Britain	11%	17%
Sweden	8%	17%
Germany	12%	17%
Italy	3%	16%
USA	14%	16%
Australia	12%	15%
Denmark	13%	14%

1 - in U.S. dollars Source: Morgan Stanley

Gold rush: Cappiello/Rushmore Funds, launched a gold mutual fund this week. Frank Cappiello says a 13-year bear market in the metal ended last year and predicts the price will hit $ 450 an ounce in 12 months -- up from $ 382.40 Thursday. His five reasons to own gold:

-- Industrial demand, which consumes 15% of all newly mined gold, will pick up with rising economies abroad.

-- Demand from individuals for jewelry and to preserve wealth will heat up in emerging economies such as India, Pakistan and Thailand as a broader middle class develops.

-- It's a hedge against inflation, which some see as a threat.

-- Federal Reserve Chairman Alan Greenspan called attention to gold last month by citing the metal's rise as one factor in support of higher interest rates.

-- Gold is "calamity insurance." You never know when some international event will give investors the

jitters and send them into financial hiding, which means owning gold.

Spic 'n' spam: Quick -- how many cans of spam has Hormel sold since inventing the, er, food in 1937? Sometime next week the 5 billionth can will roll off the line. It seems the often-maligned popular World War II soldier's grub still has a place in the pantry. Nearly four cans per second are consumed in this country, the company says. "It's shelf-stable," notes a Hormel spokeswoman. "A lot of people just like to have it around." But what, exactly, is spam? Pure pork with some spices, the company says. Sounds good to Piper Jaffray analyst George Dahlman. He rates Hormel a buy. "The stock remains one of the most attractive in the food group," he writes in a report. It closed Thursday at $ 20 1/4. Dahlman's 12-month target: $ 27.

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Raising the profile on GTF's suitor; little-known Plaid Clothing Group has bid to acquire GFT; includes related article on industry observers' opinions of the acquisition WWD April 6, 1994

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HEADLINE: Raising the profile on GTF's suitor; little-known Plaid Clothing Group has bid to acquire GFT; includes related article on industry observers' opinions of the acquisition

BYLINE: Gellers, Stan

BODY:
NEW YORK -- Plaid who?

Plaid Clothing Group is a relatively unknown -- but sizable -- producer of men's tailored clothing that stepped into the international lime-light last month with its bid for GFT, the ailing Italian apparel giant.

The GFT deal is currently in due diligence and, if completed, it will make Plaid the largest manufacturer of tailored clothing in the world, with revenues exceeding $ 1 billion.

Plaid is also a very private company.

The man in control is chairman and director Omar Z. Al Askari, who controls 93.7 percent of Plaid's voting stock.

He is also chief executive of United Eastern Investment Corp. (UEIC) in Abu Dhabi, which he organized in 1984 to invest personal and syndicated assets in international markets.

According to an 8-K registration filing with the Securities and Exchange Commission last month, Al Askari's shares of common stock in Plaid Clothing are actually "owned of record by Plaid BV, a wholly owned subsidiary of Plaid NV. Mr. Al Askari...owns all of the voting shares of UEIC which in turn owns all of the voting shares of Plaid Holdings NV.

"Accordingly, he may be deemed to have beneficial ownership of the shares owned by Plaid BV."

Al Askari, who resides in Abu Dhabi, in the oil-rich United Arab Emirates on the Persian Gulf, is no new-comer to the U.S.

He was educated in this country and, before returning to his homeland, Al Askari reportedly worked for Arthur Andersen, the accounting and consulting company.

Plaid is currently the second-largest maker of men's tailored clothing in the U.S., and its bid last month of $ 236.8 million (400 billion lire) for GFT bested some serious competition. Mexican industrialist Fabio Covarrubias and Italian textile powerhouse Miroglio SpA.

Despite the publicity generated by Plaid's bid, veterans in the apparel business are generally stumped when asked for details about the company, even though everybody knows its two divisions -- Palm Beach, the Chevrolet of the men's suit business, and J. Schoeneman, the century-old Baltimore, company that turned Burberrys into one of the hottest names in the men's business.

The curtain was lifted on some of Plaid Clothing's structure when the 8-K registration form was filed last month with the SEC to sell $ 75 million of senior subordinated notes through Goldman, Sachs & Co. to refinance Plaid's existing debt.

The current corporate entity, Plaid Clothing Group, produces men's and boys' suits, sport coats, dress slacks, suit separates, overcoats and rainwear.

Plaid Clothing Group was created in 1991 in order to acquire J. Schoeneman from Bidermann Industries Corp.

With its operations now centralized in the U.S., the the company was formerly Plaid Acquisition Corp. a subsidiary of Plaid NV, a Netherlands corporation owned by a group of international investors.

Plaid Clothing Group's reported 1992 volume was $ 271.1 million, with a gross profit of $ 58.5 million.

Plaid-watchers agree that the company has a solid lineup of executives under Al Askari.

Many of the observers are familiar not only with the business scene in the United States, but also with the world markets.

Among the apparel veterans on Plaid's board, who are also minority stockholders, are William B. Aneken, vice chairman of the board and chairman of the executive committee, who was a former vice president of Crystal Brands after it acquired Palm Beach, his alma mater; James J. Stankovic, president and ceo, who first joined Schoeneman in 1960 and became president in 1988 before the company was acquired, and Ronald T. Monford, executive vice president and chief operating officer, who held the same posts at Schoeneman.

Also on the board, but owning no stock are C. James Murray, senior vice president of the Palm Beach division, and Michael V. Kinney, president of the Branoch division. Both held those posts before Plaid bought the companies.

Other key Plaid executives come from the fields of international finance and law: Robert J. Kueppers, executive vice president and chief financial officer, who was a partner in the predecessor Plaid firm, and Joseph G. Riemer 3rd, executive vice president and general counsel, who is a specialist in merchant banking and financing international acquisitions.

Currently, Plaid is strictly a men's wear producer, with its own portfolio of notable names, such as Nicole Miller, **Nautica** and Hanae Mori.

Plaid's executives are experienced players in the name game, and people in the men's wear market insist this is one of the company's strong suits in making its GFT purchase an eventual winner.

The company's own stable of licensed brands include Burberrys, Evan-Picone, Christian Dior, Halston for Men, John Weitz and Bill Robinson.

The company's own brands are Palm Beach, Brannoch and Gleneagles. In addition, Plaid Markets a wide

range of private label clothing under its Custom Label program.

In boys' wear, it has tailored clothing licenses with Pierre Cardin, Polo by Ralph Lauren and Gant.

For years before Plaid's takeover, Schoeneman was known as a low-key private label clothing company that consistently won high marks for its fabric innovation. Palm Beach, the father of the wrinkle-free summer suits with its famous cloth named after the company, was always regarded as a perennial.

Both were profitable but very conservative members of the clothing community, but the scene changed dramatically for the Schoeneman/Palm Beach Cos. as they are now called. Designer licenses were signed and marketing was aggressively beefed up with high-profile brand promotions at the World Series and on the professional golf circuit.

The company effected these changes while keeping existing management largely in place, a style that is said to appeal to GFT's current executives, namely chairman Marco Rivetti and managing director Clemente Signoroni, who reportedly would like to continue to play an important part in GFT's future.

Plaid is structured to manufacture and sell clothing at a broad sweep of price points, ranging from a low of $ 250 for Palm Beach suits to a high of $ 395 in the Burberrys line, which, the 8-K points out, "competes with Hickey-Freeman and [Greif's] Kilgour French & Stanbury."

The financial profile of the company lists its 10 largest customers, which accounted for 36 percent of its sales. The list for 1992 includes the May Company (Lord & Taylor, Filene's and Kaufman's), Federated Department Stores (Bloominghdale's, A&S and Jordan Marsh), Brooks Bros., J.C. Penney, Mercantile Stores and Macy's.

Other customers for the various divisions include such top retailers as Saks Fifth Avenue,, Nordstrom, Mark Shale and Britches of Georgetowne.

In addition, the company sells some of its products through promotional channels such as Today's Man and The Men's Wearhouse, as well as to off-pricers, including Gentry Shops and Marshalls.

Despite Plaid's being a major player on the U.S. men's wear scene, at first glance the numbers indicate that its bid for GFT is a commercial play on the David-Goliath story.

GFT's estimated volume for 1993 is $ 854 million, or 1.4 trillion lire, and that's three times as much as its would-be buyer.

But the international Italian apparel giant, with its glittering stable of designers, suffered tremendous loses in the past two years.

Banking sources in Italy indicate that 1993 losses could run more than $ 60 million -- and that's in addition to a $ 52 million (89 billion lire) loss in 1992.

Can Plaid turn around GFT?

Observers agree that the U.S. company, with its combination of deep pockets, production and marketing savvy, stands a good chance of stopping the flow of red ink.

They are even more intrigued by the way a GFT acquisition graduates Plaid into the big leagues, with a roster of men's and women's designers: Giorgio Arm ani, Valentino, Emanuel Ungaro, Calvin Klein, Pierre Cardin, Joseph Abboud, Andrew Fezza and Louis Feraud.

GFT is a designer label manufacturing and distribution company with 34 operating subsidiares in Italy, Europe, North America and the Far East.

GFT is the operator of a total of 16 manufacturing facilities in Italy, the United States, Spain, Germany, Austria, Hungary, Slovakia and China.

Seventy percent of its revenues come from men's wear and the balance from women's wear. Approximately 72 percent of the volume is from export markets.

Plaid's marketing strategy, spelled out in the 8-K, "is to focus on serving the market for men's tailored clothing where the company has developed marketing expertise and manufacturing strength over the last 100 years.

"Within the market for men's suits with regular retail prices above $ 250, the company intends to continue to offer products that cover a broad range of price points and respond to consumer preferences for a variety of styles."

How? Plaid intends to travel the licensing route to grab a bigger share of the American clothing market. The recent signing of Hanae Mori could be a hint of more to come.

GRAPHIC: Illustration; Photograph

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Shorts sets and vests are top choices for inner-city stores; at Chicago Men's Apparel Group show; Brief Article Daily News Record April 12, 1994

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April 12, 1994

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HEADLINE: Shorts sets and vests are top choices for inner-city stores; at Chicago Men's Apparel Group show; Brief Article

BYLINE: Brumback, Nancy

BODY:
Shorts sets and vests with T-shirts will be the key spring and summer fashion looks for ethnic and inner-city young men, predicted retailers at the Chicago Men's Apparel Group summer and early fall market here last week.

The CMAG show, which features 80 booths showing some 200 lines, attracted about 425 retailers. mostly independent operators of stores in urban neighborhoods. said Jeanne Tondryk, show director.

Retailers attending the show generally reported business has been good, and they came to market with dean inventories and hefty open-to-buys.

Both retailers and manufacturers praised the format of the CMAG shows, which stay open as late as midnight to meet the needs of small retailers who must be in their stores during the day. CMAG's five shows a year also attract some buyers from large retailers such as J.C. Penney, said Tondryk.

"This show is just getting bigger and bigger," commented Tom Olesker, Jr., who operates two Chicago-area stores with his father under the Tom Olesker name.

Neil Gheewala. who owns Fashionique stores in Greenwood and Homewood, Ill., agreed. "This is a great show. It's good for us to see all these lines under one roof."

Howard Weiss, president, REC Gear, New York, also praised the casual, "no-pressure" nature of the show, commenting that such local markets "are hurting the big shows" that are burdened with expensive space and restricted hours.

"Business has been terrific," said Olesker, citing shorts sets and high colors in suits as particularly popular with his stores' black customers. "A lot of the T-shirts and grungies are not for our customer. We do a lot of matching sets. Our customer likes everything put together."

His father, Tom Olesker, Sr., however. criticized the similarity of the looks being offered by manufacturers. "There's not enough effort to make something different. Everybody copies what others are selling."

Jamie Stiebel, whose family has operated three J. Stiebel & Sons stores in Chicago since 1918, reported strong sales of John Doe T-shirts. One House jeans and shirts, and exposed-front-button denim shorts.

She expects the Hispanic young men who shop her stores to go for big baggy shorts and oversized T-shirts for summer.

Allan Gregg, owner of Allan G's store in Centerville, Ill., near St. Louis, said young black shoppers are looking for the knee-length baggy shorts popular with college basketball teams. "If I could find anybody making shorts that long, I'd buy them," he said.

Sportswear with team logos is not as strong as it has been in his store, said Gregg. "The kids want names -- Guess, Boss Jeans, **Nautica.**" Lines from One House, Texas Tuff and, to his surprise, Jordache, have also done well. "I didn't think the black kids would wear Jordache," he said.

Frank Sub, owner of Major Fashion. a store in Homewood, Ill., agreed that team motifs are becoming less popular with black customers. Vests and T-shirts in solids and plaids are on the upswing, he said.

Pete Altar, owner of Belvidere Blues. Waukegan, Ill., was shopping for basic name brands for spring and summer, particularly Guess, Levi's and Boss Jeans.

He also expects strong sales from vests with hats this summer in natural colors and black. His store caters to a mixed ethnic customer base. both men and women under 34. Sports logoed T-shirts are still selling well. he said. with the Chicago Bulls and Charlotte Hornets enjoying the most popularity. Charlotte sells because of the color. College shirts featuring Duke, Georgetown and Michigan also do well.

Altaf reported his young men's business is strong, in contrast to some national young men's chains. "You have to stay on top of the trends. And I think some retailers had problems because they only carried one brand and overpriced it. They couldn't compete when that look was knocked off."

Gheewala noted his customers are looking for "casual dressy" styles, such as shorts sets, silk and rayon shirts, and vests. Pique shirts with zippers are also popular.

"Our customer is looking for loose clothes. They buy a couple of sizes larger than necessary. Anything fight is out," he said.

Howard Goldberg, who owns Arbetman & Goldberg, a clothing retailer in the Apparel Center frequented by a number of athletes, reported teals, olives and earth tones are popular in suits and sport coats, with double-breasted styles still leading the way.

Albert Hauenstein, owner of Hauenstein's in Tell City, Ind., was buying flannel shirts and shirts with flannel patchwork looks for fall, and expected strong summer sales of printed T-shirts and color-blocked and patchwork looks.

CMAG has scheduled future shows for June 21-23, Sept. 27-29 and Nov. 8-10. The group has been sponsoring these shows for two years.

SIC: 2320 Men's and Boys' Furnishings ; 2311 Men's and boys' suits and coats ; 2329 Men's and boys' clothing, not elsewhere classified

IAC-NUMBER: IAC 15114521

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Less costly Windstar to be offered The Record (Kitchener-Waterloo, Ontario) April 15, 1994 Friday Final Edition

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April 15, 1994 Friday Final Edition

SECTION: WHEELS; Pg. F9

LENGTH: 273 words

HEADLINE: Less costly Windstar to be offered

SOURCE: SPECIAL TO THE RECORD

BODY:
A less expensive, less powerful version of Windstar will arrive late in the year, following the introduction of the mainstream version of the minivan this March.

It'll be the first chapter in what is likely to be a book of changes to the Oakville-built people-mover.

When it first appeared, Windstar will ran on a variation of the 3.8-litre V6 engine from the Lincoln Continental and cost about $22,000 and up, but the three-litre V6 will mean a lower sticker. How much lower remains to be seen, however,

Other definite variations on Windstar include a cargo version and a leather package, both by fall.

Sometime thereafter, it's possible that upscale suburbanites will be offered an Eddie Bauer and/or **Nautica** versions.

In an attempt to overcome its woeful record of selling to women (studies have shown it to be the worst in North America), Ford is also looking for something to appeal more directly to the group that most uses vehicles like Windstar.

Ford's so desperate, it even asked media members for suggestions on ways to appeal to women.

Do not expect to see either of my joke suggestions (a Barney version with purple interior or a Sesame Street version with big yellow feathers), but don't be surprised if a wrinkle on my serious suggestion (a Laura Ashley option) does show up.

It could be something like a Liz Claiborne version. Ford's major problem, of course, is one that affects all car companies on issues like this -- men are vigorously opposed to anything female-oriented.

As one Ford executive explained it, most men don't have the self-confidence to be seen in something with a feminine touch.

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Back-office locations clamoring for tenants Crain's New York Business April 18, 1994

Copyright 1994 Crain Communications, Inc.
Crain's New York Business

April 18, 1994

SECTION: TAKEOUT; Commercial Real Estate; Pg. 32

LENGTH: 1064 words

HEADLINE: Back-office locations clamoring for tenants

BYLINE: By CHUCK STRUENSEE

BODY:
Demand is up but options are limited for large blocks of contiguous, first-class back-office space in New York City for the financial services industry. But for other businesses, whose back-office requirements aren't nearly as sophisticated, the five boroughs have room at a reasonable price.

While the financial services sector comprises the vast majority of the New York area's back-office tenants, other industries, including insurance, engineering and accounting firms, have large operations space needs. They also have more alternatives, brokers say.

Their options include more than 10 million square feet of class B space in Manhattan's midtown south and downtown neighborhoods. Sixth Avenue between 14th and 34th streets, now experiencing increased retail activity (see related story, p. 26), also has some revitalized back-office potential. Several garment manufacturers and retailers have moved both showrooms and back-office design functions into the area, including Perry Ellis International, **Nautica** and J. Crew. The Gap is also rumored to be scouting the area.

Lower Manhattan has emerged as the leader in back-office availability, largely by default. Cushman & Wakefield Inc. pegged the vacancy rate for class B space at 25% in January, unchanged from the like year-earlier period. That compares with an 18.8% vacancy rate now for secondary space in midtown, which brokers generally regard as too small and too costly for back office operations. Asking rental rates for the 7 million square feet of available B space downtown are in the $ 18 to $ 23 per square foot range.

Queens beckons, too

Prospective back-office tenants also are being asked to consider the 1 million-square-foot International Design Center in Long Island City, Queens. It has 60,000 to 120,000-square-foot floors and up to 320,000 square feet of contiguous space available.

"We think there are a lot of users, from government agencies to airlines to financial service companies that are going to have to consider this facility," says Stephen Green, chairman of S. L. Green Real Estate, which was hired by the Bank of New York to reposition the Design Center. The bank took control of the center's two buildings last year, after it failed in its bid to become a hub for the contract furniture industry. The buildings are now about 60% occupied.

"Banks are reluctant to put money into property downtown, whereas here they've already spent close to $ 100 per square foot renovating a state-of-the-art infrastructure," Mr. Green says. "It's as close as you can come to Manhattan and be on a different power grid for disaster recovery functions."

Some brokers smirk about any significant back-office moves to Long Island City, and, indeed, Citicorp remains the only major financial tenant to move to Queens. Yet it wasn't that long ago when a financial district in Jersey City seemed improbable.

In the last year alone, new tenants on the Hudson County waterfront have included Dean Witter Trust, which signed a deal for 159,000 square feet at Harborside and Lehman Brothers, which took more than 400,000 square feet at 101 Hudson St. Morgan Stanley leased 34,000 square feet at Newport Financial Center, while Republic Bank signed a deal for 17,000 square feet at Newport Financial Center and First Chicago went into about 150,000 square feet in Newport Tower.

The siting of back-office space in New Jersey or Brooklyn also represents a trend by financial firms to disperse functions throughout the metropolitan area. Credit Suisse, formerly located entirely at 100 Wall St., moved its front office to midtown, its back office to 1 Liberty St. and its data center to Princeton, N.J. Credit Suisse is in some ways a "definitive deal," says Howard Grufferman, senior managing director of Julien J. Studley, who represented the bank in negotiations. "With the increasing need for security, redundancies and pre-action plans, nobody wants all their eggs in one basket," he says. "Splitting your location achieves a safeguard."

Wherever the space is, more will likely be needed. Brokers say that although dozens of financial firms have relocated their back-office operations, most have been "miserly" in their calculations for space.

Pent up demand

"They did not expand when traditionally they would have," says Merrill Roth, senior managing director of the real estate firm Edward S. Gordon Inc. "There is a lot of pent up demand out there right now."

The options for these companies are narrowing, however. Availability on the Hudson County waterfront is now less than 1 million square feet of class A space, a level that has sparked new interest in development there. (See related story, p. 24).

Brooklyn's key back office locales -- the 630,000-square-foot Pierrepont Plaza and 3.5 million-square-foot MetroTech Center -- also are nearly all leased. MetroTech houses back offices for Bear, Steams & Co., Chubb Inc., Chase Manhattan and the Security Industry Automation Corp.

Both areas have ample property for additional commercial office space, but owners will only build for an anchor tenant who agrees to take the lion's share of the square footage. "To build you need an executed lease by a triple A finance-able tenant so a developer can get financing," says Glenn Markman, vice president and senior marketing consultant at William A. White/Grubb & Ellis.

New construction is often a key requirement for Wall Street. For while clothing designers can make old department stores work as back-office space, financial firms' space must have high ceilings and large raised floor plates to facilitate extensive wiring, fiber-optic cables for computers and other high-tech equipment. They also need huge amounts of electrical capacity, sometimes three times the amount needed for normal modern office space.

Although a few downtown sites like Financial Square have infrastructure for securities operations and financial service companies, most don't. Renovation is problematic because most of the older buildings have power restrictions, columns that divide open floors and low ceilings that make raised floors unworkable.

"It is functionally impossible to convert some of the older buildings," says William A. White's Mr. Markman. "To move into the 21st century companies will need to move into state of the art structures."

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Indiglo Watch Lights Up Better Times For Timex BRANDWEEK formerly Adweek Marketing Week April 25, 1994

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BRANDWEEK formerly Adweek Marketing Week

April 25, 1994

SECTION: PRODUCT PROFILE; Pg. 30

LENGTH: 1540 words

HEADLINE: Indiglo Watch Lights Up Better Times For Timex

BYLINE: By Elaine Underwood

HIGHLIGHT:
40% of sales, Indiglo moves Timex from functional to fashionable.

BODY:
Through 45 years, the Timex brand is best-known for trumpeting the lifespans of its watches with the long-running "It takes a licking and keeps on ticking" campaign. Now the Middlebury, Conn., firm can take credit for extending its customers' lives.

Consider the call forwarded to the Timex marketing department a few days ago. A Florida woman reported that her boyfriend and two fishing buddies got through a night spent clinging to their boat, capsized in Jupiter Inlet, by focusing on the reassuring blue beam of a Timex Indiglo wristwatch.

"It's not that they signaled a rescue plane with it," said Timex director of advertising Susie Watson of Indiglo's battery-lit blue face. "But they said the Indiglo was really comforting."

Watches as beacons? Good-luck charms? A talisman? It's reactions like these that make Timex's quiet corporate headquarters more akin to a crisis center. The $ 38 Indiglo has stood battle through L.A. earthquakes, the World Trade Center bombing and all manner of floods, storms and power outages.

One quake-struck Los Angeles couple mailed in a Hard Copy-style video recreation of how the Indiglo lit their way to safety after the temblor.

"Oh my God, there's glass everywhere. Put your shoes on," they said, aiming their Indiglos like flashlights on the floor. "Thanks for saving our lives, Timex." While watching the tape in Timex's boardroom, the irony overcame president Michael Jacobi, who burst out laughing. "No. Thank *you.* Thank *you,*" he insisted.

Indiglo has been pumping its share of life into Timex Corp., too. Jacobi credits Indiglo with boosting Timex's 1993 sales by 30%, to $ 500 million. Indiglo models accounted for 40% of all Timex units sold in 1993. This year, Indiglo will represent as much as 50% of unit sales, leading Jacobi to believe that watches with night lights will soon be as standard a feature on wristwatches as water-resistancy.

Developed with Motorola Inc. over a 15-year period, Indiglo is an electroluminscent light that is powered by the watch's 1.5- to 3-volt battery.

"The trick was to be able to drive that light bright enough with very little power," said Jacobi. And there lies

the limitation. Indiglo's candlepower is restricted to small surfaces. If the dial or lit area was much larger, the integrated circuits could not power enough uniform light. "We might use it with a calculator, a mobile phone," said Jacobi. "Motorola uses it on pagers."

The technology is also making ho-hum Timex kind of hip. Just a couple years ago, Timex was elbowing Armitron for shelf space on neighborhood pharmacy counters. Now, this mass-market staple is right in the thick of the trend-driven $ 600 million department-store fashion watch category.

Indiglo's success has helped push Ti mex into retailers like Macy's and Filene's, stores that normally won't stock brands sold at mass merchandisers.

According to company research, Timex has a 27% market share among watches costing up to $ 100. Competitors Casio, Seiko, Lorus and Swatch all clock in with single-digit shares.

As the company did in 1993, Timex is throwing its entire 1994 ad budget of s approximately $ 12 million behind Indiglo. The brand was introduced with an ad featuring an amorous bug buzzing around a lit watch. Timex agency Fallon McElligott, Minneapolis, followed last Christmas with a spot of a priest avowing that Indiglo was indeed the brightest watch around.

Watson is also lining up some fall promotions that she hopes will tie Indiglo in with the trendy. In the fall, Timex will sponsor a major concert tour, perhaps the Rolling Stones.

"We are negotiating with a major tour organizer," said Watson, who declined to name the band. "At the venue that is going to be televised, we want to give away cardboard watches with working Indiglo dials." Part of the deal will be to have the TV cameras pan the audience when they turn on their watches.

In the Aug. 26 issue of *Entertainment Weekly*, Watson will solicit tales of Indiglo heroics with the Timex Bright Idea Contest. The L.A. earthquake couple should consider themselves entered, said Watson.

With a hit on his hands, Jacobi is quickly rolling out Indiglo timepieces in overseas markets and leveraging the technology to Timex's other watch brands, such as its licensed Guess, **Nautica** and Disney Cinema Classics lines. He's also using Indiglo to storm into new markets and bolster soft ones such as Japan.

All this attention hasn't gone unnoticed by competitors, who are rolling out copycat watches. In May, Seiko Corp.'s Lorus division will jump in with new LumiBrite glow-in-the-dark watches.

"The reason department stores are looking at Timex more favorably is due to the overwhelming success of Indiglo," said Tony Cannilla, manager of advertising at Lorus Watches. "We want in on it, too."

Not everyone is 100% sold on Indiglo, even marketers at Callanen Corp., the Timex subsidiary that markets Guess and Monet watches. Only 10% of all Guess watches sold in 1993 featured Indiglo.

"It will never be 50% of our business, it'll grow to 20%," predicted Callanen's sales vp Bud Polley. "It is a novel thing right now. It's neat to be in a movie theater and light it up. I don't think it will be for the masses."

Bulova Corp. is only pursuing nightlight technology in the table-clock division.

"Will it become the standard for a watch as water resistancy is?" asked Bulova marketing vp Philip Shaw. "I don't think so. People buy our watches for style."

Current hot fashion brand Fossil takes the same tact.

"It's not a Fossil thing," insisted Fossil marketing vp Peter Benanti. "We are not tricks. We are styling."

Lorus' LumiBrite watch dials are coated with a similar non-radioactive compound that absorbs light during

the day and re-emits it for up to five hours in the dark.

"The real benefit is our watches glow bright without having to push a button," said Cannilla, who will spend around $ 3 million pushing LumiBrite this year.

Perhaps the most telling sign of fashion accceptibility for the Timex brand is the opening of its first in-store boutique at Macy's Garden City, N.Y., branch, an honor typically reserved for trendy brands like Swatch and Fossil. Macy's is ceding Swatch's old space to Timex and if the move works, Eric Dauwalter, watch buyer for the chain's 59-store East Coast division, will consider opening more.

"The customer reaction over Indiglo this past Christmas was tremendous," said Dauwalter. "Consumers came in asking for it by name."

Macy's carries Timex's departmentstore exclusive Essentials line, basic Timex, **Nautica** and Guess licenses. This fall, Timex will throw another watch brand into the market -- licensed Benetton watches. The Benetton line is designed to capture a younger fashion consumer than the Guess line attracts.

Unusual treatments such as colored metal bands will distinguish the line stylistically.

Indiglo dials are on tap, too. As for the ads, Watson makes it clear that Olivier Toscani, the photographer/creative director behind Benetton's controversial clothing campaign, has promised her "nice product shots."

Watson's concerns could be over. Toscani abruptly quit over creative differences with Aldo Palmeri, Benetton's powerful managing director last week. It's uncertain whether this flap will blow over or stick.

Timex picked up the Benetton watch license early this year when Bulova let its contract run out.

"Obviously, Timex is on an expansion program and the easiest way to do that is with licensed properties," said Bulova's Shaw. "I personally question their choice."

In the U.S., Benetton's sales and cachet has plunged since a high in the mid 1980s. However, Benetton should give Timex entry to watch counters in upscale European and Asian department stores.

"If we had to pick a brand to license just for the U.S., it wouldn't be Benetton," admitted Watson.

Beyond luminescence, the next revolution for the watch industry will be two-way voice communication timepieces, something Dick Tracy fans have been dreaming about for decades. AT&T is already running print ads telling consumers the age of telephone watches is nigh. The telecommunications company is also telling consumers it'll be first on the market with them. Jacobi is another believer.

"Within this decade, voice communication [in a wristwatch] is possible," he said. "The only problem is battery power."

Prototype talk/watches are so large, they can hardly be worn on the wrist. But Indiglo test models were also ungainfully big. Should Timex launch a talk/watch, consumers will undoubtedly shower the company with more tales of averted catastrophe.

When actor Paul Newman wanted to develop watches for race-car drivers and runners, he invited Timex over to his Westport, Conn., house.

"All he had on was a terrycloth bathrobe and a tie," recalled Jacobi. "He was a really funny guy."

While Newman's watch plans fizzled, Jacobi gained an Indiglo convert. "I saw a picture of him recently and he was wearing the Ironman he got from us," said Jacobi.

Maybe Newman will be in the unaccustomed position of writing a fan letter of his own someday.

GRAPHIC: Picture 1, Developed with Motorola Corp. over a 15-year period, Indiglo is now so popular, some believe it will become as much of a standard wristwatch feature as water-resistancy. Timex is throwing its entire $ 12 million 1994 ad budget behind Indiglo. It's gotten the company sold into trendy retailers which formerly wouldn't stock the venerable brand. FRANK VERONSKY; Pictures 2 and 3, Competitors like Seiko are marketing copycat watches, but in the trade there are mixed opinions over how long Indiglo's glow will last.

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GOODBYE HORNE'S, HELLO LAZARUS FEDERATED BUYS LOCAL INSTITUTION, CHANGES VOWED TO UPGRADE STORES Pittsburgh Post-Gazette (Pennsylvania) APRIL 30, 1994, SATURDAY,

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SECTION: BUSINESS, Pg. A1

LENGTH: 1500 words

HEADLINE: GOODBYE HORNE'S, HELLO LAZARUS FEDERATED BUYS LOCAL INSTITUTION, CHANGES VOWED TO UPGRADE STORES

BYLINE: CRISTINA ROUVALIS, POST-GAZETTE STAFF WRITER

BODY:
The sale of the Joseph Horne Co. to Federated Department Stores promises to bring snazzier stores and more competition to the Pittsburgh retail market.

Horne's, a Pittsburgh tradition since its founding in 1849, will be resurrected as Lazarus stores after the deal's expected close next month. Cincinnati-based Federated is believed to have paid $ 115 million to $ 140 million for 10 stores including the Downtown flagship.

Federated approached Horne's last summer about the purchase, which was rumored for weeks and announced yesterday.

Mark A. Cohen, chairman of the Lazarus division, promised to revive the struggling chain, which has been battered by rival Kaufmann's as well as an ill-conceived 1986 management buyout that left it bloated with debt. Its finances were so bad that some manufacturers still demand payment before shipping merchandise.

"Horne's has been a wounded puppy. Horne's simply did not have enough bullets to load the rifle," Cohen said in an interview with the Post-Gazette.

"We're going to make a horse race out of it. We'll have to play catch-up for a while."

Store for store, Kaufmann's, part of St. Louis-based May Department Stores Co., does about twice the volume of sales as Horne's, which has been losing money.

To catch up, Lazarus, Federated's Midwest division, plans to pump $ 66 million into refurbishing Horne's stores over the first three years. Cohen promises stores with a lighter, more open look. Lazarus stores typically have white marble and mirrors and spotlights on wall displays.

Although Pittsburgh is losing one of the last remaining small independent chains in the country, 90 percent of the 2,000 Horne's employees will not be losing their jobs, Cohen says. Sales clerks will be retained, but about 200 people, ranging from buyers to central administrators,

will likely be let go.

Though some customers are bemoaning the loss of Horne's, Donald Sheffer, a shoe department store manager in the Downtown store, says, "There's a feeling of relief among employees now. They know what is going on. They (Federated) are going to pump money into the operation and make it stronger."

And while Cohen promises change, it won't be dramatic. "If someone dropped you in a Lazarus store, you wouldn't know it from a Kaufmann's," says Edward A. Weller, an analyst with Robertson Stephens in San Francisco.

Brands like Polo and **Nautica** men's wear and Anne Klein women's clothes will be on the shelf. TVs and VCRs will be sold as Lazarus brings back the electronics department that Horne's eliminated in 1987. The aisles will be filled with more clothes and housewares, including the upscale furniture line Henreddon.

"Kaufmann's is a little crowded," Cohen said, referring to aisles brimming with merchandise. "We probably won't rival that."

With two giants slugging it out instead of one giant dominating a small independent chain, shoppers should enjoy better prices, analysts say.

"You'll get a pretty good slugfest," says Laurence C. Leeds Jr., an analyst with Buckingham Research in New York. "Federated has the merchandising know-how and the corporate financial muscle to make it more of a two-department store town, instead of what is essentially a one-department store town with Kaufmann's dominating Hornes."

Jerry J. Eccher, senior vice president at Kaufmann's, says Lazarus' entrance will heat up the competition. "It will be real exciting for the consumer."

Cohen says Lazarus will advertise more aggressively and match Kaufmann's on prices and promotions. In buying the chain, Lazarus will not assume any of Horne's debt, he says.

Though Pittsburgh is known as a tough retail town, Cohen says it has the advantage of having only two department stores. Lazarus, a 40-store chain with sales of $ 965 million, competes in other markets such as Indianapolis with four department stores.

The only other market where Lazarus and Kaufmann's compete is in Mansfield, Ohio. Cohen says he has learned from Mansfield to match Kaufmann's in prices and sales. If you don't, "the customer will kill you," he says.

Lazarus also competes against another May store, L.S. Ayres, in Indianapolis.

"That competition is very close and intense," says David A. Poneman, an analyst with Sanford C. Bernstein in New York. "I'd say it's pretty close to being fought to a draw in Indianapolis."

As Cohen gears up to change Horne's, Michael L. Pulte, Horne's chief executive, is looking back at the end of an era as a small independent, with sales of $ 225 million.

"I have mixed emotions," Pulte says. "I'm thrilled we're doing it. I also wish we could stay a small independent. But I'm a realist. I realize how hard that is in today's marketplace."

Like Horne's, Federated went through a damaging leveraged buyout itself.

Federated, which posted sales of $ 7.2 billion last year, filed for bankruptcy in 1990 after an ill-fated and overpriced takeover by Canadian developer Robert Campeau in 1988.

But the company has rebounded in the past few years by cutting costs, centralizing its buying and putting fresher merchandise on the floor. The chain earned $ 193.2 million on sales of $ 7.2 billion for the fiscal year ended Jan. 29.

"May Company is at the top of the department store industry in terms of profitability," says analyst Poneman. "Federated is improving strongly and striving to get back at the top that they used to share with May."

Federated owns Bloomingdales in New York, Abraham & Straus and Jordan Marsh in the Northeast, the Bon Marche in the Northwest, Burdines in Florida, Rich's in the Southeast and Stern's in the Northeast. It recently bought a stake in R.H. Macy & Co., which is reorganizing under protection of Chapter 11 of the bankruptcy code.

Horne's milestones

1849: The first Joseph Horne Co. store, importer and retailer of dry goods, opens at 63 Market Street. Busy from the start, it employs 11 clerks to take care of the retail trade on the street floor and wholesale trade on the two upper floors. The street numbers change from 63 to 73 and then to 77.

1860: Christian Bernard Shea joins Horne as a partner. Shea handles finances, while Horne does the buying.

1862: Horne acquires the store next door.

1865: Major Albert Pressley Burchfield joins as a partner to look after the growing wholesale business. A wheelbarrow becomes the company's first delivery vehicle.

1871: The wholesale business takes over both Market Street stores and the retail business moves into Library Hall on Penn Avenue.

1893: The company moves to its current location at Penn Avenue and Fifth Street (now Stanwix). The new building is lauded for its modern features -- hydraulic elevators, a power plant and a pneumatic tube system. Horne's disposes of its wholesale business to concentrate on the retail trade.

1897: The company moves into temporary quarters after fire destroys the new building. An even finer store is built within a year.

1900: Yet another fire and and yet another building that climbs to new heights.

1903: Additions to the new building mean Horne's now occupies an entire block on Penn Avenue, from Stanwix to Duquesne Way. Horne's introduces the first motorized truck to Pittsburgh.

1909-1919: Horne's helps form the Retail Research Association and Associated Merchandise Corp. to enjoy the advantages of group buying while remaining individually owned. Camp Horne is opened to give employees free vacations.

1923: Horne's opens its eight-story North Building.

1932: The Downstairs Store is opened to provide merchandise at moderate prices.

1937: Horne's becomes Pittsburgh's first completely air-conditioned department store.

1945-1959: Horne's adds a store in Mt. Lebanon. Stores in Brentwood- Whitehall and Natrona Heights are added in the 1950's.

1959-1970: The fourth suburban store is opened in East Hills in 1960. It's followed in the 1960s by stores at Northway Mall, Greengate, and South Hills Village.

1986: Associated Dry Goods, parent company of Horne's, announces it has rejected two takeover bids from

May Department Stores, parent of Kaufmann's. A merger of the two companies is approved later that year but Horne's executives and Pittsburgh investment firm MMC Group Inc. buy the chain from May in a leveraged buyout.

1988: MMC signs an agreement to Edward J. DeBartolo Corp., of Youngstown Ohio, and Dillard Department Stores. But Dillard and DeBartolo walk away from the sale after they claim Horne's misled them about the deteriorating financial condition. Horne's later sues Dillard and DeBartolo, claiming they disrupted inventories and chased away key employees after backing away from the deal.

1992: Horne's settles with DeBartolo and Dillard out-of-court by agreeing to sell its five Ohio stores for $ 26 million.

1994: Federated Department Stores of Cincinnnati announces it has signed a letter of intent to buy Horne's and make the stores part of its Lazarus division.

KRTBN

NOTES:
Staff reporter Jim McKay contributed to this report.

GRAPHIC: PHOTO (2), INFORMATIONAL GRAPHIC, Tony Tye/Post-Gazette

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SWIMSUIT EDITION SOME MEN PREFER SWIMSUITS THAT CAN DOUBLE AS SHORTS Charleston Gazette (West Virginia) May 1, 1994, Sunday

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May 1, 1994, Sunday

SECTION: Life; Pg. P4F

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HEADLINE: SWIMSUIT EDITION SOME MEN PREFER SWIMSUITS THAT CAN DOUBLE AS SHORTS

BODY:
Duality is the word in men's swimsuits this season.

"Double-duty is the point," says Tom Julian, men's fashion specialist for the Fashion Association in New York. Men are looking for swimsuits that can double as shorts, he says.

"We're seeing more details in swimwear that have the elements of walk shorts. The length for walk shorts is about 17 inches and that's about the same for swimsuits," Julian says. In addition to longer lengths, he points to the increasing popularity of side seams, side-entry pockets, elastic and drawstring waistbands.

With designers such as Tommy Hilfiger and **Nautica's** David Chu selling swimsuits alongside their sportswear rather than in swimwear departments, Julian says, some men "don't even realize they're buying swimsuits."

Jeff Gazelle, the San Francisco designer behind the Gazelle label, concurs.

One of Gazelle's most popular designs is his "rugby" suit, which he says is styled much like a pair of rugby shorts. "Men love it. It has a pocket and support underneath so they can go swimming

and later add a tank top or a T-shirt and be presentable in a restaurant at a resort area."

Gazelle's 14-year-old label is most often identified with bikini and brief styles. In Europe and South America, his sales are almost exclusively bikini styles, while in the United States it's a mix of bikinis, briefs and boxers.

Beyond the dominant trend of swimsuit as shorts, the other news is in color and pattern.

"It's either crayon bright tropical or scenic prints; nautical brights; or washed blue tones inspired by pinstripes or batiks, mixed with darker blues and navy," Julian says.

Novelty print swimsuits, reminiscent of novelty print neckties by designers such as Nicole Miller, are also a strong trend, he says . "Whether it is Gauguin, surf Hawaii, retro or fashion forward, we're going to see a lot of novelty prints. There's no question about it."

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SUITABLE FOR SWIMMING WOMEN SEEK OUT A FIT THAT FLATTERS Detroit Free Press May 2, 1994 Monday METRO FINAL EDITION

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BYLINE: MARY GOTTSCHALK Knight-Ridder Newspapers

BODY:
Less is no longer more in the world of women's swimsuit fashion.

Concern over skin cancer, cellulite and expanding figures is resulting in changes by designers and manufacturers.

"The style that has come on strong is a high-neck, one- piece that comes all the way up to the neck," says Linda Minjares, women's swimwear buyer for the Emporium chain. "High necks are more popular, where before it was a scoop neck. Some customers want to avoid tanning around the vulnerable chest area."

Some of the high-neck suits have mesh or sheer insets, while others don't, but all still have "a sexy feeling," Minjares says.

Coverage is equally important in areas besides the neck and not only as a way of avoiding the sun. Some suits have longer legs, including ones with boy-cut legs or skirts, and it's more common to find arm holes and waistlines cut higher -- all intended to camouflage problem areas.

A suit that flatters the figure is what women are most concerned with, according to a recent nationwide survey for catalog retailer Lands' End. Of the 800 women ages 24 to 65 surveyed, 98 percent said a suit that flatters the figure is the single most important factor in their buying decisions. Interestingly, fashion was important to less than three-fourths of the respondents, who rated it behind factors such as not riding up, providing adequate coverage, being appropriate for intended use, providing adequate support and wearing well.

Kindest Cut swimwear is the Lands' End offering to flattering fit. Suits come in three torso sizes -- short, regular and long -- and have additional fabric through the bust and seat for ease of fit. Torso fit is unrelated to height, so a petite woman could have a long torso while a tall woman might have a short torso, and long legs.

Land's End has also introduced its first mastectomy swimsuit with a higher neckline and underarm cut, wide

straps and a constructed soft cup bra with openings for a prosthesis. Suits like this can benefit thousands of women. This year alone, there will be 182,000 new cases of breast cancer diagnosed, according to the American Cancer Society. (For a Land's End catalog featuring swimwear, call 1-800-356-4444 anytime.)

Mastectomy swimsuits are also available through What Women Want Customized Swimwear in San Jose, Calif. For information, call 1-408-997-0188 anytime.

Other retailers addressing the fit and flatter issue include Target and JCPenney. At Target, the Figure Help line includes control panels to help flatten stomachs, inner bra construction for support and skirted bottoms to minimize hips and thighs. At JCPenney stores, color-coded tags guide you to the body type the suit is designed to flatter in a program called A Fitting Suit.

Manufacturers are also tuned into guiding the customer toward flattering looks. Robby Len uses color-coded tags to steer women toward suits that minimize problem fit areas such as the waistline or bust line. Jantzen's line includes skirted suits that are kind to large hips and thighs.

Whatever your decision, here are the key trends in women's swimwear to consider this year:

TEXTURE: Crochet, macrame, lace, mesh insets, eyelet, zippers, seersucker, jacquard and pucker textures. For real flash, look for the velvet suits and the new metallics in gold, silver, blue or pink.

COLOR: Black dominates the solid color suits, which often do double duty as exercise clothes. Close behind is navy and other shades of blue such as chambray, with red coming on strong. White and neutral or earth shades are also major players.

PRINTS: Look for florals, plaids, tie-dye, batiks, stripes, checks, animal prints, ethnic motifs, tropical prints and patriotic stars and stripes.

SEPARATES: At least one retailer this year is selling tops and bottoms separately. At Target, Sun Separates allows you to mix-and-match prints and patterns. More important, these pieces, priced at $13 each, allow you to buy different size tops and bottoms, or just a top to wear with shorts or a skirt.

MAXIMUM SUN: The Tan Thru Suit line -- patent-pending in the United States -- includes one and two-piece suits for women as well as men's suits that allow tanning UV rays to penetrate. Tan Thru Suits actually debuted nine years ago, but early versions turned transparent when wet and weaving patterns in later versions often caused uneven tanning.

These suits remain opaque when wet and allow for all-over tanning. They're priced $56 to $79 for women and $35 to $40 for men and are available in selected tanning salons and catalogs such as Frederick's of Hollywood and International Male.

Men's swimsuits do double-duty

Duality is the word in men's swimsuits this season.

"Double-duty is the point," says Tom Julian, men's fashion specialist for the Fashion Association in New York. Men are looking for swimsuits that can double as shorts, he says.

"We're seeing more details in swimwear that have the elements of walk shorts. The length for walk shorts is about 17 inches and that's about the same for swimsuits," Julian says. In addition to longer lengths, he points to the increasing popularity of side seams, side-entry pockets, elastic and drawstring waistbands.

With designers such as Tommy Hilfiger and **Nautica's** David Chu selling swimsuits alongside their sportswear rather than in swimwear departments, some men "don't even realize they're buying swimsuits," Julian says.

Beyond the dominant trend of swimsuit as shorts, the other news is in color and pattern.

"It's either crayon bright tropical or scenic prints; nautical brights; or washed blue tones inspired by pinstripes or batiks, mixed with darker blues and navy," Julian says.

Novelty print swimsuits, reminiscent of novelty print neckties by designers such as Nicole Miller, are also a strong trend, he says. "Whether it is Gauguin, surf Hawaii, retro or fashion forward, we're going to see a lot of novelty prints. There's no question about it."

Time to accentuate the positive

Here are tips for choosing a suit:

HEAVY HIPS AND THIGHS

* Look for suits with a skirted bottom or with shorts attached.

* A dark, solid-color suit is more slenderizing. If you want two colors, keep the darker color on the bottom.

* Moderately high-cut legs can create an elongated, slimmer thigh look.

* A wide shoulder strap with crisscross back draws eyes away from the lower body.

* A suit with a constructed top or design details attracts the eye up and away from the lower body.

* Avoid elastic that binds or tight belts that create bulges.

THICK WAIST, STOMACH BULGE

* Look for suits with tummy control.

* A suit with knots, belts or sashes at the waist gives more definition.

* Gathers, pleats or shirring conceal stomach bulges, as do bold prints.

* A suit with V-stripes at the waist and hips, diagonal accents or bands of dark color around the middle can give the illusion of an hourglass figure.

* Suits with lower-cut legs de-emphasize the stomach area.

* Dark side panels slenderize.

LONG TORSO

* A cummerbund suit or blouson tank will break up your figure.

* If you prefer a two-piece, look for a high-waisted bottom.

* High-cut legs shortens a torso.

LARGE BUST

* Blouson tops camouflage the bust.

* For support, look for halter tops with wide straps, underwire, and/or wide straps that crisscross in back.

* Vertical stripe patterns make the bust look smaller.

* A bandeau or tank suit minimizes the bust line.

SMALL BUST

* Prints and horizontal stripes on top maximize the bust.

* Draped, shirred and ruffled fronts accentuate the bust.

* Bandeau tops with a shirred or knotted center help create cleavage.

* A suit with light colors on top and dark on the bottom will make the bust look larger. A print top with solid bottom does the same.

* Look for suits with molded cups or underwire, push-up bras.

NOTES: FASHION

GRAPHIC: Photo;

S:
Keiko gives the standard stripe some zing in kiwi and periwinkle, with the boy-cut legs for greater coverage.
Anne Cole gets nostalgic for the '20s with this retro-style navy blue suit with tunic style bottom and white stripes.
Two trends come together in these swim shorts from **Nautica** by David Chu. The longer shorts, which can double as walk shorts, are in a cotton patchwork of bright red, blue, green and yellow.
Jantzen's Electric Beach line includes this high neck tank suit with high-cut legs and lacy crochet insets.
***

LOAD-DATE: October 21, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)
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COLLEGES USA TODAY May 3, 1994, Tuesday, FIRST EDITION

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USA TODAY

May 3, 1994, Tuesday, FIRST EDITION

SECTION: SPORTS; Pg. 11C

LENGTH: 415 words

HEADLINE: COLLEGES

BYLINE: Harry Blauvelt

BODY:
Texas wide receiver Mike Adams needed 50 stitches to close a wound in the palm of his left hand caused by a weekend knife fight with former Longhorns basketball player Al Segova. Adams, who gained 1,854 all-purpose yards last season as a receiver and kick returner, says he suffered some nerve damage and loss of feeling in his ring finger. But he said doctors told him the feeling should come back and his football future shouldn't be affected. No charges have been filed.

BASKETBALL: William L. Wall, longtime executive director of USA Basketball, has won the John W. Bunn Award, presented by the Basketball Hall of Fame for outstanding contributions to the game.

Also: Former NBA player Craig Hodges, 33, a member of the Chicago Bulls' 1991 and 1992 title teams, Monday was named Chicago State men's basketball coach. . . . Connecticut assistant Dave Leitao, 33, Monday was named men's basketball coach at Northeastern, replacing Karl Fogel, who was reassigned to other duties at the end of the season.

SAILING: PACT95, a defender syndicate vying for a chance to represent the USA in the 1995 America's Cup, announced its three key sponsors (Ford's Lincoln Mercury Division, Duraflame, **Nautica** International) and showed off the unusual graphics for its new boat, Young American, Monday in New York. Pop artist Roy Lichtenstein has created a psychedelic-looking green and white design with a mermaid painted on the side. He also will paint two sails with sunbeams reflecting the water and the sky. Construction begins in June for a December launch.

ELSEWHERE: Paul Hornung, former sports editor of The Columbus (Ohio) Dispatch who covered 326 consecutive Ohio State football games, died Monday of cancer at 78. . . . Swiss cyclist Toni Rominger won Monday's eighth stage of the Tour of Spain in 48: 44, stretching his overall lead to four minutes, 10 seconds, and moving him closer to an unprecedented third consecutive Tour of Spain title. . . . Team USA (3-2) lost its second consecutive game, 7-2 to Finland, at the World Hockey championships in Italy but qualified for the medal round beginning Wednesday in Milan. . . . Irish jockey Declan Murphy, 27, who began his racing career in New York in 1983, was in critical condition with severe head injuries Monday after falling in a race at Haydock Park in England. . . . Equestrian Julie Gomena of Lake Oswego, Ore., rode Treaty to victory Sunday in the Rolex Kentucky Three-Day Event CCI at Lexington.

GRAPHIC: PHOTO, color, Richard Drew, AP

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)

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Whitbread jury hears weather case USA TODAY May 6, 1994, Friday, FINAL EDITION

Copyright 1994 Gannett Company, Inc.
USA TODAY

May 6, 1994, Friday, FINAL EDITION

SECTION: SPORTS; Pg. 9C

LENGTH: 441 words

HEADLINE: Whitbread jury hears weather case

BYLINE: Carolyn White

BODY:
The international jury for the Whitbread Round the World race had its first day of hearings in Fort Lauderdale, Fla., Thursday. It hopes to reach a decision on its most controversial issue sometime today.

The jury, an independent body that decides race protests, must determine whether Yamaha skipper Ross Field received illegal weather information from Adrienne Cahalan, who was navigator on another Whitbread boat.

After winning the fifth of six Whitbread legs, Yamaha leads the 10-boat Whitbread 60 class.

Cahalan, an Australian lawyer, was an original member of the U.S. Women's Challenge. But she and several other crew quit after the first leg, dissatisfied with skipper Nance Frank.

When Frank withdrew from the race because of a lack of funds, Ocean Ventures Ltd. repossessed the boat and continued it in the race under another skipper. Cahalan and six other members rejoined the boat, renamed Heineken.

Frank gave the committee recordings from the boat's computer discs.

One from Cahalan to Field, according to Frank, says, "I see you're in trouble down there. Best to give you the big picture. . . . Don't worry. I erase all this correspondence."

From Field to Cahalan: "Adrienne: Would you tell me what breeze you have, please. Urgent. I owe you another."

Frank is waging a $ 15 million lawsuit against Ocean Venture - which owns Yamaha and Heinken - the Whitbread and Heineken, which is also a race sponsor, saying they colluded to prevent her from continuing in the race.

Passing weather information from one boat to another, in most instances, is illegal.

Worst-case scenarios: Yamaha could be disqualified; Ross and Cahalan could be disqualified; their boats could get a time penalty.

AMERICA'S CUP: Kevin Mahaney will skipper defender syndicate PACT95's $ 16 million campaign. John Kostecki will be his tactician. Both are Olympic silver medalists. Other PACT95 news:

-- In addition to three key sponsors (**Nautica** International, Lincoln Mercury and Duraflame), PACT95 says four U.S. corporations will be technology partners: Science Applications Int., which has been involved in America's Cup research since 1984; Boeing, which will analyze and design appendages for the boat; super computer giant Cray Research; and Ford Motor Co.

-- Walter Cronkite is the syndicate's official spokesman.

-- Three universities - Michigan, MIT and Maryland - will conduct computer analysis, tank testing and wind tunnel tests.

-- Its $ 4 million education program will include a TV series on PBS and linkages with on-line computer systems.

-- Construction begins in late June and should be done by Thanksgiving.

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Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)
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Nautical news; new fashions from Nautica Apparel Inc.; Brief Article Daily News Record May 6, 1994

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Daily News Record

May 6, 1994

SECTION: Vol. 24 ; No. 87 ; Pg. 4; ISSN: 0162-2161

LENGTH: 408 words

HEADLINE: Nautical news; new fashions from **Nautica** Apparel Inc.; Brief Article

BODY:
Function is always important," says **Nautica** designer David Chu. And his holiday '94 collection stays true to his word, with an impressive array of functional outerwear and coordinating easy sportswear.

Concentrating on the sport-specific "Hydro-Nautic" aspect of the collection, **Nautica** offers brightly colored seaworthy bib overalls, parka and bomber jackets, and pullon pants, all in Nautex, the hightech, waterproof, yet breathable, fabric that Chu developed several seasons back.

As sponsor and official outfitter of the PACT 95 team, one of the groups slated to enter a yacht in the competition to represent the U.S. in the 1995 America's Cup, Chu has customized a special "mini-collection" for the team that incorporates sport-specific Nautex pieces, casual sportswear looks and even tailored clothing. All these pieces will then be added to the mainstream collection going forward.

Addressing the needs of sportsmen of all kinds (from the true hardcore sailing aficionado to the weekend warrior), **Nautica** offers fabrics that range from a simple water-resistant poplin to a rugged coated canvas to high-tech Nautex or Tactel nylon. The Sailsport jacket and parka in durable rip-stop cotton/polyester microfiber with a quilted lining are stylish examples of true foulweather gear. This season's outerwear features more-subdued color combinations with less emphasis on color blocking, contrasting trims and logos than in seasons past. This is especially true of the fashion pieces: the reversible poplin field coat; a tobacco canvas 3/4-length jacket, or more luxurious offerings like a sueded lambskin parka or bomber in tobacco or loden.

Casual sportswear is another key component, especially the kind of activewear-inspired pieces that mix easily with the outerwear. The best looks here revolve around easy weekend wear knits. Polar fleece continues to be important and Chu is using it more than ever. The strongest pieces incorporate sportswear styling, like the reversible Black Watch plaid parka, the vest, halfzip overshirts and a pull-on pant. French-terry items in muted plaids and bright solids add another easy option.

Dressier offerings round out the equation with a resort group in linen/cotton in a serene color palette of midnight, ecru and kelly, sparked with batik prints. Swimwear pieces work back with all the groups and spotlight a new, shorter athletic style trunk in a "running short" silhouette.

GRAPHIC: Photograph

SIC: 2329 Men's and boys' clothing, not elsewhere classified ; 2320 Men's and Boys' Furnishings ; 2300 *APPAREL AND OTHER TEXTILE PRODUCTS*

IAC-NUMBER: IAC 15424141

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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Crain's New York Business May 9, 1994 / May 15, 1994

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Crain's New York Business

May 9, 1994 / May 15, 1994

SECTION: EARNINGS; Pg. 17

LENGTH: 604 words

BODY:

Alexander & Alexander Services Inc., Manhattan, reported a loss for the first quarter of $ 4.4 million, or 15 cents per share, compared with net income of $ 13.2 million, or 30 cents per share, from the same period of a year ago. Operating revenues were flat at $ 323 million.

Ark Restaurants Corp., Manhattan, reported a loss for the second quarter, ended April 2, of $ 1 million, or 32 cents per share, compared with a loss of $ 43,000, or one cent per share, from the same period ended April 3, 1993. Net sales rose 3.1% of $ 11.6 million. For the first six months of the year, the company reported a loss of $ 74,000, or two cents per share, compared with net income of $ 273,000, or nine cents per share. Net sales increased 2.6% to $ 26.8 million.

Celadon Group Inc., Manhattan, reported net income for the third quarter, ended March 31, soared 255% to $ 796,000, or 11 cents per share, from $ 129,000, or one cent per share. Total revenue rose 13.6% to $ 43.3 million. For the first nine months of the year, the company reported net income leaped 251% to $ 1.9 million, or 40 cents per share, from $ 552,000, or nine cents per share. Total revenue rose 12% to $ 131.6 million.

Graff Pay-Per-View Inc., Manhattan, reported net income for the first quarter declined 71.5% to $ 70,000, or one cent per share, from $ 247,000, or three cents per share. Revenues soared 92.5% to $ 8.1 million.

Greater New York Savings Bank, Manhattan, reported net income for the first quarter fell 63% to $ 2.6 million, or eight cents per share, from $ 6.9 million, or 49 cents per share. Total assets rose 2% to $ 2.51 billion.

Grow Group Inc., Manhattan, reported net income for the third quarter, ended March 31, declined 29.3% to $ 1.3 million, or eight cents per share, from $ 1.8 million, or 13 cents per share. Revenues from continuing operations rose 10% to $ 91.2 million. For the first nine months of the year, the company reported net income leaped 40% to $ 7.3 million, or 45 cents per share, from $ 5.2 million, or 38 cents. Revenues from continuing operations increased 10.1% to $ 262 million.

Lumex Inc., of Bay Shore, L.I., reported net income for the first quarter fell 16.6% to $ 851,000, or 20 cents per share, from $ 1 million, or 24 cents per share. Net sales rose 8.9% to $ 29.3 million.

Metro Bancshares Inc., of Jericho, L.I., reported net income for the second quarter, ended March 31, rose 26.3% to $ 3.3 million, or 60 cents per share, from $ 2.6 million, or 48 cents per share. For the first six months of the year, the company reported net income climbed 103% to $ 10.1 million, or $ 1.86 per share, from $ 4.9 million, or 93 cents per share. Total assets rose to $ 1.01 billion.

Omnicom Group Inc., Manhattan, reported a loss for the first quarter of $ 9.1 million, or 27 cents per share, compared with a loss of $ 14.5 million, or 50 cents per share, from the same period of a year ago.

Commission and fee income increased 11% to $ 376.5 million.

Nautica Enterprises Inc., Manhattan, reported net earnings for the year, ended Feb. 28, leaped 60.2% to $ 16.8 million, or $ 1.35 per share, from $ 10.5 million, or 90 cents per share. Net sales rose 27.8% to $ 192.9 million. For the fourth quarter of the year, the company reported net earnings climbed 58.4% to $ 5 million, or 38 cents per share, from $ 3.1 million, or 27 cents. Net sales rose 15% to $ 42.8 million.

TR Financial Corp., of Garden City, L.I., reported net income for the first quarter decreased 8.9% to $ 2.8 million, or 27 cents per share, from $ 3 million. Total assets increased 7% to $ 2.14 billion.

LOAD-DATE: May 16, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Fashion Flashes Orange County Register (California) May 13, 1994 Friday

Copyright 1994 Orange County Register
Orange County Register (California)

May 13, 1994 Friday MORNING EDITION

SECTION: ACCENT; Pg. Q02

LENGTH: 223 words

HEADLINE: Fashion Flashes

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:
Have the stripes on your spring/summer sportswear separates faded?

Designers have created a variety of fresh striped designs, some more daring than others, to freshen up your wardrobe.

Nautica designer and president David Chu has been giving stripes a timeless nautical look that's great on surf or turf since he founded the company in 1983. One of his newest offerings is a long-sleeve white cotton twill shirt featuring "boldy graphic but softly hued" red, blue and green stripes ($ 55). Cotton twill "whitecap" shorts ($ 35) provide the perfect match. At **Nautica,** Newport Beach and Bullock's Men's Store, South Coast Plaza, Costa Mesa.

The DKNY line tests the limits of fashion with the uncommon appearance, at least in the United States, of a man wearing a skirt. A variety of DKNY striped linen beach wraps ($ 95 each) is available at Traffic, Los Angeles.

No, that's not Dad's old tie from the 1960s. It's one of the highlights of the Emporio Armani spring/summer sportswear collection. Wear it with a contemporary vest for an updated look.

The tie ($ 70) is available at Emporio Armani, South Coast Plaza, Costa Mesa.

GRAPHIC: BLACK & WHITE PHOTO; B&W pictures

LOAD-DATE: March 17, 1997

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FELLOWS LEAVES HIS TIGER ON THE TRACK The Toronto Sun May 21, 1994, Saturday,

Copyright 1994 Toronto Sun Publishing Corporation
The Toronto Sun

May 21, 1994, Saturday, Final EDITION

SECTION: SPORTS, Pg. S17, YOU ARE WHAT YOU DRIVE!

LENGTH: 304 words

HEADLINE: FELLOWS LEAVES HIS TIGER ON THE TRACK

BYLINE: MARYANNA LEWYCKYJ

BODY:
During a recent visit to Toronto, three-time world driving champion Jackie Stewart jokingly described his post-retirement driving style as "early grandmother."

According to Stewart, race car drivers use up all their enthusiasm for speed on the track, and have no desire to push the limits on public roads.

The theory holds true for Toronto Trans-Am driver Ron Fellows.

While he's one of the most aggressive drivers behind the wheel of his 650-hp AER Manufacturing Ford Mustang Cobra race car, Fellows is "pretty tame" on family outings, said wife Lynda.

"It's a 180-degree difference," said Fellows, who finished second in the Trans-Am standings in 1993.

"I'm passive and defensive on the road. They're contrasting styles for sure."

With a five-month-old son, Sam, and daughter Lindsay, 9, Fellows seeks space rather than speed off-track.

Fellows will be gunning for his first Trans-Am victory of 1994 tomorrow at Mosport in the second race of the season.

FIRST CAR: 1981 Ford Escort SS.

WORST CAR: Lotus Formula 1600.

WORST AUTOMOTIVE EXPERIENCE: In his first full-time job out of high school, Fellows was at the wheel of a dump truck towing a backhoe through a snowstorm when he hit a cement truck while ascending a hill, knocking the cement truck on its side. "My employer was less than thrilled," recalled Fellows.

VEHICLES CURRENTLY OWNED: 1994 Mercury Villager **Nautica** van; 1994 Ford Explorer.

FAVORITE: 1994 Ford Explorer.

WHY?: Goes anywhere in any weather, anytime. Comfortable as they come.

PREFERRED COLOR: Blue.

WORDS THAT FIT YOU AND YOUR VEHICLE: Adventurous, comfortable and never on time.

DREAM CAR: Jaguar XJR 220.

DREAM CHAUFFEUR: David Letterman.

ADVICE TO CARMAKERS: "Keep listening to the needs and wants of the people who buy your products!"

GRAPHIC: photo by Chris Wahl HAPPY FELLOWS ... Toronto Trans-Am race car driver Ron Fellows and his favorite car, a 1994 Ford Explorer.

LOAD-DATE: July 23, 1996

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/1994) and leq (6/30/1994))** (Edit Search | Suggest Terms for My Search)
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Commercial Property/Midtown South;Funky Area Lures Not-So-Funky The New York Times May 22, 1994, Sunday, Late Edition - Final

Copyright 1994 The New York Times Company
The New York Times

May 22, 1994, Sunday, Late Edition - Final

SECTION: Section 10; Page 17; Column 1; Real Estate Desk

LENGTH: 1408 words

HEADLINE: Commercial Property/Midtown South;
Funky Area Lures Not-So-Funky

BYLINE: By CLAUDIA H. DEUTSCH

BODY:
LAST December, when Mark J. Berman moved his six-person marketing communications company, Townsend Consulting Group, down to 5 West 19th Street, he did it for one reason only: Economics.

He was getting twice the space for half the money he was paying at 1633 Broadway, at 50th Street. He figured his clients would turn their noses up at the area, but that was an easy fix: He'd simply go meet them uptown.

Now, scarcely six months later, Mr. Berman is sold on his high-ceilinged space, on the eclectic mix of restaurants, on the ease with which he gets cabs, on his whole life style. What's more, his clients are sold, too.

"I keep offering to go visit my clients and they keep opting to come down here," Mr. Berman said. "It's just more casual and more comfortable than midtown."

Is that only a small-company perspective? Hear Ralph Ammerati, partner in the huge advertising firm Ammerati & Puris. In 1981 he moved from Citicorp Center to 36,000 square feet in 100 Fifth Avenue, at 15th Street. He, too, just wanted to save money.

Today, he has more than 100,000 square feet in 100 and its sister building, 104 Fifth Avenue. It's not a perfect situation. The floors are small, so he's spread out over 10 of them. And he's had to put in interior staircases because the elevators are so slow. Still, he wouldn't consider moving back uptown.

"We seldom go uptown for anything anymore," Mr. Ammerati said.

Until recently, midtown south -- the area between 14th and 34th Streets, river to river -- had only one raison d'etre: It was a cheap alternative when rents in midtown got too high. But lately, midtown south has turned into a neighborhood of choice itself.

"In the 80's a great majority of deals were midtown tenants going to midtown south to save $7," said David A. Falk, a senior director at Williams Real Estate. "Now it's people moving within the neighborhood, going to a better building a few blocks away."

Midtown south is by no means a boom town, though. The area has traditionally attracted entrepreneurial

companies, many of which went bankrupt in the last recession. And those tenants who still preferred a fancy midtown address to a funky midtown south one suddenly could afford to move uptown.

MarketSearch, a company in Rye, N.Y., that tracks building vacancies, says midtown south's vacancy rate was about 16.6 percent this month; two years ago, it was 11.6.

But now, with midtown rents starting to firm up -- and with large blocks of midtown space growing increasingly scarce -- tenants are starting to look at midtown south again. And brokers report the tenants are doing so with a great deal more enthusiasm.

"There's just less resistance to midtown south now," said Mitchell Konsker, an executive managing director of the real estate firm Galbreath Riverbank and the leasing agent at 345 Park Avenue South, at 25th Street.

Robert A. Silver, a director at Newmark Real Estate who is leasing agent at 111-115 Fifth Avenue, at 18th Street, concurs.

"A lot of midtown people are coming down to take a look," he said. Over the last 15 months, he said, activity has been so brisk that his buildings are nearly 95 percent full.

Leasing is frenzied throughout the area. Edward S. Gordon, the real estate company, says that some 693,000 square feet of midtown south space was leased in the first quarter of 1994, a 219 percent increase over the same quarter of 1993. Moreover, rents topped $17 for the first time in several years.

And it is not only the "artsy" entrepreneurial companies moving in. The fashion industry is embracing the area en masse. Last year Perry Ellis International moved its offices and showrooms to 115 Fifth Avenue, while J. Crew expanded to more than 100,000 feet at 625 Avenue of the Americas, at 18th Street. **Nautica** Inc. took 22,000 square feet at 11 West 19th Street. And now The Gap is moving its East Coast offices from 3 East 54th Street into 150,000 square feet at 620 Avenue of the Americas, at 18th Street.

"This really legitimizes the area," said Randy Kohana, a managing director at E.S. Gordon who represented the Gap. "Here's a huge corporate tenant moving to midtown south, and that tells other tenants that this is an O.K. area for a prestigious company."

Indeed, several mainline companies are looking at the neighborhood with a fresh eye. First Boston is said to be seriously considering buying 11 Madison Avenue, the old Metropolitan Life building on 24th Street. Prudential Securities has taken 185,000 square feet at 111 Eighth Avenue, at 16th Street; and Beth Israel Hospital bought 300,000 square feet of office space at 10 Union Square East.

"This whole neighborhood has gone through a substantial demographic revolution," said Martin Turchin, a vice chairman at Edward S. Gordon.

Nonetheless, the influx of conservative companies has not substantially changed the neighborhood's laid-back feeling. That's one reason that 20th Century Fox is opening its new FX Cable Network in 70,000 square feet at 212 Fifth Avenue, at 26th Street. The network intends to do man-in-the-street types of interviews at various times of day.

"They don't want just button-down businessmen who disappear at 5 P.M., and they don't want a backdrop of wedding-cake buildings," said David L. Hoffman, a broker with Colliers ABR who represented Fox.

Actually, to think of midtown south as a unified neighborhood is a bit misleading. Until fairly recently, Fifth Avenue and Park Avenue South were considered the area's only "good" streets. Lower Fifth had become a bustling shopping street, and Park Avenue South had enough tall buildings and restaurants to qualify as a poor man's midtown.

But lately, Avenue of the Americas and points west have taken off, too. Ladies' Mile -- 17th Street to 23d

Street -- has turned into a discount retail corridor, with Bed Bath & Beyond, Barnes & Noble and numerous other stores opening in the last two years. And office tenants are following down.

IN a sense, the real estate recession immeasurably helped many of the area's buildings. Unlike midtown, where many buildings are owned by rich real estate families or deep-pocketed institutions, midtown south's commercial buildings have traditionally been in the hands of undercapitalized individuals or partnerships. Many of those owners lost their buildings to their mortgagees. Those institutions -- or companies who bought the buildings from them -- have given the properties new life.

Three years ago, 345 Park Avenue South was about 70 percent empty, "a real white elephant," recalled Mr. Konsker. But then Park Avenue South Armory, a Bankers Trust-dominated partnership, foreclosed on the property and spent more than $3 million to put in new windows, elevators, telecommunications wiring and the like. Since then the New York Law Journal, Bill Communications, Kaleidoscope Companies and others have moved in, to the point where the 12-story building has only two empty floors.

Madison Square -- 15 East 26th Street -- is a 345,000-square-foot building that three years ago was in bankrupcty, in disrepair, and only half full. Schroeder Real Estate took it over, refurbished it and started marketing it to giftware companies and nonprofits.

"We have no space left," said Howard Simson, a Cushman & Wakefield director and the building's leasing agent.

S.L. Green Real Estate, a well-heeled landlord that continuously poured renovation money into its six midtown south buildings throughout the recession, has almost no space left in its buildings either. There's been plenty of turnover, but the space has rarely remained vacant for long.

"We don't necessarily command higher rents, but we rent quicker than our competitors," maintained Stephen Green, the company's chairman. "When you consider that carrying vacant space costs as much as 30 cents a foot a month, that's pretty important."

Because the renovated buildings remain in the minority, there has been a lot of intra-neighborhood movement as local tenants try to trade up their space; 345 Park Avenue South grabbed the Law Journal from 111 Eighth Avenue. And many of Madison Square's recent sign-ons, including Harcourt Brace Jovanovich and Covington Fabrics, are moving from just a few blocks away.

"The building is modern enough to accommodate the computer systems that we want to install," said Abby Gilmore, Covington's president. "But it still has a small building feel, in a neighborhood that is our home."

GRAPHIC: Photos: Mark J. Berman in his offices at 5 West 19th Street; the building is at right. (Philip Greenberg for The New York Times)

LOAD-DATE: May 22, 1994

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The Wagonmaster takes on the Vanmeister;JOHN R. WHITE The Boston Globe May 29, 1994, Sunday, City Edition

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The Boston Globe

May 29, 1994, Sunday, City Edition

SECTION: AUTOMOTIVE; Pg. A45

LENGTH: 1558 words

HEADLINE: The Wagonmaster takes on the Vanmeister;
JOHN R. WHITE

BYLINE: By John R. White, Globe Staff

BODY:
Ever since it invented the front-drive minivan, Chrysler has had a lock on the market. Not that competitors haven't taken a run at Chrysler. Everybody's tried.

At first glance, the Chrysler minis didn't look all that formidable. Basically a spinoff of the K platform - remember the K car that saved the company? - the vans tended to be underpowered; the 2.2-liter base 4-cylinder was not quite enough to pull a loaded Voyager or Caravan up hills with any vigor and the 2.6-liter 4-cylinder Mitsubishi engine wasn't a whole lot better. But, like the bumblebee that doesn't know that, aerodynamically speaking, it really can't fly, Chrysler Corp. minivans pulled hills, carried the kids to college, took the team to practice - did all those suburban jobs once reserved for station wagons. People loved them.

Underpowered they might have been, but they were low to the ground, roomy inside and roomy under the hood, and they handled well. In winter, they fared better than rear-drive vans and, when it came to maintenance, the Chrysler minis were a snap compared to the traditional rear-drive monsters that virtually had to be disassembled to get at a spark plug.

The Japanese, who had succeeded with the concept of small in this country where others had failed - witness the Henry J and the Crosley? - had been exporting passenger versions of Home Islands' delivery vehicles, one of Japan's few failures since the end of hostilities in Tokyo Bay in 1945. Toyota, Mitsubishi and Nissan came here with vans that had the engine buried under the floor, a maintenance nightmare for Americans. They didn't handle particularly well and the interior layout, with its engine hump behind the driver/passenger, put a barrier between the front occupants and the rear. In 1982, Japan owned the minivan market with a mere 12,846 sold. In 1983, Chrysler landed with its K vans.

The Japanese countered with improvements. Mazda introduced a van that survives, but it is small and doesn't sell well. Honda, Mitsubishi and Nissan gave us vanlike small cars that sold but didn't really dent the van market. Nissan came up with another version of a van that was quite nice, the Axxess, but it proved too small.

Ford scaled down a rear-drive van and came up with Aerostar, a van that retained all the drawbacks of the traditional rear-drive vans in a smaller more aerodynamic package.

General Motors came out with a rear-drive small van and a larger front-drive van with swoopy lines and an

innovative seating arrangement - individual seats that were light and easily removable. But the innovation came in a package full of handicaps - underpowered, poor handling and severe visibility problems.

Meanwhile, Chrysler had upped the ante with bigger engines, styling changes, air bags, all-wheel drive; could anybody compete with these guys? Last year Chrysler sold 472,795 minivans, more than twice as many as its closest competitor.

Ford gave more than a hint of competitive ability in a joint venture with Nissan that gave us Mercury Villager and Nissan Quest. Nissan couldn't build a van that would sell but, with input from Ford at the design stage, came up with a terrific little front-drive van that eliminated the vexing problem of getting at a transverse-mounted V-6 engine's rear spark plugs; in a Villager/Quest, you go in from the front with a wrench extension that passes through wide gaps between the intake manifiold runners. Ford builds it; Ford and Nissan sell it. It is a luxury edition van in Lincoln-Mercury dealerships, to be sure, starting at a shade over $ 18,300 delivered for a cargo version and topping out with the **Nautica** edition at a bit over $ 25,000. But, it is unquestionably the best handling of the bunch and very carlike.

Now comes Ford's masterstroke, the Windstar, a van powered by Ford's best engine, the same 3.8-liter V-6 that powers the Lincoln Continental, and on the road the most carlike van yet produced by anybody. Chrysler gave us the van-with-airbag. Ford has countered with dual air bags and antilock brakes standard in the Windstar, a stylish front-drive van that starts at a whisper over $ 18,000 delivered, jumps to the $ 19,800 GL and tops out at $ 23,540 delivered for the LX. Suddenly, Chrysler has serious competition on its sacred turf; Ford the Wagonmaster is threatening to become the Vanmeister.

The Windstar handling may lack the crispness of the **Nautica** Villager but it is still a very pleasant, very nimble, very competent vehicle to maneuver through traffic. The handling is very good; the Windstar corners obediently, cleanly. It executes lane changes - even fast-lane changes - about as well as Villager, that is in a manner that instills confidence, with none of the panic-inducing slop of some of the competition. The ride is soft, forgiving, but not mushy; ruts, bumps, trolley tracks, potholes all are handled well without jarring the occupants.

Acceleration is good; the 3.8-liter V-6 steps out quite smartly - and quietly. There is a significant difference from other vans; the Windstar is quiet - not like a van quiet, but like a luxury sedan kind of quiet. You can speak in a Windstar and be heard. The electronically copntrolled 4-speed automatic transaxle is very smooth.

There is plenty of leg room and head room all around, and 7-passenger seating still leaves room for significant luggage. There is room enough to move around, too; the side aisle is wide enough for comfortable passage.

The Windstar can be ordered with child seats built into the individual second-row seats and comes with a childproof lock on the sliding door. It also meets the automobile side-impact protection standards for 1997 and has a bumper designed to withstand a 5 m.p.h. impact without damage.

The dash arrangement is akin to something out of Star Trek, a two-level arrangement with a convenient array of gauges and controls on the lower level. The glove box is modest but the Windstar comes with bins, cupholders, innovative air-conditioning ducting, a 36,000-mile/36-month bumper-to-bumper warranty and lots of good stuff standard - and a long list of optional bells and whistles.

Fuel mileage is listed as 17 m.p.g. city, 34 highway, pretty good EPA numbers. Over a distance of 1,061.7 miles measured, the tested Windstar delivered 20.035 m.p.g. overall in mixed driving over a variety of terrain and with a variety of loads. The writer showed it no mercy; it showed the writer considerable virtue. The Windstar is a van with which to be reckoned; but do not expect Chrysler to sit still and wait for Ford, as the saying goes, to eat its lunch. Ford's leap forward will likely generate improvements in the Chrysler lineup, a boon to minivan buyers.
The oddest thing about Windstar is Aerostar, the van the Windstar was scheduled to replace. Aerostar, with the exception of the all-wheel-drive version, had nothing in particular to recommend it other than that it is

roomier than most of the Japanese competition, has a dependable drivetrain and offers reasonably good, but not outstanding, handling. Its weakness - except as an AWD version - was winter; its strength was towing capacity. A rear-drive van can considerably outhaul a front-drive when it comes to trailers.

If you were expecting a fan club to be forming around a vehicle, you would not expect it to be grouping around an Aerostar. So, when Ford announced the demise of its venerable stopgap in the van wars, Ford was totally unprepared for the storm of protest. Where did Aerostar get all these friends?

The uproar was sufficient to cause Ford to decide to keep Aerostar; the problem was keep it where? Factory space is at a premium in the corporation and finding a loft, unoccupied corner or someplace to build it presented an unexpected headache.

But, as of this writing, Ford is bent on keeping Aerostar as its minivan price leader. Right now, the base XL starts at $ 15,150 plus the $ 540 destination hit and soars to about $ 27,000 delivered for an extended-length AWD Eddie Bauer version. It is doubtful that Ford will keep all 16 Aerostar variants currently offered now that Windstar is here.
The Mercury Villager/Nissan Quest is not precisely the same vehicle in each camp; Mercury offers four versions beginning with the cargo version and moving up to to the pricey **Nautica.** Nissan offers two choices, an XE 7-passenger van for just under $ 20,000 delivered and a $ 24,000 GXE. There are differences in trim and appointments - the radio controls of the Quest were less convenient than the sampled Villager, for example.

Either way, in the passenger van you get seats that double as tables, slide hither and yon - a very versatile choice of load configuration - and the choosing is done without strain. The Nissan is a little softer in the handling department, judging by samples tested, but the handling is quite good. A tested **Nautica** was positively crisp in the corners.

The engine is a Nissan 3.0-liter V-6 that powers the Villager/Quest more than adequately - it is a smaller van than Windstar. Antilock brakes are standard, and for '94 the Villager/Quest comes with driver's-side airbag but for now retains the motorized belts. A measured 405 miles in a Quest offered up fuel economy of 21.69 m.p.g.

Ford is on a roll.

GRAPHIC: PHOTO

LOAD-DATE: June 1, 1994

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Young sailors hit the summer circuit St. Petersburg Times (Florida) June 3, 1994, Friday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 3, 1994, Friday, City Edition

SECTION: LARGO-SEMINOLE TIMES; SAILING; Pg. 4

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

LENGTH: 331 words

HEADLINE: Young sailors hit the summer circuit

BYLINE: AMY E. SMITH

BODY:

With spring about over, "Our season is just beginning," said coach Jay Kehoe of the St. Petersburg Sailing Center.

Summer is the peak season for youth sailing. Upholding its world-class training reputation, the St. Petersburg center will send teams of youngsters around the globe starting this month.

Already, the St. Petersburg High School team has placed 13th in the country at the high school championships. Matt Mulock, Christina Bickley, Steph Doyle and Aubry Eich competed at the event.

Brad Funk of Clearwater placed 11th in the single-handed division of the high school championships. He represented Clearwater Central Catholic.

Another Sailing Center alum, John Wood, finished 18th in the single-handed division. He sailed for Lakewood High.

The summer circuit begins with the **Nautica** Youth Championships. St. Petersburg sailors Matt Mulock, Christina Bickley, Steph Doyle, Mike Casesa and John Wood will compete June 17-23 in Chicago.

The International Optimist Dinghy Association World Championships will be July 1-15. Sean Doyle and Anthony Mittermayr will represent the United States in Sardinia, Italy. Kehoe will travel with the children as their coach.

According to Kehoe, "heaps of kids" - too many to name - will compete in July at the IODA National and North American Championships.

Dave Mendelblatt will coach the IODA European Championship Team. Mendelblatt, a many-times youth champion himself, will accompany Clay Eich, Jessica Drapkin and Ann Marie Casesa to Istanbul, Turkey, for a week of international competition at the end of July.

Coming soon, maybe: U.S. sailors have been dreaming about racing to Cuba for years. In the mid-'70s, the last such race headed for Havana from St. Petersburg.

Now, it looks as if local salts will have their chance. Sarasota is moving ahead with plans for a chase to

Havana on June 10. So far, the event has navigated safely around political and logistic snags.

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FASHION FLASHES Orange County Register (California) June 3, 1994 Friday

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Orange County Register (California)

June 3, 1994 Friday MORNING EDITION

SECTION: ACCENT; Pg. E02

LENGTH: 206 words

HEADLINE: FASHION FLASHES

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:
How do you thank a man for giving you such things as life and love?

You can show your appreciation this Father's Day by giving him an accessory to suit his personality.

If your dad is a sports buff but already has season tickets, you might want to consider a tie with the logo of his favorite team.

The RM Style collection, left, includes styles from major-league baseball, the National Football League and the National Basketball Association for $ 35-$ 40. The neckwear is sold at The Broadway and J.C. Penney.

Ralph Lauren offers something for dads who prefer serene, sandy beaches over multiscreen sports bars. His walks along the water will be stylish in these brown distressed-leather sandals (below, $ 115). At the Ralph Lauren shop, South Coast Plaza, Costa Mesa.

Fathers who are always on the run can keep track of time with these bold diver-style watches (about $ 70) by **Nautica** (above). The styling features Indiglo night-light faces, signal-flag markings and brightly colored resin straps. At the **Nautica** store, Newport Beach.

GRAPHIC: BLACK & WHITE PHOTO; B&W PHOTOS.

LOAD-DATE: March 17, 1997

Well-Suited The Denver Post June 3, 1994 Friday

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The Denver Post

June 3, 1994 Friday 2D EDITION

SECTION: LIVING; Pg. E-01

LENGTH: 514 words

HEADLINE: Well-Suited

BYLINE: Francine Parnes, Denver Post Fashion Editor

BODY:
'A man's style is either the smartest or the dumbest thing he can say about himself," Denis Boyles, contributing editor to Men's Health magazine, once said.

When it comes to swimwear, the odds can get pretty dicey. There you are, scanning swimwear departments for that yard of fabric that allows your body to undergo public scrutiny and keep your ego unscathed.

You quickly discover there's a fine line between looking stylish and looking stupid. Rather than up the ante, you lower your expectations, and your modest goal is simply not to embarrass yourself. The swimsuit issue will have to run without you this year.

Deliver us from the less-than-flattering shots of swimsuit-clad President Clinton and Boris Yeltsin that ran recently in GQ. Not exactly a sight for sore eyes.

"Though the (white male middle-aged) politician does not look after himself properly," said the article, "he has no compunctions about subjecting the world at large to a view of a body that should never, ever be seen in such an unclothed state, except by a spouse or physician.

"As a rule, the loopier and more self-deluded the politician is, the skimpier his swim trunks are. The very sensible Clinton's thigh-climbing shorts are nothing compared to the borderline-pornographic thongs of Yeltsin and, most disturbingly, Russian ultranationalist Vladimir Zhirinovsky."

Fortunately today, more flattering bathing suit options abound. Boring boxers and briefs are giving way to more fashion-conscious men's swimwear.

This is the year of retro swimwear, and trunks are returning to their surfing roots. Inspired by the revival of authentic boardshorts, nylon mesh shorts and volleys, designers are bringing back the best of flattering styles from the '50s and onward.

Among the trends for days at the beach: Keep an eye peeled for eye-popping brights; iridescent hues; retro batiks and madras; and offbeat woodblock Polynesian floral prints.

Case in point: a blue/green tropical print Supplex nylon boxer trunk from Lands' End. Perfect for whiling away a lazy summer afternoon.

Here's the usual lingo: trunks (about a 4-inch inseam); volley (6-inch inseam); and surfer (9-inch inseam). That's the general explanation from J. Crew; your mileage may vary.

Then there are form-fitting athletic styles, such as Elvis Presley-inspired Lycra square-cut bikinis, and bike pants.

For traditionalists, nautical prints are still in the swim. Choose from green flag print cotton boxer trunks from Gant, and red, white and blue boxer trunks from Tommy Hilfiger or **Nautica.**

Other popular beach resources include Speedo, Jantzen, Gottex, Champion, Ocean Pacific and Jimmy'z. Flowered shorts look best when set off against something basic, like a khaki or white T-shirt.

Speaking of basics, uninhibited minimalists are stepping out in Ibiza's stringless thong bikini. About $ 30 through the Playboy catalog, it covers the bare essentials. Sold in medium and large only.

No size small? Call it a guy thing.

WHAT'S WHAT

TRUNKS: 4-inch inseam

VOLLEY: 6-inch inseam

SURFER: 9-inch inseam

GRAPHIC: PHOTOS: Photographer: Dave Buresh; Stylist: Barbara Pedziwiatr

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Madison Ave. windows reflect classic shoe looks; window shopping the Madison Avenue, New York, New York stores Footwear News June 6, 1994

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Footwear News

June 6, 1994

SECTION: Vol. 50 ; No. 23 ; Pg. 30; ISSN: 0162-914X

LENGTH: 766 words

HEADLINE: Madison Ave. windows reflect classic shoe looks; window shopping the Madison Avenue, New York, New York stores

BYLINE: Schneider-Levy, Barbara

BODY:
NEW YORK - With Memorial Day history, summer is off and running at retail. A walk down Madison Avenue shopping the shoe stores revealed boat shoes, moccasins and fisherman sandals occupying prime window real estate.

The footwear window scene on Madison took a traditional turn with classic business looks the main story. To freshen up these otherwise basic styles some novelty wovens were added, predominantly in antiqued-brown leather.

And, contrary to what's been happening with boots over the past several years, the category was virtually absent from store windows with the exception of some versions by H.H. Brown and Timberland on display.

The highlight of the Avenue, however, was Barneys New York at 61st Street, devoting an entire window to men's footwear. Shoe were shown minus props and included a natural linen ankleboot on a thick crepe sole; a platform espadrille with ankle ties; a motorcycle boot; a black-leather slide and fabric military looks on lug soles.

Billy Martin's started off FN's walking tour, up on 68th Street, where Western looks focused on intricate inlay work in a range of colors. There was a boot shaft decorated with an Indian-head motif, a black and white cactus boot and a Navajo-inspired boot with pattern-work in turquoise, yellow and rust.

Tanino Crisci, a classic shop on 67th Street, showed traditional dress looks with trio in caramel-colored leather with a slightly heavier sole treatment. There were also classics on lighter, leather bottoms and a moccasin with a leather sole with round, rubber inserts.

A walk downtown to Timberland and Cole-Haan, showed the former was displaying boat shoes in tan and brown and two-tone version in off-white with spruce and tan, and light brown with olive.

Cole-Haan decided to put its men's merchandise in the 61st Street windows rather than on Madison, where the store devoted the space to women's. Men's styles displayed included fisherman and big-banded sandals, a series of unlined casuals in chocolate-brown leather that took on a handcrafted feeling, and some driving mocs. Other looks went from linen and leather spectators to tassel slipons.

Next on the route, the Florsheim store at 60th Street took the every-thing-under-the-sun approach to window dressing, featuring a multitude of looks that went from waterproof dress/casuals to the brand's Comfortech collection to its Outdoorsman package of shoes and some Western looks.

Bally at 59th Street went the opposite route with a super-clean window display that featured two suede jackets, a weekend bag and a collection of mocs that included colorful nubuck versions on flexible unit soles to smooth-leather versions on leather bottoms.

Between 58th and 57th streets is Fratelli Rossetti, which made a colorful statement with its Rossetti Yacht collection - flexible mocs done in nubuck with terrycloth linings. Spruce, gold and black were some of the colors shown. Also featured was a duo of boat shoes and penny mocs in a spectator mood.

Johnston & Murphy, located between 55th and 54th streets, showed a mix of regular-price and sales merchandise in its windows. Boat shoes by Timberland were on display in addition to cvo's by **Nautica.** There also were nubuck mocasins with whip stitching by J. Murphy and some fisherman sandals by Johnston & Murphy.

Bostonian's main windows are located on 53rd Street, a string of which featured a selection of rugged styles from Timberland, fashion-forward designs from Kenneth Cole and comfort footwear by Clarks and Rockport. Some standout items were a black square-toed oxford under the Bostonian brand that climbed up around the ankle, in addition to a cap-toe bootie, also in black. Both are young and directional at prices in the high-$ 200s.

The recently renovated Florsheim store on 50th and Madison took a contemporary approach to its window design: Natural planks of wood made up the flooring, and platforms of the same wood were used to display shoes.

Church's English Shoes, a block down, had a nautical theme running throughout its windows on Madison and 49th Street. The windows were divided between Church's own goods, which were mostly displayed on Madison, with the store's more casual merchandise from other vendors shown on the store's 49th Street side.

Classic Church looks included oxfords, wingtips, bucks, fisherman sandals, some exotics and wovens. The casuals ranged from sandals and boots by Havana Joe to Clarks of England Wallabees and Desert boots in addition to sandals. There were also looks by Sperry Top-Sider and H.H. Brown.

GRAPHIC: Photograph

SIC: 3140 Footwear, Except Rubber ; 5661 Shoe stores

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A marriage tailored to the '90s; wedding the right fabrics and construction to make the salable soft suit; includes related article on display fixtures for the new soft suits Daily News Record June 6, 1994

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Daily News Record

June 6, 1994

SECTION: Vol. 24 ; No. 107 ; Pg. 12; ISSN: 0162-2161

LENGTH: 1171 words

HEADLINE: A marriage tailored to the '90s; wedding the right fabrics and construction to make the salable soft suit; includes related article on display fixtures for the new soft suits

BYLINE: Gellers, Stan

BODY:
Wedding the right fabrics and construction to make the salable soft suit

NEW YORK -- The tailored clothing market is getting soft for spring and this has nothing to do with the state of the industry.

Soft clothing is the big news everywhere for next season and it's more than a supple fabric or a light construction. As American manufacturers like to explain it, soft should be a marriage of a specific fabric and the way the garment is made.

One depends on the other and the soft constructions vary widly throughout the market.

For some companies, soft means a totally unconstructed coat -- with or without a lining. But in the main, a fully constructed coat with supersoft fusibles and fewer "inners" is the way to go for spring.

Even the establishment makers have given in to soft. They've lightened up the constructions of their serious suits and dressy sport coats. And most forecast that about 25 percent of their total spring sport coat business will be soft. The figure for suits ranges between 10 to 20 percent.

Numbers aside, soft has given the clothing market something it needed desperately -- a new selling handle for spring.

Many companies have picked up on the FridayWear trend in sport coats, regular suits and suit separate with the look, feel and attitude of sportswear. In fact, the concept has become a bridge from tailored clothing into different departments in stores -- sportswear, collections and separates.

How widespread is the soft invasion in the American market?

Soft is available at all prive points and the timeworn implication that a soft or lightly constructed jacket cuts corners is as dead as the hard suits of the '70s.

Here are some of the optimistic spring projections for soft clothing:

From Steven Kurtzman, president and CEO, American Fashion: "For us, soft is both lightly constructed as well as unconstructed clothing. We've been softening our clothing for the last four years and it's now 25 percent of our business. We think we can increase our overall spring volume 10 to 15 percent with soft clothing."

Al Cohen, president and CEO, Hartz & Co.: "In sport coats, soft will represent at least 25 percent and in suits, about 10 percent. It's certainly a growth business because soft means a more casual way of living. But you can't have soft across the board. The fabric as well as the attitude have to be right."

Jim Murray, senior vice-president of sales and marketing, Schoeneman/Palm Beach Cos.: "In certain divisions, such as **Nautica** and Palm Beach, soft will be much more important. In **Nautica,** we're looking at more than 50 percent of the sport coats; in Palm Beach, 30 percent of the coats."

Ken Hoffman, president and CEO, Hart Schaffner & Marx: "In Austin Reed, 75 percent of the line is soft shoulder and a soft construction is key. We also offer soft sport coats in Hart Schaffner & Marx, but the percentage isn't as great because of the higher price points. But it could hit 20 to 25 percent."

Henry Siegal, president and CEO, Greif Cos. "Our big push for spring is the soft, relaxed sport coat and blazer in our new Metropolis line. That's the only way we're making them. We're doing a full line of french-faced soft coats that are fully constructed and with a fully lining. We expect soft to be over 25 percent of our spring business for the company."

Bill D'Arienzo, vice-president of marketing and strategic planning, The 500 Fashion Group: "We're making a major soft statement in our regular sport coats, and also in our new Lineage Collection of sportswear separates. In regular sport coats, soft will be 10 to 15 percent. Lineage is all soft. Combined, they'll amount to 25 percent of our spring business."

Joshua Weiss, executive vice-president, Cliftex Corp.: "For spring, soft is 100 percent of our sport coats. We don't make them any other way for all of our labels. In suits, we're dealing with 20 percent."

Is soft a hard sell in the showrooms? Weiss is typical of many in the market when he answers, "Not at all. Retailers not only understand it, they welcome it."

And one of the major reasons, he explains, is this: "For some time, spring certainly has been lackluster. With the new concept of soft sport coats and suit separates, we're looking forward to a 10 to 20 percent increase for next season"

Commenting on the many interpretations of soft makes, Richard C. Pietrafesa, president and CEO, Jos. J. Pietrafesa Co., observes, "The influence of soft clothing continues to grow and we interpret it as not as sportswear, but as FridayWear. We have it in our Alexander Julian Collection and his Colours line, as well as our own private label.

"To do soft, we developed a number of models that incorporate a more lighter weight, easier construction. But they're not unconstructed or a sloppy construction.

"The fabrics we're using are traditional, but we're not taking this to a casual extreme. We just like the idea of comfort and we're doing our FridayWear primarily in sport coats and country suits. The models are contemporary three-button coats and they're modified to accommodate the softer construction and the fabrics."

Soft FridayWear is the total message in the new Arrow Sport Club line that Bidermann Tailored Clothing, Inc., is launching for next spring. Michael Sandler, presient, explains, "The jackets and pants have that Friday attitude, but they're appropriate attire for the office."

The jacket/pants package introduces the Arrow label into clothing for a suggested $ 200 and there are

coordinating FridayWear sized sport shirts.

The jackets, Sandler points out, are an updated American traditional model with an extended natural shoulder. They're very lightly tailored, have a french-faced front and a snappy J.C. Leyendecker Arrow Collar Man print half-lining. The broad assortment of classic plaids and subdued checks in wool and silk blends team up with coordinated slacks.

With the rush of soft clothing, it's no surprise that "handle with care" signs are being hoisted throughout the market. Weiss at Cliftex explains, "Everybody's doing soft sport coats for spring, but we're giving as much emphasis to soft suits through the use of soft compoennts and super-high-performance twist worsteds.

"We're doing fully constructed coats but with supersoft components for comfort without rigidity. The secret is to customize the compoents for the fabric."

Als commenting on soft, Robin Worley, CEO, Warren Sewell Clothing Co., adds, "When you use lighter-weight fabrics, you must match it with lighter fusibles. If they're too stiff, the fusibles defeat the purpose of the soft fabric. If the fusible is too light, it doesn't support the fabric.

"We point this out to our customers and, frankly, all the words really don't mean anything. You have to feel the softness for yourself and the retailers have to pass this along at the counter."

And the consumers might finally turn out to be the soft touch that clothing makers are hoping for.

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SECOND LOOK: SKYLARK NEEDS A NEW DESIGN, BUT THREE OTHERS ARE ALL-AROUND WINNERS San Jose Mercury News (California) June 10, 1994 Friday MORNING FINAL EDITION

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HEADLINE: SECOND LOOK: SKYLARK NEEDS A NEW DESIGN, BUT THREE OTHERS ARE ALL-AROUND WINNERS

BYLINE: MATT NAUMAN, Mercury News Auto Editor

BODY:
A BACK injury has kept me out of the office -- hurray -- and off the road -- boohoo -- in recent weeks. I've been driving less than usual, and when I have gotten behind the wheel, I've used the time to take second looks at 1994 versions of cars, trucks and vans that haven't changed much since I last had them for a test drive.

The only common thread among these four vehicles -- Buick Skylark, Mitsubishi Montero, Mercury Villager **Nautica** and Dodge Ram -- was that their front seats were large enough so that I didn't have to fold myself in half to get into them.

Buick Skylark

The Skylark, which I last drove in February of 1992, has a unique distinction. To my eye, it's the ugliest production vehicle made by General Motors. That's quite a statement, considering that GM also produces a trio of minivans, the Chevrolet Caprice and the Olds Ninety-Eight that are quite visually unappealing. The Skylark is worse, I think, simply because its pointed-nose exterior is matched with a choppy, tacky-looking interior design.

Available as a coupe or a sedan, the compact Skylark is Buick's version of the Pontiac Grand Am and Oldsmobile Achieva. Based on sales success, the Grand Am is the clear winner of that group.

For 1994, Buick has replaced the 3.3-liter V-6 engine with a 3.1-liter V-6 as standard equipment on the Gran Sport and as an option on the Custom and Limited versions. The base engine remains the 115-horsepower, 2.3-liter four- cylinder. Skylarks are quieter, have driver's-side air bags and other minor improvements for 1994, Buick said.

Our test vehicle was a Skylark Gran Sport sedan. With options, it had a sticker price of just over $20,000. At that price, buyers have lots of choices, including many cars that look and drive better and have superior features.

On a more positive note, I like the powertrain combination of the new V-6 and the four-speed automatic transmission. It was pleasantly powerful, and much smoother than the Skylark I drove in 1992. Rear-seat room was another plus.

Still, the car's angular front end, its two-tone (maroon and silver) paint job and its excessive body-side molding were unattractive. Its interior, especially the doors and the dash, were too plasticky and junky to please many buyers. The seats were a bit soft, too.

Mitsubishi Montero

Start adding on the options and the Mitsubishi Montero, which I last drove in April of '92, becomes an expensive choice in the sport-utility segment. It's also one of the most attractive ones.

Our test vehicle had lots of nice touches -- burl wood trim, leather seats with armrests, a good stereo -- as well as some high-tech gadgets, including the Multi Meter, which is Mitsubishi nomenclature for its inclinometer, altimeter, electronic compass and temperature gauge. The result was a very well-equipped vehicle with a sticker to match: $35,000.

Inside, the Montero is well laid-out and practical. The sunroof is huge, giving light and air to both the front and back seats.

For 1994, the Montero gets a driver's-side air bag and an improvement of seating from five to seven passengers. On the up-level SR models, a new 3.5- liter V-6 is used. The dual-overhead-cam engine has 24 valves and generates 215 horsepower. The automatic transmission features power, normal and hold options. The Active-Trac system allows shifting into four-wheel drive at speeds up to 62 miles per hour.

A competitive alternative to the Jeep Grand Cherokee, the Montero is more elegant than athletic.

Villager **Nautica**

When I drove the Mercury Villager in July of 1992, it instantly became one of my favorite minivans. Nothing has changed in two years, except the Villager now has a driver's-side air bag, which makes it even better.

For 1994, Mercury has teamed with the **Nautica** sportswear company to create a special-edition version similar to the Eddie Bauer-edition Explorers and Aerostars that have been so popular.

The **Nautica** Villager comes with special exterior paint (blue and white or white and blue) and special seat upholstery with the **Nautica** insignia. The effect is quite peppy, and might even qualify as overly preppy. There's no doubt the **Nautica** Villager would be at home at your neighborhood yacht club.

The Villager essentials -- a smooth engine and transmission, excellent quality and versatile seating/cargo combinations -- remain unchanged.

One of the more upscale minivans -- the **Nautica** sticker was $29,000, even after package discounts -- the Villager is confirmation that minivans have progressed since the days when they were cargo vans with seats for seven people.

Dodge Ram

The Dodge Ram full-size pickup remains one of my favorite vehicles. Last November, I drove the diesel-powered version. More recently, I had one with a 5.9-liter Magnum V-8.

This engine was most impressive, and more to my liking than the diesel. It produces 230 horsepower, and it's easy to feel that power whether you're climbing hills or accelerating on flat road. The automatic transmission was also quite nice, albeit a little jerky on some roads.

Our vehicle's bright blue paint complemented the aggressive grille and front end and made the Ram quite a sight.

Inside, the roominess was impressive and the layout of the instruments, controls and storage slots were excellent all around.
NUTS AND BOLTS

WHAT WE DROVE: 1994 Buick Skylark Gran Sport, a four-door compact sedan with a 3.1-liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: $18,299

PRICE AS TESTED (includes options, California emissions and delivery charge): $20,261

STANDARD FEATURES: Air conditioning; driver's-side air bag; anti-lock brakes; cruise control; AM/FM stereo; split, folding rear seat; 16-inch aluminum wheels; upgraded suspension.

OPTIONS ON TEST VEHICLE: Upgraded stereo with cassette deck and CD player; rear window defogger; remote keyless entry; power driver's seat.

EPA FIGURES: 20 mpg (city), 29 mpg (highway)

WHAT WE DROVE: 1994 Mitsubishi Montero SR, a sport-utility vehicle with a 3.5- liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: $31,475

PRICE AS TESTED (includes options, California emissions and delivery charge): $35,261

STANDARD FEATURES: Active-Trac four-wheel-drive system; driver's-side air bag; air conditioning; power windows and locks; keyless entry; cruise control; AM/FM stereo with cassette; portable emergency lamp; cargo tool box; rear window wiper/washer/defroster.

OPTIONS ON TEST VEHICLE: Fog-light kit; leather and wood package with leather seating, wood trim and power driver's seat; power sunroof; rear differential lock; roof rack.

EPA FIGURES: 14 mpg (city), 17 mpg (highway)

WHAT WE DROVE: 1994 Mercury Villager LS **Nautica,** a seven-passenger minivan with a 3.0-liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: $24,635

PRICE AS TESTED (includes options, California emissions and delivery charge): $29,000

STANDARD FEATURES: Anti-lock brakes; side-door intrusion beam; rear window wiper/washer/defroster; driver's-side air bag; power locks, windows and mirrors; air conditioning; captain's chairs; AM/FM stereo with cassette; leather seats; tinted glass.

OPTIONS ON TEST VEHICLE: Power driver's seat; flip-open tailgate window; rear air conditioning; electronic instruments; trailer tow package; **Nautica** packaging; power sunroof; upgraded stereo with CD player.

EPA FIGURES: 17 mpg (city), 23 mpg (highway)

WHAT WE DROVE: 1994 Dodge Ram 2500, a regular-cab pickup with a 5.9-liter V-8 engine and a four-speed automatic transmission.

BASE PRICE: $15,916

PRICE AS TESTED (includes options, California emissions and delivery charge): $21,405

EPA FIGURES: 12 mpg (city), 16 mpg (highway)

NOTES: Test Drive: Buick Skylark and three others
Next Week: Ford Aspire
Additional information (end of article)

GRAPHIC: Photo;
PHOTO: The Buick Skylark Gran Sport sedan, with options, has a sticker price of just over $20,000.
940610 DR 1E 3; color

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DRESS THE PART Palm Beach Post (Florida) June 15, 1994 WEDNESDAY,

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June 15, 1994 WEDNESDAY, FINAL EDITION

SECTION: ACCENT, Pg. 1D

LENGTH: 165 words

HEADLINE: DRESS THE PART

BODY:
Important, you might call them.

They're the kind of situations where you want to look your best. Your class reunion (or even more crucial, your spouse's reunion.) A 5 p.m. wedding. A visit to the theater. Meeting "the parents" for the first time.

Sticky situations, you could say - where first impressions count, and you wouldn't want some style slip-up to ruin an otherwise great time.

We talked to some experts who gave us their tried-and-true tips for foolproof dressing: A crisp white shirt exudes confidence. Light colors are perfect for summer weddings. Don't overdo.

And while advice is nice, it's just advice. If you're looking for rules, there really are none. Well, maybe one:

"Whatever you wear, there shouldn't be any distraction about who you are on the inside, from the person on the outside," said image consultant Susan Reed. "You should wear something that makes you feel good. Then, you'll look good and be confident."

- CHRISTINE KEATING

GRAPHIC: PHOTO (3 c), Photos by JEAN HART HOWARD/Staff Photographer, 1. The parent trap, Sticky palms? Queasy stomach? Must be love. Or, the day you're meeting your intended's parents. First impressions last a lifetime, so you want to make the best one you can., But don't put too much emphasis on what you wear, advises Sasha Morrison, Seventeen magazine's fashion editor., "If you dress in a way for the first meeting that is not in the way you're going to dress when they see you again - that could bring about some serious discussions," Morrison said., So keep it simple. (Well, you might consider removing the nose ring just this once.), A crisp white shirt will show confidence. Pair that with a little flippy skirt like the one on our model, and you have an outfit that says I'm pretty, fun and confident., Same goes for the guy. Keep it simple. He's wearing an outfit by **Nautica** - white walking shorts and a shirt, all from Bloomingdale's., 2 & 3. The Wedding, Attending a 5 o'clock wedding in South Florida is sticky two times - once because of humidity, and once more because of the timing. The ceremony starts in daylight, but the reception is bound to last until dark. And unlike the bride, you're probably not bringing another outfit. So what's going to take you from "I do" to the last champagne toast?, "Probably one of the nicest things would be a soft silk chiffon trouser with some sort of matching jacket, maybe in another fabric," said Sandra Graham from Escada., "I think you should always keep it light - I don't really see anything dark in the afternoon.", Our model (left) is wearing a pale yellow suit with a patterned silk vest from the Giuseppe

Collection at Bloomingdale's. The men can't go wrong with an eggshell suit (far left) by Calvin Klein, with a navy banded collar shirt (a nice casual alternative to a collared shirt and tie) and natural fabric shoes, all from Bloomingdale's.

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MICHAEL LAFAVORE DISCUSSES CURRENT FASHIONS FOR MEN CBS News Transcripts June 16, 1994, Thursday

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HEADLINE: MICHAEL LAFAVORE DISCUSSES CURRENT FASHIONS FOR MEN

ANCHORS: HARRY SMITH

BODY:
HARRY SMITH, co-host:

How important is fashion to men? Well, a new survey shows 70 percent feel people judge them by appearance. And as life gets more leisurely, 29 percent say their workplace has a weekly 'casual day.' All of which leads us to Fisher Island, off the tip of Miami where Men's Health executive editor Michael Lafavore is standing by to show us the latest in men's casual wear. Good morning, sir.

Mr. MICHAEL LAFAVORE (Men's Health): Good morning.

SMITH: So, talk to us about some of the trends we are seeing now. You are looking very comfortable, by the way. What is that?--kind of a linen shirt there?

Mr. LAFAVORE: Yeah, and it's beautiful down here. It's cooler than it is up there.

SMITH: Talk to us and show us what's hot and what's not.

Mr. LAFAVORE: Well, what's--what's fashionable this year is loose, comfortable, very casual, also I think things are more affordable this year. And with the World Cup and the America's Cup coming we're going to see a big sports influence. So let's take a look at some of the things we have here.

Down at the resort's beautiful beach, Rick--Rick is wearing a--Tommy Hilfiger's class navy blazer and khakis with a long nautical windbreaker so he can go straight from the dock to dinner. Morgan has on madras shorts and I think madras is making about its 10th comeback this year--and a red polo shirt from J Crew. The whole thing is less than $ 60.

Steve is in a sailing outfit from **Nautica.** He's wearing their nylon windbreaker and matching polo shirt with tan cotton shorts which are a summer staple.

SMITH: Like the big shorts.

Mr. LAFAVORE: Yeah. Down by the water, Gino's loose shirts and pants from A-X Armani Exchange look like

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CONTENDERS SAIL IN;LAKE MICHIGAN THE SITE OF U.S. CHAMPIONSHIPS Chicago Tribune June 20, 1994 Monday, NORTH SPORTS FINAL EDITION

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HEADLINE: CONTENDERS SAIL IN;
LAKE MICHIGAN THE SITE OF U.S. CHAMPIONSHIPS

BYLINE: By Mark Caro, Tribune Staff Writer.

BODY:
Quick: Name a sport that is beloved around the world, has yet to catch fire here and yet is holding a major championship this week in Chicago.

Hint: Soccer doesn't count.

The city may not be the sailing mecca of the world, but it's now in the center of the search light as it hosts the **Nautica** U.S. Sailing Youth Championship, which begins competition Monday and lasts through Thursday at the Chicago Yacht Club on Belmont Harbor. For the country's 150 top sailors age 19 or younger, this invitational regatta, held at a different site each year, is their big event and determines who will represent the U.S. at next month's world championships in Greece.

For Andy Groh, 17, the event's lone Chicagoan, the championship will be his first chance to compete against the best of the best. He's one of 60 competitors in the solo-or singlehanded-competition. There are also 35 two-person teams-doublehanded-and 20 windsurfers.

"I'm excited but not really nervous because I'm pretty sure I'm not going to do well," Groh said. "I know I'm going to learn a lot, and that's all that I'm looking for in this regatta."

In a sense Groh is in a similar position to the U.S. soccer team in the World Cup; he's the host facing competitors from other areas-in this case the two coasts-where the levels of intensity and enthusiasm are higher.

"They have an edge because they can sail year-round, and there are more people into sailing there as opposed to here," he said, adding, "I used to play soccer also, so it's kind of ironic, I guess. I'm into the reject sports."

Yet Groh at least has the advantage of being used to the quirky conditions of Lake Michigan. Most of the other competitors have sailed primarily in bays or on the ocean, so as they prepared to take their boats out for some drills Sunday morning, they tried to get a handle on the lake effect.

"You've got to be much more experienced to sail (here)," said windsurfer Kurt Wode, 16, of North Potomac, Md. "You've got to know you to pick up windshifts because they come so much faster here."

Solo skipper Matt McQueen, 18, of San Francisco, observed, "The water's more choppy, and the waves are not as spread out.

"The water's a little thinner because it doesn't have the salt, so boats spin out easier; it's harder to keep control."

The consensus was that this year's competition, which encompasses eight races in each division, will be especially reliant on finesse, as opposed to straight-ahead cruising.

"It's not going to be speed this year; it's going to be tactics," Wode said.

John Meade, 18, a soloist from New Orleans, agreed: "It takes a lot of technique to keep your boat moving with the bow constantly pounding the waves."

The sport is one that requires a high level of coordination between the areas above and below the neck. So the competitors, though rarely overweight, come in a variety of shapes and sizes.

Included are a fair number of females, who compete with the male majority though they have separate winners in each category to move on to the world championships. Cara Reid, 16, of Edison, N.J., is assured a trip to Greece because she's the only competing female windsurfer.

"You get lonely for other girls to sail with," she said. "But it's actually better because you learn more from better sailors."

Solo sailor Danielle Brennan, 18, of New York City, said guys may have a slight physical advantage, but "I pay more attention to the mental stuff."

As the sailors took to the water in their respective groups Sunday, they found the navigating tricky, as expected. The windsurfers, the fastest group, whizzed over their bumpy paths but wound up spending much time in the 60-degree water trying to return their crafts to the upright position. The single- and double-handed boats practiced their starts, tight turns and the dastardly deed of stealing a rival's wind.

All the while the city's majestic skyline rose out of the haze. "It's awesome," Meghan McQuern, 16, of Ft. Myers, Fla., said from her two-person boat. "I love it."

The big-city setting is a rarity for such a sailing competition, and a few sailors said they were put off by the sight of all the people and buildings. But in one respect, Chicago is a sailing natural.

"It's supposed to be the Windy City," Reid said, "so it should be fun."

GRAPHIC: PHOTOS 2; PHOTOS: Wind surfer Ardy Anderson (above) of Elkhart Lake, Wis., tries to get back on his sailboard after tipping over Sunday in Belmont Harbor in preparation for the **Nautica** U.S. Sailing Youth Championship. New Yorkers Leigh Lucas (left) and James M. Wadsworth also practice for the competition, which begins Monday and continues through Thursday. The regatta, for 150 top sailors age 19 and younger, determines who will represent the U.S. at the world championships in Greece. Tribune photos by Nancy Stone.

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MALL MAVERICK -- BELLEVUE SQUARE DEVELOPER TRAVELS UNCONVENTIONAL ROAD The Seattle Times June 27, 1994, Monday, Final Edition

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HEADLINE: MALL MAVERICK -- BELLEVUE SQUARE DEVELOPER TRAVELS UNCONVENTIONAL ROAD

BYLINE: BY SYLVIA WIELAND NOGAKI

BODY:

Bellevue Square developer F. Kemper Freeman Jr. has the bland, bespectacled countenance and modest manner of a trusted financial adviser. He even dresses like one.

But put him on his own turf and Freeman revs up. The salesman within emerges.

"Auntie Anne's!" he exclaims, catching sight of a snack store some distance down the mall, across the atrium. "Have you tried their pretzels? Even if you hate pretzels, you'll love theirs."

Or walking into The Bon Marche's men's store, where shirts are draped across fine furniture.

"I mean, that **Nautica** stuff," he says. "Who wouldn't be crazy about that?"

These days, it seems, plenty of people are crazy about what's happening at Bellevue Square, a retail laboratory for Freeman's highly successful, maverick brand of mall merchandising.

Construction partitions wall off spaces all over the mall as a $ 100 million-plus mall renovation continues. About 32 stores have opened in space formerly occupied by the now-defunct Frederick & Nelson, and a total of 17 more are opening, most by Christmas.

That has triggered moves throughout the mall. In the last year, probably at least a quarter of Bellevue Square's 200-some tenants have moved, remodeled or are new.

Some of the nation's most sought-after retail tenants, including Warner Brothers, F.A.O Schwartz and Ann Taylor, are in. More, including J. Crew and Williams-Sonoma, are coming.

Meanwhile, foot traffic is up nearly a quarter over last year. Sales per square foot - already one of the highest on the West Coast - have soared to about $ 500. Two anchors - The Bon and Nordstrom - are expanding significantly, and the third, J.C. Penney, probably will add 50 percent more space.

And Freeman, 52, already is polishing plans for his next move. Preliminary architectural drawings call for an 80,000-square-foot addition that will wrap around the Square's northeast corner. Another tenant with sizzling sales, housewares merchant Crate & Barrel, and Borders Books, will open on the site in 1996.

He has accomplished all of this while gleefully breaking nearly all the rules the industry swears by. But then, Bellevue Square is not a typical mall, and the Freeman family is not a typical mall owner.

For starters, it's a family-run business. The fourth generation of Freemans, Kemper's two daughters, work in the leasing office.

Most malls are owned by megadevelopers who regard their malls

primarily as investments, not legacies.

Bellevue Square, a 1.3 million-square-foot mall, also is a single property.

Most developers own dozens if not 100 or more malls.

While most malls are managed according to a set of ironclad rules, Freeman does things his way. He ignores industry conventions that say a mall must have all its retailers grouped by categories, such as shoes; a mall must not put restaurants next door to nice shops; or a mall must have national chains and few local tenants.

"Kemper breaks every one of those rules," says Rebecca Wolfe, a Detroit-based retail leasing consultant who represented The Icing, an accessory chain that wanted a space in Bellevue Square.

"We, as retailers, pull our hair out because he's so unusual in so many regards."

When The Icing was offered a spot right next to Panda Express, a Chinese cafeteria-style restaurant with some decidedly pungent, garlicky dishes, Wolfe says tactfully, "we had to think about that a lot." The Icing went in.

"The sales tell the story, so he's doing something right, I guess," Wolfe says.

Freeman likes to point to the battle for the Frederick's space as an example of how independent, hands-on management can make a difference. Another retailer, Gottschalks, a price-oriented California chain, wanted the former Frederick's space in the mall. But Freeman, who figured Gottschalks wouldn't fit in, fought persistently to get the space, and won.

Now, instead of Gottschalks, he's getting a collection of shops any super-regional mall owner would envy.

Then there was the matter of Saks Fifth Avenue. After obtaining the former Frederick's space, Freeman won a commitment from the tony New York specialty retailer to fill part of the 220,000 square feet. On the day Saks was scheduled to sign, however, its executives told Freeman they'd lowered projected sales by one-third, so his share would be less, and if that was OK with him.

It wasn't, and he sent Saks packing. Then he came up with the plans to renovate Frederick's former space into small shops - something else industry pundits warned wouldn't work.

But it has, spectacularly. Sure, Freeman admits, it cost him more than it would have to have Saks. With hallways and such, he ended up with about 40,000 fewer square feet, and more tenants to manage.

But more than 300 potential tenants were interested in the space. And sales so far for the small stores are triple what Saks had projected.

Freeman's iconoclastic style is alternately viewed as trend-setting, or just plain bizarre. Take the practice of having restaurants and snack bars scattered throughout the center, rather than in a food court.

"That's a rule he may be writing," says Jim Mance, a leasing agent for The Rouse Co. who filled Westlake Center. Mingling restaurants and retail requires special venting to keep food odors and grease away from other tenants, especially clothing stores.

Still, says Mance, as malls become larger, shoppers may object to walking longer distances to get to food courts, preferring to have restaurants tucked in among shops.

Freeman's mall gets high marks from tenants for retail mix and service. Industry watchers say family-run malls typically watch such things more carefully than institutionally run malls.

"It's one of the premier malls on the West Coast," says Tom Bosch, Eddie Bauer's senior vice president for stores, which has several stores in Bellevue Square. "We're very pleased with the management of that mall."

So is Seattle-based Boston Sox, which faced a retailers' nightmare - having to relocate or close temporarily - during the recent mall renovation. Boston Sox ended up moving several times, but Bellevue Square went out of its way to ease the transition, even offering a much larger, temporary site for the same rent.

In an industry dominated by national chains, Bellevue Square is

known as a mall where local retailers are welcome. According to Freeman, 48 percent of his tenants are local retailers, compared with a national average of about 12 percent.

"A lot of landlords will throw out their local tenant" if a national chain wants space, says Jim Bieri, president of Bieri & Associates, a Detroit-based tenant consulting firm. But in at least one instance, Bieri recalls, "Kemper kept the local."

Some worry that Bellevue Square's gain is Seattle's loss. Not really, says Mance.

In fact, Bellevue's renovation helps Seattle, because national retailers generally find that expansion into a new market requires at least two stores to make sense. Before the renovation, Mance says, many national retailers who wanted to come into this area couldn't find space in either Seattle or Bellevue. Now, at least, they have a toehold - and a stronger reason to locate another store here.

True, he says, if a chain in Seattle locates a branch in Bellevue Square, customers may initially shop there, and sales at the older store may drop 10 percent or 15 percent.

"But it always springs back," Mance says. Both markets remain strong, but they're different. Seattle draws the tourists, grabs the attention and still owns the more nationally prominent address.

"They don't shoot movies in Bellevue," he says.

Strolling past the new Aveda Esthetique cosmetics shop, Freeman acknowledges as much. When Aveda lists its store locations around the world, he notes, the company doesn't name Bellevue Square. It claims its address as "Seattle."

At some point in the future, Bellevue Square may emerge from Seattle's shadow in the eyes of the nation's shoppers. The upcoming $ 30 million addition will help.

Freeman all but chortles as he recalls how all the experts told him that the area where the expansion will go - between a parking garage and the street, at the intersection of Northeast Eighth Street and Bellevue Way - was "useless space," suitable only for parking and shrubs.

And he obviously relishes his next experiment.

Both of the new stores in the planned expansion, plus a restaurant and a third tenant, will not open to the mall. They will not even be accessible from the mall without going through the garage. Instead, they'll open directly onto the street, just like a city downtown.

Radical? For malls like his, absolutely.

But given Freeman's track record, he may end up leading the parade, predicts Mance.

"He's going to write some new rules," says Mance, "and I think you're going to find other retailers are going to be following those rules."

GRAPHIC: PHOTO 1) JIM BATES / SEATTLE TIMES: F. KEMPER FREEMAN JR., BELLEVUE SQUARE DEVELOPER AND HARLEY DAVIDSON LOVER, BREAKS NEARLY ALL THE RETAIL RULES AND DOES THINGS HIS OWN WAY. > 2) THIS IS A SECTION OF PRELIMINARY ARCHITECTURAL DRAWINGS THAT CALL FOR AN 80,000-SQUARE-FOOT ADDITION TO BELLEVUE SQUARE THAT WILL WRAP AROUND THE MALL'S NORTHEAST CORNER. HOUSEWARES MERCHANT CRATE & BARREL AND BORDERS BOOKS WILL OPEN ON THE SITE IN 1996.

LOAD-DATE: July 7, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, March 27, 2006 - 9:45 AM EST

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NAUTICA ENTERPRISES, INC. ANNOUNCES RECORD 1ST QUARTER RESULTS PR Newswire June 27, 1994, Monday

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June 27, 1994, Monday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS EDITOR

LENGTH: 364 words

HEADLINE: NAUTICA ENTERPRISES, INC. ANNOUNCES RECORD 1ST QUARTER RESULTS

DATELINE: NEW YORK, June 27

BODY:
Nautica Enterprises Inc. (Nasdaq: NAUT) today announced record sales and earnings for the first quarter ended May 31, 1994.

First quarter 1994 sales were $44,554,000, an increase of 45% over the $30,740,000 posted in the corresponding 1993 quarter. Net earnings were $2,306,000 ($.17 per share) compared to $1,147,000 ($.10 per share) in the first quarter of 1993, an increase of 101%.

Commenting on the record results, Harvey Sanders, President, said "Sales of **Nautica** products continue to fuel our earnings growth and business expansion. During the past quarter, our customers have continued to increase the space devoted to **Nautica** products and the number of **Nautica** shops. We look forward to continued growth."

NAUTICA ENTERPRISES, INC.
Consolidated Condensed Earnings Summary (Unaudited)(A)

Periods ended May 31	Three Months Ended	
	1994	1993
Net sales	$44,554,000	$30,740,000
Cost of sales	$25,276,000	$18,051,000
Gross profit	$19,278,000	$12,689,000
SG&A	$15,843,000	$10,780,000
Interest (income) expense - net	($346,000)	$13,000
Net royalty income	$110,000	$108,000
Net earnings	$2,306,000	$1,147,000
Earnings per share	$.17	$.10
Weighted average shares	13,805,418	11,861,568

NOTE: (A) All share and per share data has been adjusted to reflect to reflect a three-for-two stock split effected in the form of a stock dividend to stockholders of record on Nov. 1, 1993.
CONTACT: Sharon Burd, controller of **Nautica** Enterprises, Inc., 212-541-5990

LOAD-DATE: June 28, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)

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Several SPJC athletes make Suncoast Conference team St. Petersburg Times (Florida) June 29, 1994, Wednesday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 29, 1994, Wednesday, City Edition

SECTION: SPORTS; around the county; Pinellas SPORTS EXTRA; Pg. 10C

LENGTH: 620 words

HEADLINE: Several SPJC athletes make Suncoast Conference team

BODY:

The Suncoast Conference All-Academic Team included 16 St. Petersburg Junior College athletes. The list by sport is as follows. The team includes those athletes who achieve a minumum cumulative GPA of 3.00.

Men's Basketball: Victor Axmacher, Venezuela. Baseball: Paul Althoff, St. Petersburg Catholic; Greg Pacitti, Seminole; Steve Wicks, Seminole; Erok Ronne, Tampa Catholic; Caleb Hamilton, Dunedin. Women's basketball: Jennifer Bada, Tarpon Springs; Michelle King, Canada; Stacia Kasper, Clearwater. Softball: Kristy York, Lake Howell; Lee Brown, Largo; Cindy Campbell, Countryside; Noelle Cartier, Largo; Viki Falla, Sebring; Carrie Holloway, Jacksonville Bolles; Susan St. Onge, Canada.

In addition, Axmacher, Ronne, Pacitti, Bada, Campbell, Cartier, Holloway and St. Onge were named to the Florida Community College Activities Association All-Academic list.

Sailing

Two local sailors from St. Petersburg - skipper Christina Bickley and her crew, Stephanie Doyle - finished second in the 420 boat at the United States Youth Championships held in Chicago. The team qualified for the United States **Nautica** World Team, which will leave for Greece July 3 for the Youth World Championships.

Basketball

Dale Richardson, who coached at Trinity Christian Academy in Jacksonville, has been named the boys coach at Indian Rocks Christian. In 1992, Richardson led Trinity to the Class A state championship, beatting Tallahassee FAMU 68-64 in the title game.

Baseball

After two days of pitching, hitting and running, a field of more than 1,000 baseball youths has been narrowed to 30 finalists in the Pitch, Hit and Run contest.

Sponsored by Major League Baseball, the competition will offer five Tampa Bay youths a chance to compete in the Sept. 17 National Finals at The Ballpark in Arlington, Texas.

The preliminary competition was held Saturday and Sunday at USF's Red McEwen Field, and scores were determined by combining point totals from the three disciplines.

The top six in each age group (9-13) will vie for those five berths to the National Finals at 5 p.m. today at Al Lang Stadium. The winners will be rewarded between the first and second inning at the St. Petersburg Cardinals game.

Pitch, Hit and Run results

13 year olds

1. James Keaton Jr., Tampa - 3,317

2. Jason Wright, Seffner - 3,293

3. Justin Pikrameros, Clearwater - 2,975

4. Jason Remmel, New Port Richey - 2,910

5. Joe Jiannetti, St. Petersburg - 2,825

6. Ryan Atwood, Tampa - 2,796

12 year olds

1. Matthew Warren, Plant City - 2,793

2. Joey Watts, Brandon - 2,689

3. Joey Dimais, Tampa - 2,619

4. Chad Mallory, Plant City - 2,566

5. Josh Tilten, St. Petersburg - 2,344

6. Keith Hakala, St. Petersburg - 2,225

11 year olds

1. Ben Sykes, Lakeland - 2,470

2. Maurice Moore, Tampa - 2,248

3. Arteis Brown, Tampa - 2,104

4. Jermaine Molphus, Tampa - 2,030

5. Richard Johnson, Tampa - 1,848

6. Thomas Avis, St. Petersburg - 1,808

10 year olds

1. Christopher Garrand, St Petersburg - 2,610

2. Ryan Devars, Tampa - 2,448

3. Nicholas-Zem Rodriguez, Tampa - 2,369

4. Matthew Finharty, Tampa - 2,021

5. Kevin Vaughn, Riverview - 2,014

6. Ryan Smith, St. Petersburg - 1,938

9 year olds

1. Timothy Seibert, Tampa - 2,012

2. Ty Taboreill, Tampa - 1,494

3. Eric Luttmann, St. Petersburg - 1,471

4. Matthew Moodie, Tampa - 1,369

5. Thomas Memory, Tampa - 1,327

6. Joshua Cole, Tampa - 1,220

LOAD-DATE: June 29, 1994

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Progress at Merry-Go-Round? The Baltimore Sun June 29, 1994, Wednesday,

Copyright 1994, The Baltimore Sun Company
The Baltimore Sun

June 29, 1994, Wednesday, FINAL EDITION

SECTION: BUSINESS, Pg. 12D

LENGTH: 570 words

HEADLINE: Progress at Merry-Go-Round?

BYLINE: Jay Hancock, SUN STAFF WRITER

BODY:
JOPPA -- Merry-Go-Round's managers and some shareholders found unusual solace yesterday in a 17 percent decline in store-for-store sales so far this month, saying the large fashion retailer is showing subtle signs of recovery.

Double-digit sales drops normally aren't something merchants brag about. But for Merry-Go-Round Enterprises Inc., the June figures disclosed yesterday are the best monthly results this year and, executives say, a sign of progress at the struggling chain.

Last month, sales at Merry-Go-Round stores open for at least a year dropped by 24 percent compared with the previous year; in April they plunged by 35 percent.

"While this is by no means a turnaround, the trend is at least heartening," Chairman and Chief Executive Leonard "Boogie" Weinglass said at the company's annual shareholders' meeting at its Joppa headquarters.

Merry-Go-Round's board of directors faced stock owners for the first time since dismal holiday sales forced the company to enter bankruptcy proceedings in January. The meeting was polite and businesslike, despite the 200-plus attendees packing the room and despite the fact that Merry-Go-Round's stock has dived more than 80 percent in the last year.

The chain, with 1,300 stores selling apparel to teens and young adults, is pinning its recovery hopes on the back-to-school selling season, which begins in August. It lost $ 24.1 million for the quarter ended April 30.

In an interview, Mr. Weinglass said fall merchandise will be more conservative than what Merry-Go-Round has sold in the past. The company's problems are widely blamed on the fact that it filled stores last year with baggy, "hip-hop" styles while teens favored the jeans-and-flannel "grunge" look.

Mr. Weinglass described this fall's clothes as "preppy," "more toward the

mainstream" and, in womenswear, "more feminine." Labels include Tommy and **Nautica,** he said.

Also yesterday, Merry-Go-Round executives said:

* The company will spend more than $ 6 million on TV and magazine advertising between August and year-end, "a lot more than we've ever spent," said President Michael D. Sullivan.

* Even after fall merchandise is shipped, store inventory on average will still be 20 percent below what it was last year.

Managers have blamed disappointing sales results so far this year on a lack of goods in stores. Even though shelves will be less full in the fall than last year, the merchandise will be better and sales results should improve significantly, Mr. Weinglass said.

* Merry-Go-Round will ask for more time to submit its reorganization plan to U.S. Bankruptcy Court in Baltimore.

* Mr. Sullivan and Mr. Weinglass meet monthly with representatives of Boston-based Fidelity Investments, Merry-Go-Round's biggest creditor and second-biggest shareholder. Mr. Weinglass said Fidelity is "supportive, so far."

In interviews, shareholders said they were encouraged. "The numbers still aren't good," said Jerry Kahl of Parkville, who owns 6,100 shares. But, he added, "I'm thinking about buying some more."

Merry-Go-Round stock closed yesterday unchanged, at $ 1.875.

Several shareholders said they were pleased to hear Mr. Weinglass, Merry-Go-Round's colorful founder, admit mistakes.

"We realize we screwed up in a big-time way," he told shareholders.

GRAPHIC: PHOTO, MICHAEL LUTZKY/SUN STAFF PHOTO, President Michael D. Sullivan and Chairman and Chief Executive Leonard "Boogie" Weinglass answer questions from reporters after company's annual shareholders' meeting.

LOAD-DATE: September 29, 1994

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HILFIGER, NAUTICA RIDE CASUAL TREND DRESSING DOWN LIFTS APPAREL FIRMS Crain's New York Business July 04, 1994

Copyright 1994 Crain Communications, Inc.
Crain's New York Business

July 04, 1994

SECTION: Pg. 3

LENGTH: 1253 words

HEADLINE: HILFIGER, **NAUTICA** RIDE CASUAL TREND DRESSING DOWN LIFTS APPAREL FIRMS

BYLINE: BY PHYLLIS FURMAN

BODY:
Executives at International Business Machines Corp. knew their cultural revolution had begun at the first appearance of their new chairman, Louis V. Gerstner Jr., a year ago. Tossing out the window IBM's strict dress code of dark suits and white shirts, a jacketless Mr. Gerstner made his first speech wearing a blue shirt with a white collar.

From then on all was loose and unbuttoned at America's starchiest corporation. Fridays are now officially dress-down days. When they're not meeting customers, marketing executives put on chinos and short-sleeved shirts. #T"It's all part of the change in culture," says Bob Sellar, IBM's area community relations manager, who lately has been wearing New York Rangers ties to work. "We're trying to soften our image."

So are workplaces across the country, creating a major power shift in the $1.7 billion menswear industry. Shoved down the corporate ladder are suit makers, whose sales declined 15% from 1989 to 1992. Climbing to the top are manufacturers of casual clothes, such as New York-based publicly held apparel makers Tommy Hilfiger Corp. and **Nautica** Enterprises Inc.

This is no temporary fad. Not only have offices been loosening up over the past two years, but the number of Americans who work out of their homes is on the rise, up 60% to 35 million in 1992 from 1988. The last thing these corporate refugees need is another jacket and tie.

Tailored suits are out #T"We're talking about the evolution of the men's clothing industry," says David Tharp, vice president in charge of tailored clothing for Manhattan's bastion of boardroom fashions-Brooks Brothers. "It will be difficult to put a generation of men used to baggy trousers into tailored suits."

But what they'll wear instead isn't so easily defined. The menswear industry is now groping to create a mode of dress that falls somewhere in between suits and jeans.

Brooks Brothers is feeling out the new territory, offering items like "The Friday Shirt," in its spring catalog and a new line of soft blazers for fall. Manhattan menswear retailer BFO is selling corporate casual in the form of sandwashed silk suits to be worn over crisp white T-shirts.

For men used to sleepwalking to their closets in the morning and yanking out a suit and tie, all these new styles can be confusing. #T"Now all of a sudden your company says you can wear something other than a suit to work-so what do you wear?" asks menswear designer Alan Flusser. Known for his 1980s power suits, Mr. Flusser is now mulling an entry into the corporate casual scene.

So far the companies succeeding at the dress-down office look are the ones with a no-fuss formula. Tommy Hilfiger, for example, has emerged as an apparel industry star.

Last year, while the profits of women's wear manufacturers unraveled, Hilfiger's earnings rose 73% to $25.3 million, and sales climbed 64% to $227.2 million. Its stock has soared to $38 from its initial public offering price of $15 two years ago.

Though Mr. Hilfiger is a designer, much of what he sells is downright basic: woven shirts, polo shirts, sweaters and khaki slacks. In fact, nearly 20% of his line is a core group of products that are sold year round. Retailers can quickly reorder whenever they want.

Hilfiger fashions are conservative pieces with a twist, such as a polo shirt with a collar in a contrasting color. Items are grouped together in large in-store boutiques so outfits can be easily pulled together.

These collections create added sales for retailers, with Hilfiger shops generating $400 a square foot, compared with a department store average of $200.

If a man fears that going casual means losing status, he can take heart in the Tommy Hilfiger crested logo that appears on all of the clothes. #T"The insignia is a seal of approval," says Faye I. Landes, an apparel analyst at Smith Barney who recently wrote a report on the menswear casual trend called "The Menswear Industry: Let's Roll Up Our Sleeves."

It's a strategy that's also worked well for publicly held **Nautica,** whose sales rose 28% to $193 million last year, while its earnings jumped 60% to $17 million. Like Hilfiger, **Nautica** offers updated basic items in 500 tightly controlled in-store shops in department stores. The line has its own reassuring logo in the form of a sail, perfect for navigating the rough seas of the workplace.

Nautica shirts cost less

Nautica also has an edge in its prices. For a fellow working at home under a strict budget, **Nautica** offers a basic $40 short sleeve shirt, about $8 less than a comparable shirt from menswear line Polo from Ralph Lauren.

Nautica Designer and Executive Vice President David Chu says he became convinced that men were wearing their weekend clothes to work when he traveled across the country on the road show for a recent secondary offering of **Nautica** stock. #T"Here were people handling billions of dollars wearing khaki trousers and polo shirts," Mr. Chu says.

Smith Barney's Ms. Landes polled 25 of the top Fortune 500 companies and more than half told her they had casual Fridays. In a recent survey conducted by market research firm NPD Group, nearly 90% of consumers surveyed wear casual clothes to work occasionally.

Those are statistics suit makers can't ignore any longer. Though they originally considered the dress-down trend just a fad, now they are spinning into damage control.

Hugo Boss, the designer suit maker that epitomized the 1980s dress for success look, just launched a casual, avant garde line called Hugo. Brooks Brothers is loosening up its jackets, adding a half inch to the spread between one shoulder blade and the other.

But the suit makers may be too late. Both Hilfiger and **Nautica** are continuing to hone in on the corporate casual look, now with their own versions of dressed-down tailored fashions. Hilfiger just entered the suit business, while **Nautica** is launching a line of jackets and blazers in the spring.

GRAPHIC: David Chu, executive vice president of **Nautica** Enterprises Inc., says men across the country are wearing their weekend clothes, not their suits, to work.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (6/1/1994) and leq (12/31/1994)) (Edit Search | Suggest Terms for My Search)

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CATCHING A WAVE;IS NAUTICA'S DAVID CHU THE NEXT RALPH LAUREN? Chicago Tribune July 7, 1994 Thursday, DU PAGE SPORTS FINAL EDITION

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Chicago Tribune

July 7, 1994 Thursday, DU PAGE SPORTS FINAL EDITION

SECTION: TEMPO; Pg. 11; ZONE: NED; Tempo Fashion.

LENGTH: 356 words

HEADLINE: CATCHING A WAVE;
IS **NAUTICA'S** DAVID CHU THE NEXT RALPH LAUREN?

BYLINE: By Bob Foltman, Tribune Staff Writer.

BODY:
David Chu is a hot designer right now. The question is: Who is David Chu?

"I'm a very low-key person," Chu said. "I'm enjoying what I'm doing."

Chu is the founder, president and chief designer of **Nautica** sportswear. Not "David Chu's **Nautica" or "Nautica** by David Chu." Just **Nautica.**

"If people are interested enough, I'm there to explain our concept and talk to them about what **Nautica** stands for."

People are interested. People as in regular 9-to-5 types who find Chu's clothing a comfortable break from the corporate look and lined up at Marshall Field's State Street store recently to get his autograph on **Nautica** T-shirts. Business was brisk. In 35 minutes, Chu signed 200 shirts.

And people as in people whose job it is to proclaim hotness. In August, Chu and his line will be the subject of a seven-page spread in Gentleman's Quarterly. Details magazine will also introduce Chu to its readers in August.

How to explain this surge of interest in what was once thought of as weekend wear?

Polo shirts in bright colors and stripes, cotton twill shirts, khaki trousers and shorts dominate a collection that also features dress shirts and ties and a selection of suits and tailored pieces.

Judging from the reception he got at Field's, it appears the people supposedly in the know are playing catchup to the public.

"In the '80s, when the economy was very good, people would buy very expensive suits and cars and were less aware of what they were getting," Chu said. "We now see a change of consumer mentality in the '90s. People not only want good design and products, they also want a good value."

When Chu created **Nautica,** he wanted a name that represented a lifestyle. He's now giving America that lifestyle. Aside from the clothing, the American male can also experience the **Nautica** belt, robe, cologne, shoes, socks, luggage, watches and mini-vans. . . . Wait a minute, mini-vans?

"It was out of the blue and something very different," Chu said. Lincoln-Mercury approached Chu with the idea of helping with the cosmetic appearance of the 1994 Villager, and the result is now in dealerships.

GRAPHIC: PHOTOS 4; PHOTO (color): David Chu (center) with **Nautica** models at Marshall Field's State Street store. In 35 minutes there, the designer autographed 200 T-shirts. Tribune photo by John Dziekan.; PHOTOS: Chu's Commander bathrobe can be found in department stores. His **Nautica** Villager can be found at Lincoln-Mercury dealers.; PHOTO: Wristwatches feature signal flag markings.

LOAD-DATE: July 7, 1994

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DISTINGUISHED TEENSAILING PROWESS LEAVES CONWAY IN STICKY SITUATION The Capital (Annapolis, MD.) July 7, 1994, Thursday

Copyright 1994 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD.)

July 7, 1994, Thursday

SECTION: Sports; Pg. D4

LENGTH: 818 words

HEADLINE: DISTINGUISHED TEEN

SAILING PROWESS LEAVES CONWAY IN STICKY SITUATION

BYLINE: By KARINA PAAPE Capital Sailing Writer

BODY:
Eighteen-year-old Myles Conway of Annapolis had to make a tough choice last week between two sports in which he has distinguished himself _ lacrosse and sailing.

Conway, a Capital-Gazette second team All-County lacrosse player, already had a coveted invitation to the 205 Lacrosse Camp at Loyola College in Baltimore when he unexpectedly qualified for an all-expenses paid trip to the International Yacht Racing Union's **Nautica** World Youth Sailing Championships in Marathon, Greece.

Both events started on Tuesday.

Few people find themselves in such an enviable position. But that didn't make the decision any easier.

For Conway the deciding factor was the reality that colleges and universities give lacrosse scholarships, not sailing scholarships. Moreover, lacrosse is a sport for which Myles, who plays midfield, is now entering his peak performance years.

Sailing, by contrast, is a sport he can be competitive and successful in at any time of his life.

So off Myles went to Loyola this week where the top 205 lacrosse players in the nation spent four days playing lacrosse in front of the nation's top coaches.

The hope of the participants is that they will receive some attractive scholarship offers from powerhouse schools. The complication for Myles is that he grew up in a sailing family and achieved a high level of skill in two sports whose calendars regularly clashed.

His father Joe Conway is a 1968 graduate of the U.S. Naval Academy who moved his family to Annapolis from Newport, R.I. in 1977.

The Conways started taking each of their four children sailing on the family's Pearson 30 when they were still infants.

In addition, Myles went through the Severn Sailing Association's highly touted junior sailing program.

Last year he finished fifth out of 172 sailors in the Laser Radial Grand Prix and won the Sportsmanship Award at the California Governor's Cup where he represented the Annapolis Yacht Club.

In light of these achievements it is no surprise that Myles is considered a natural by sailing coaches or that the St. Mary's High School senior has been receiving letters of interest for both sports from various colleges, universities and service academies. According to Joe Conway, coaches see in Myles an instinctive ability to pick his way around a race course, know where he is positioned in the big picture and maintain focus.

"He has a natural instinct like Charlie Scott," says Joe Conway. "He can sense where windshifts are."

One can't help but be impressed by Myles' recent sailing achievements since much of the time other kids are sailing Myles has been at lacrosse practice or games. So save for the few weekends he got to practice for the High School Nationals in May, Myles had spent little time sailing the Laser he earned a second place finish in at the 1994 **Nautica/**U.S. Sailing Youth Championship in Chicago on June 23. In fact, he really hadn't done much sailing since December when he placed second in the Laser Radial National Championships in Florida. However, that didn't prevent him from going out and beating all but one sailor in the 60 boat Single-handed Division of the Youth Championships. What does he attribute his impressive performance to? "The weather conditions and starting well," says Myles. Although big fleet starts are tough for many young sailors, Myles years of experience in both large Optimist and large Laser fleets made the challenge relatively routine.

He said he would just hang back a little from the top guys and start to one side or the other of the five-boat pack of top sailors trying to dirty each other's air, then get off to a relatively clean and free air start. It was exactly such an approach that enabled Myles to win two of the series' seven races. He finished 11 points behind Single-handed Division winner Bill Hardesty of Norfolk, Va., who at 19 years old is not eligible to compete in the Worlds.

Even Hardesty agreed that Myles was a force to reckon with in the light air conditions.

"I had to work hard for it...my light air speed was not the fastest here," he said.

Conway's finishes were 8-3-7-1-6-1 with the 44th he scored in the series' finale serving as his throwout race. Since Myles knew he was a solid second, he said that on that windy and stormy final day he basically just went out and sailed the course without fouling anyone to secure his position behind Hardesty.

In between playing lacrosse, sailing and going to school, Myles works at the Annapolis Recreation Center during the academic year and at Annapolis Yacht Systems in the summer.

***

Several other Annapolis area youths competed in the Youth Championships as well.

In the Single-handed Division Conway was joined by Greg Miernicki who placed 26th and Jessica Deutchman; in the 35-team Double-handed Division Ian Burman took 17th and the Shattuck brothers 23rd.

LOAD-DATE: November 03, 1994

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Terms: **nautica and date(geq (6/1/1994) and leq (12/31/1994))** (Edit Search | Suggest Terms for My Search)
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Source: News & Business > Combined Sources > News, All (English, Full Text)
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Loyola's Top 205 camp is the place to be for summer exposure The Sun (Baltimore) July 10, 1994, Sunday,

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The Sun (Baltimore)

July 10, 1994, Sunday, FINAL EDITION

SECTION: SPORTS, Pg. 3C

LENGTH: 679 words

HEADLINE: Loyola's Top 205 camp is the place to be for summer exposure

BYLINE: Brad Snyder, Sun Staff Writer

BODY:
Myles Conway did not want to be left out.

The rising senior at St. Mary's could have spent his Fourth of July weekend navigating the waters of Marathon Bay in Greece. Instead, he took to the artificial turf fields of Loyola College for the Top 205 Lacrosse Camp.

Lacrosse's version of the Nike and Five Star summer basketball camps, the Top 205 attracts more than 600 high school seniors and a few juniors clamoring for the attention of the 90 college lacrosse coaches on hand. Few of the area's top players are willing to miss the four days of instruction, competition and, most of all, exposure.

"It's still the one that they all kind of shoot for," Princeton coach Bill Tierney said.

Tierney started the camp seven years ago with Loyola's Dave Cottle and Johns Hopkins' Tony Seaman. Originally designed for the 205 best high school seniors, the camp attracted 396 players last weekend and another 260 for the session that ended yesterday.

Campers are nominated by their high school coaches, then their applications are accepted on a first come, first-served basis. The $ 450 tuition is a small price to pay for a shot to play college lacrosse -- even if it means giving up a trip to Greece.

The week before the Top 205, Conway finished second in the **Nautica** Youth Championship on Lake Michigan. He qualified for the World Youth Championship in Marathon, Greece, the following week, but Conway eschewed his life jacket for a lacrosse stick.

"I didn't feel like I'd get the exposure without coming," said Conway, a midfielder who wants to sail and play lacrosse in college. "No other camp would have 90 coaches."

Indeed, the presence of the coaches makes the camp. Although most coaches have their own camps, they attend the Top 205's 46-player all-star game and speak on the last day of each session. They also encourage their assistants to spend the entire week there as counselors.

"I wouldn't be doing my job if I didn't go to this camp," UMBC coach Don Zimmerman said.

The camp is particularly helpful for Division III coaches with limited recruiting budgets and keen interests in

players who are not necessarily considered blue-chip prospects.

"In three or four days I can see as many kids as it would take two or three months of traveling in the fall," Washington College coach Terry Corcoran said.

There are other recruiting-oriented lacrosse camps, and each has its own gimmick. The Championship Lacrosse Weekend, July 28-31 at Goucher College, allows players to form all-star teams that compete against each other. The Top Star Camp, June 26-30 at Gettysburg College, has a day devoted to SAT preparation, and the New England Peak 200, July 17-21 at Springfield College, gives more exposure to New England players.

Some coaches said the players put too much emphasis on these camps.

"I think for kids, they think it's their one chance to be seen," Georgetown coach Dave Urick said. "But for that player who's definitely a blue-chip player, coaches are going to know him regardless if he goes to this camp."

Conway, who is not considered a blue-chip recruit, almost missed his opportunity to be seen because of an injury. He sprained his right ankle on the second day of camp, and the ankle had swelled overnight. Sitting out the instructional session the following morning, Conway would try to play in his game that afternoon. He had too much at stake.

"You feel [badly] if you give up a trip to Greece and pay extra money and then not play," Conway said as he sat dejectedly on the bleachers at Loyola's Curley Field with only one shoe on. "I really hope later in the day that I can play."

He did play, well enough to make the 46-man all-star team at the end of camp. He was sent into the game during an extra-man situation with his team trailing 8-7. Conway scored the game-tying goal on a pass from Loyola midfielder Scott Diggs that he fired into the left corner of the net from 15 feet away. The game ended in an 8-8 tie.

"I had a good feeling about it," Conway said of the shot. "It made it all worthwhile."

LOAD-DATE: January 27, 1995

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Beauty Wars: Lips, Gams, Tans Fortune July 11, 1994, Domestic Edition

Copyright 1994 Time Inc.
Fortune

July 11, 1994, Domestic Edition

SECTION: NEWS/TRENDS; Pg. 13

LENGTH: 383 words

HEADLINE: Beauty Wars: Lips, Gams, Tans

BYLINE: Faye Rice

BODY:
You diet and exercise until model-thin, but the cellulite on your thighs remains. Can you find help in a bottle?

Perhaps. Christian Dior's new cellulite remedy, Svelte, is causing a stampede at cosmetics counters. Launched in the U.S. five months ago with an alluring ad campaign and priced at $48 for a 6.8-ounce bottle, Svelte is selling briskly even in college towns, where you'd think demand would be slight. Dior's revised 1994 sales forecast is 500,000 bottles, up from 300,000.

Svelte's success is spilling over to competitors. Sales of cellulite potions from Chanel, Elizabeth Arden, Clarins, and mass marketers have all increased since Svelte arrived.

Is Svelte a genuine remedy? Some industry watchers wonder if it's not just bottled hope, but Dior reports that four out of ten sales are repeats. Says industry guru Allan Mottus, editor of the Informationist, a cosmetics newsletter: "That percentage is better than good."

Another hot bottled product: tans. Fears of the harmful effects of the sun have pulled more people into the shade, where they flaunt store-bought golden skin. This includes guys: Halston Borghese's **Nautica** self-tanner is marketed to men who want a healthy look year-round. John Stabenau, vice president in charge of cosmetics at Neiman Marcus, predicts a 50% sales increase for self-tanning products at his stores this year.

Gone are the orange streaks that once betrayed bottled tans. Instead, manufacturers are producing convincing shades, available in fast-drying sprays, lotions, and creams, to complement any skin tone. Este Lauder offers four of them: light, medium, dark, and very dark.

The big players among lipstick makers are also rolling out ever more varieties in the battle for market share. Lancome, Lauder, Arden, and Borghese offer a dazzling display of 100-plus shades each, in formulas ranging from supershiny to rich opaques. Says Margaret Sharkey, senior vice president for marketing at Lancome: "We constantly search for the perfect combination of color and formula."

With U.S. sales up 50% this year, Dior, a subsidiary of France's LVMH, is the big market-share winner. It charges about $18 a tube. The most expensive lipsticks, Chanel's, run up to $36. Total industry sales crept up a mere 4%, according to Allan Mottus.

GRAPHIC: Picture 1, Best-sellers among self-tanning products and the ad that helped spark sales for thigh thinners descColor: Self-tanning products including Halston Borghese's **Nautica** and the Estee Lauder

product., CHIP FORELLI; Picture 2, See above. descColor: An advertisement for Christian Dior's cellulite remedy, Svelte., NO CREDIT

LOAD-DATE: July 14, 1994

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SEVERNA PARK TEEN HAULS BACK TROPHY FROM IRISH EVENT The Capital (Annapolis, MD.) July 21, 1994, Thursday

Copyright 1994 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD.)

July 21, 1994, Thursday

SECTION: Sports; Pg. D6

LENGTH: 656 words

HEADLINE: SEVERNA PARK TEEN HAULS BACK TROPHY FROM IRISH EVENT

BYLINE: By KARINA PAAPE Capital Sailing Writer

BODY:
Seventeen-year-old Jeremy Wilson of Severna Park topped the 82-boat Laser class at last week's Fastnet International Schools Regatta in Ireland, successfully defending the title won last July by John Torgerson of Annapolis.

Consequently, the perpetual trophy won by Torgerson in 1993 was delivered to race officials by Wilson when he arrived in Ireland on July 16.

By week's end, however, the trophy ended up back in his bag for being crowned the 1994 single-handed champion.

Also competing in the event were Tim Libby and John von Schwartz, both of Severna Park, who teamed up in the doublehanded class (420s).

All three youths went as representatives of the Chesapeake Bay Yacht Racing Association.

Wilson is a junior member of the Severn Sailing Association and Libby and von Schwartz are junior members of the Annapolis Yacht Club.

The young sailors' parents reported that their progeny had a great time, met a lot of people and enjoyed representing their country in international competition.

Added Maureen Torgerson, who handled the logistics for the Chesapeake team, "The kids get a chance to learn another culture and to see how sailors the world over have no problem communicating."

SSA YOUTHS TOP MIDGETS: Sailors representing the Severn Sailing Association won CBYRA's Midget Eliminations Regatta last week in Annapolis.Matt Shubert dominated the 420 class with seven bullets and a second. Scott MacMullan topped the Optimist class with six bullets and two fourths.

J/22 SUMMER REGATTA: Jim Hayes of Annapolis emerged victorious from the Annapolis Yacht Club's J/22 Summer Regatta last weekend, sailing to finishes of 2-5 for a two point victory over the Zinn family of Annapolis. One point behind the Zinns was Bill Chambers of Fulton who in turn had a one point edge over the fourth place team of Jack O'Brien and his fiancee Kitt Zgorski aboard Life Jackitt.

Although winds were light, the event enjoyed a particularly good turnout because AYC's J/22 sailors are

gearing up for the J/22 World Championships here in September.

BACARDI CUP: The Severn River Yacht Club's annual Race for the Bacardi Cup drew a field of 80 yachts to its pursuit handicap style race on the bay Saturday, raising a total of $ 2,500 for the Chesapeake Bay Maritime Museum in St. Michaels.

Topping the fleet of predominantly cruising boats was local sailmaker Jim Scott and his Oyster 39 Uptown Girl. The Dumis/Holt partnership placed second aboard their J-35 Sugar Magnolia followed by Tim Bowen's J-35 Cheers in third.

The event also offers a prize for the last boat to finish, a generally hotly contested battle, which this year went to Severn River Yacht Club member Bob Hill aboard his Pearson 30 Stormdrift.

IYRU WORLD YOUTH CHAMPIONSHIP David Ames of Miami, Fla. and crew P.J. Buhler of Coral Gables, Fla. were the top placing Americans in last week's IYRU **Nautica** World Youth Championships in Marathon, Greece. Ames won the 39-boat Laser II battle on a tiebreaker against Simon Cooke of New Zealand and Rodrigo Amado of Brazil. All three had 47 points.

In the Laser II Girls, Christina Bickley of St. Petersburg Beach with crew Stephanie Doyle of St. Petersburg placed 10th out of 15 boats. American Dalton Bergan of Washington state wound up seventh in the 35-boat Laser Boys field while Christin Feldman of Grosse Pointe Park, Mich. placed sixth out of 16 in the Laser Girls class.

In Mistral Boys, Scott Haladay of Lake Oswego, N.Y., winner of the 1994 **Nautica/**U.S. Sailing Youth Championship, placed 11th out of 28. Cara Reid of Edison, N.J., placed 14 out of 20 in the Mistral Girls competition.

The **Nautica** Cup Trophy for the nation with best overall scores, including all team members, was awarded to New Zealand. Austrlia was second, followed by Germany. The United States placed sixth overall. Winds throughout the series ranged from ultra-light to 25 knots later in the week.

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RULING THE MALL;DEVELOPER FOLLOWS UNCONVENTIONAL PATH TO RETAIL SUCCESS Chicago Tribune July 24, 1994 Sunday, CHICAGOLAND FINAL EDITION

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Chicago Tribune

July 24, 1994 Sunday, CHICAGOLAND FINAL EDITION

SECTION: REAL ESTATE; Pg. 7I; ZONE: C

LENGTH: 1184 words

HEADLINE: RULING THE MALL;
DEVELOPER FOLLOWS UNCONVENTIONAL PATH TO RETAIL SUCCESS

BYLINE: By Sylvia Wieland Nogaki, Seattle Times.

DATELINE: SEATTLE

BODY:
Bellevue Square developer F. Kemper Freeman Jr. has the bland, bespectacled countenance and modest manner of a trusted financial adviser. He even dresses like one.

But put him on his own turf and Freeman revs up. The salesman within emerges.

"Auntie Anne's!" he exclaims, catching sight of a snack store some distance down the mall, across the atrium. "Have you tried their pretzels? Even if you hate pretzels, you'll love theirs."

Or walking into The Bon Marche's men's store, where shirts are draped across fine furniture.

"I mean, that **Nautica** stuff," he says. "Who wouldn't be crazy about that?"

These days, it seems, plenty of people are crazy about what's happening at Bellevue Square, a retail laboratory for Freeman's highly successful, maverick brand of mall merchandising.

Construction partitions wall off spaces all over the mall as a $100 million-plus renovation continues. About 32 stores have opened in space formerly occupied by the now-defunct Frederick & Nelson, and a total of 17 more are opening, most by Christmas.

That has triggered moves throughout the mall. In the last year, probably at least a quarter of Bellevue Square's 200-some tenants have moved, remodeled or are new.

Some of the nation's most sought-after retail tenants, including Warner Brothers, F.A.O Schwartz and Ann Taylor, are in. More, including J. Crew and Williams-Sonoma, are coming.

Meanwhile, foot traffic is up nearly a quarter over last year. Sales per square foot-already one of the highest on the West Coast-have soared to about $500. Two anchors-The Bon and Nordstrom-are expanding significantly, and the third, J.C. Penney, probably will add 50 percent more space.

And Freeman, 52, already is polishing plans for his next move. Preliminary architectural drawings call for an 80,000-square-foot addition that will wrap around the Square's northeast corner. Another tenant with

sizzling sales, housewares merchant Crate & Barrel, and Borders Books, will open on the site in 1996.

He has accomplished all of this while gleefully breaking nearly all the rules the industry swears by. But then, Bellevue Square is not a typical mall, and the Freeman family is not a typical mall owner.

For starters, it's a family-run business. The fourth generation of Freemans, Kemper's two daughters, work in the leasing office. Most malls are owned by mega-developers who regard their malls primarily as investments, not legacies.

Bellevue Square, a 1.3 million-square-foot mall, also is a single property. Most developers own dozens if not 100 or more malls.

While most malls are managed according to a set of ironclad rules, Freeman does things his way. He ignores industry conventions that say a mall must have all its retailers grouped by categories, such as shoes; a mall must not put restaurants next door to nice shops; or a mall must have national chains and few local tenants.

"Kemper breaks every one of those rules," says Rebecca Wolfe, a Detroit-based retail leasing consultant who represented The Icing, an accessory chain that wanted a space in Bellevue Square. "We, as retailers, pull our hair out because he's so unusual in so many regards."

When The Icing was offered a spot right next to Panda Express, a Chinese cafeteria-style restaurant with some decidedly pungent, garlicky dishes, Wolfe says tactfully, "we had to think about that a lot." The Icing went in.

"The sales tell the story, so he's doing something right, I guess," Wolfe says.

Freeman likes to point to the battle for the Frederick's space as an example of how independent, hands-on management can make a difference. Another retailer, Gottschalks, a price-oriented California chain, wanted the former Frederick's space in the mall. But Freeman, who figured Gottschalks wouldn't fit in, fought persistently to get the space, and won.

Now, instead of Gottschalks, he's getting a collection of shops any super-regional mall owner would envy.

Then there was the matter of Saks Fifth Avenue. After obtaining the former Frederick's space, Freeman won a commitment from the tony New York specialty retailer to fill part of the 220,000 square feet. On the day Saks was scheduled to sign, however, its executives told Freeman they'd lowered projected sales by one-third, so his share would be less, and asked if that was OK with him.

It wasn't, and he sent Saks packing. Then he came up with the plans to renovate Frederick's former space into small shops-something else industry pundits warned wouldn't work.

But it has, spectacularly. Sure, Freeman admits, it cost him more than it would have to have Saks. With hallways and such, he ended up with about 40,000 fewer square feet, and more tenants to manage.

But more than 300 potential tenants were interested in the space. And sales so far for the small stores are triple what Saks had projected.

Freeman's iconoclastic style is alternately viewed as trend-setting, or just plain bizarre. Take the practice of having restaurants and snack bars scattered throughout the center, rather than in a food court.

"That's a rule he may be writing," says Jim Mance, a leasing agent for The Rouse Co. who filled Westlake Center. Mingling restaurants and retail requires special venting to keep food odors and grease away from other tenants, especially clothing stores.

Still, says Mance, as malls become larger, shoppers may object to walking longer distances to get to food

courts, preferring to have restaurants tucked in among shops.

Freeman's mall gets high marks from tenants for retail mix and service. Industry watchers say family-run malls typically watch such things more carefully than institutionally run malls.

"It's one of the premier malls on the West Coast," says Tom Bosch, Eddie Bauer's senior vice president for stores, which has several stores in Bellevue Square. "We're very pleased with the management of that mall."

In an industry dominated by national chains, Bellevue Square is known as a mall where local retailers are welcome. According to Freeman, 48 percent of his tenants are local retailers, compared with a national average of about 12 percent.

At some point in the future, Bellevue Square may emerge from Seattle's shadow in the eyes of the nation's shoppers. The upcoming $30 million addition will help.

Freeman all but chortles as he recalls how all the experts told him that the area where the expansion will go-between a parking garage and the street-was "useless space," suitable only for parking and shrubs.

And he obviously relishes his next experiment. Both of the new stores in the planned expansion, plus a restaurant and a third tenant, will not open to the mall. They will not even be accessible from the mall without going through the garage. Instead, they'll open directly onto the street.

Radical? For malls like his, absolutely. But given Freeman's track record, he may end up leading the parade, predicts Mance.

"He's going to write some new rules," says Mance, "and I think you're going to find other retailers are going to be following those rules."

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HOW TO SEPARATE A PHONY FROM THE REAL MCCOY Los Angeles Times July 26, 1994, Tuesday, Orange County Edition

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Los Angeles Times

July 26, 1994, Tuesday, Orange County Edition

SECTION: Business; Part D; Page 8; Column 1; Financial Desk

LENGTH: 307 words

HEADLINE: HOW TO SEPARATE A PHONY FROM THE REAL MCCOY

BYLINE: From Associated Press

BODY:
The most popular knockoffs in each category and how to spot a fake:

Watches: Rolex, Tag Huer, Gucci, Cartier, Movado and Seiko. Second-tiered knockoffs popular with younger people are Guess, **Nautica** and Timberland.

Real vs. Fake Rolex: If the second hand makes a "tick, tick, tick" motion, it's fake. The real thing's second hand moves in a fluid motion.

The genuine is also heavier because it's made of high-grade steel, has an 18-carat gold band and a synthetic sapphire crystal. The fake is made of hollow metal, is gold-plated and the crystal is made of plastic.

Handbags: Chanel, Dooney & Burke, Louis Vuitton, Fendi, Gucci, Coach.

Real vs. Fake: A real Chanel handbag is made of soft lambskin. The fakes are made of everything from cheap leather to vinyl. The Chanel label with its registered trademark is sewn onto the bag if it's genuine. The fakes are glued on and can be easily peeled off.

Scarves: Chanel, Paloma Picasso, Yves St. Laurent.

Real vs. Fake: The real thing is 100% silk, smooth and light to the touch. The fakes are polyester. On genuine designer scarves, the edges are hand rolled and hand stitched to prevent fraying; fakes are machine-stitched.

Designer shirts: Ralph Lauren Polo, Tommy Hilfiger, Guess, Timberland. Also, Power Rangers, Disney Lion King, Flintstones and World Cup soccer T-shirts.

Real vs. Fake: Perhaps the hardest category to detect because computer advancements have made it possible to match the real embroidery stitch for stitch. Labels and tags are also near perfect thanks to computer copying.

The biggest giveaway is quality and weight of material. Fakes are done on cheap seconds. Look beneath

the "designer" label to see if the original label has been cut out.

Fake T-shirts are also printed on cheap material and do not have the licensee's label stitched in the neck.

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Swimwear makers go back to the roots Hamilton Spectator (Ontario, Canada) July 27, 1994 Wednesday Final Edition

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Hamilton Spectator (Ontario, Canada)

July 27, 1994 Wednesday Final Edition

SECTION: NOW; Pg. C2

LENGTH: 680 words

HEADLINE: Swimwear makers go back to the roots

SOURCE: THE SPECTATOR

BYLINE: Paul Benedetti

BODY:
Last week while on vacation I saw something that convinced me that international style can even reach into the hinterland of Canada.

In this case we are talking bathing suits.

In Europe, of course, beachwear is almost non-existent. At the seaside resorts of Southern France and Germany women routinely go topless, and the men are famous for wearing bathing suits no Canadian four-year-old could fit into.

So here we are on the coast of Lake Erie driving into a small town which shall remain nameless because there are so few people there everyone must know everyone else - if they're not actually related to everyone else - when we see a guy who clearly is trying to bring a little St. Tropez to Southern Ontario.

He's out cutting his lawn in a pair of forest green Fruit of the Looms. It's clear that he figured, 'Hey, I'll just slip on these underwear and everyone will think it's a bathing suit and I'll slide out there and trim up the old lawn. Who'll notice'?

Sure, pal. We're driving by at 80 kilometres an hour and two people in the car look over and say, "Hey, look at that. There's a guy cutting his lawn in his underwear in the middle of the day." The moral of the story is if you are going to attempt to do outdoor chores wearing your underwear, you should be an extremely attractive woman in which case it is perfectly acceptable or consider at least wearing BOXER shorts. It won't trick anyone, but then at least people passing will say "Look at that. A guy cutting his lawn in a nice pair of boxer short underwear".

If you do that you'll be closer to the prevailing swim suit styles for men this summer. After five years of declining sales, swim suit manufacturers have gone back to their roots with traditional styles in traditional colors and patterns. In Canada and the United States that means the clean classic style of the boxer swim suit and the sports-influenced volleyball short and surfer style.

MR, a magazine on menswear retailing, says this summer's trends include:

r Muted color blocks and vertical stripes,

r Two and three-color woodblock polynesian floral prints,

r Mid-thigh shorts and longer volleys in fabrics such as sanded nylon and heavy three-ply nylon.

Also non-swimwear labels such as Tommy Hilfiger and **Nautica** have put out very successful swimwear lines that are generally modern reinterpretations of classic looks.

As well, these designers sell their suits as part of a look that includes T-shirts, warm-up jackets, and tank tops.

Not surprisingly traditional swimwear leaders such as Jantzen, Speedo, Sideout and Hang Ten are beefing up their merchandising techniques. Besides fashion though, market analysts say the re-emergence of classic styles is because many 35- and 45-year-olds are returning to the beach after years of child rearing to water ski and surf again. They are naturally comfortable with the original surf looks of the 1960s and '70s, say retailers.

Heavy

Jantzen has certainly followed suit and its summer lines are heavy on floral prints, stripes, floral patchwork with solid color blocks. Similarly, **Nautica** went with classic tartan plaids and patchwork plaid and stuck to colors such as red, blue, green and yellow in their swimwear. The bottom line here is that there are a lot of great bathing suits out this summer even for the purist.

Note:

Despite, its popularity, not everyone is thrilled with the concept of Casual Fridays. Some menswear industry people are speaking out against the whole concept of dressing down which in some places is spreading back through the week to Thursdays and Wednesdays and...

Anyway, their point is that selling suits is the bread and butter of most small menswear shops.

Paul Daube Jr. of the Daube Group says in a recent letter to MR, "Rather than pushing and supporing those companies who permit their employees to work in a casual, dressed-down manner, we should do everything we can to turn the tide and impress upon businesses that if the chief executive officer wears suits, other employees should emulate him if they would like to succeed. "

GRAPHIC: Clean, classic styles of swimwear are in this season.

LOAD-DATE: October 13, 2002

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (6/1/1994) and leq (12/31/1994))** (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, May 4, 2006 - 12:02 PM EDT

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Olympic sailing gets setback in Savannah St. Petersburg Times (Florida) July 29, 1994, Friday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

July 29, 1994, Friday, City Edition

SECTION: LARGO-SEMINOLE TIMES; SAILING; Pg. 7

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

LENGTH: 405 words

HEADLINE: Olympic sailing gets setback in Savannah

BYLINE: AMY E. SMITH

BODY:

The Summer Olympics are just two years away. Most of the events will take place in the Atlanta area, but the sailing portion was set for Savannah, Ga., because it was considered a better venue.

But a release from the U.S. Sailing Association, which administers Olympic events in this country, said the developer who was to build an Olympic village and marina at the Sheraton Savannah Hotel and Resort has withdrawn.

U.S. Sailing president Robert Hobbs of Newport, R.I., called it "a serious setback." There are no plans to change venues, however.

Every Olympic regatta has challenges, said U.S. Sailing executive director Terry Harper. "In Barcelona it was polluted water, in Pusan it was facilities, in Los Angeles it was the traffic congestion. In each case the result was a magnificent Olympic regatta."

Youth championships: David Ames of Miami and P.J. Buhler of Coral Gables won the double-handed boys division at the **Nautica** World Youth Sailing Championships in Marathon, Greece, last week. St. Petersburg juniors Christina Bickley and Stephanie Doyle finished 10th in the girls double-handed division. Teams from 62 countries competed in the 14th annual event. New Zealand took home the team championship.

Last call: The deadline for submitting a sailing resume for the Moorings Invitational Women's Keelboat Regatta is Monday. The event, which will determine the top 10 teams from around the United States, will take place on Tampa Bay Nov. 3-6. Contact the St. Petersburg Yacht Club at 822-3873.

Free workshop: A Hobie Race Committee workshop is set for Aug. 27 at MacDill Air Force Base. Catamaran sailor Bob Johnson will discuss the basics of running a Hobie regatta. Call 961-5439 in Tampa to register.

Sailing lessons: The Boca Ciega Yacht Club will offer its popular autumn sailing lessons beginning Sept. 7 in Gulfport. The six-week course will have instruction on the water on Saturdays and in a classroom on Wednesday evenings. Class size is limited, and the program fills quickly. Registration fees are about $ 75. Contact Greg Zajdel at 391-9662 in St. Petersburg.

Safety first: The U.S. Coast Guard Auxiliary offers a safe-boating course starting at 7:30 p.m. Thursday, Aug. 11, at the St. Pete Beach Recreation Center. Held every Thursday for 11 weeks, the course is free

except for a small fee for materials. Call 867-3088.

LOAD-DATE: July 29, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (6/1/1994) and leq (12/31/1994)) (Edit Search | Suggest Terms for My Search)
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How to tell if bargain is too good to be true St. Petersburg Times (Florida) August 1, 1994, Monday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

August 1, 1994, Monday, City Edition

SECTION: BUSINESS; CENTERPIECE; Pg. 12

LENGTH: 356 words

HEADLINE: How to tell if bargain is too good to be true

SOURCE: Compiled from Wire Reports

BODY:
Going to the flea market? Beware that handbag that looks like a Gucci but is a fraction of the cost. It's probably a fake.

Here are the most popular knockoffs in a few categories of popular merchandise, and how to spot a fake:

Watches

Brands: Rolex, Tag Huer, Gucci, Cartier, Movado and Seiko. Also, knockoffs popular with younger people are Guess, **Nautica** and Timberland.

Real vs. fake Rolex: If the second hand makes a tick, tick, tick motion, it's fake. The real thing has a sweep second hand.

The genuine is also heavier because it's made of high-grade steel, has an 18-carat gold band and a synthetic sapphire crystal. The fake is made of hollow metal, is gold-plated and the crystal is made of plastic.

Handbags

Brands: Chanel, Dooney & Burke, Louis Vuitton, Fendi, Gucci, Coach.

Real vs. fake: A real Chanel handbag is made of soft lambskin. The fakes are made of everything from cheap leather to vinyl. The Chanel label with its registered trademark is sewn onto the bag if it's genuine. The fakes are glued on and can be easily peeled off.

Scarves

Brands: Chanel, Paloma Picasso, Yves St. Laurent.

Real vs. fake: The real thing is 100 percent silk, smooth and light to the touch. The fakes are polyester. On genuine designer scarves, the edges are hand-rolled and hand-stitched to prevent fraying; fakes are machine-stitched.

Designer shirts

Brands: Ralph Lauren Polo, Tommy Hilfiger, Guess, Timberland. Also, Power Rangers, Disney Lion King, Flintstones and World Cup soccer T-shirts.

Real vs. fake: Perhaps the hardest category to detect because computer advancements have made it possible to match the real embroidery stitch for stitch. Labels and tags are also almost perfect, thanks to computer copying.

The biggest giveaway is quality and weight of material. Fakes are done on cheap seconds. Look beneath the "designer" label to see if the original label has been cut out.

Fake T-shirts are also printed on cheap material and do not have the licensee's label stitched in the neck.

LOAD-DATE: August 2, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (6/1/1994) and leq (12/31/1994))** (Edit Search | Suggest Terms for My Search)
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Local Retailers Lunch With Top Designers Chicago Sun-Times August 3, 1994, WEDNESDAY, Late Sports Final Edition

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Chicago Sun-Times

August 3, 1994, WEDNESDAY, Late Sports Final Edition

SECTION: SECTION2; FEATURES; STYLE WATCH; Pg. 40

LENGTH: 482 words

HEADLINE: Local Retailers Lunch With Top Designers

SOURCE: BOB BLACK

BYLINE: By Maureen Jenkins

BODY:
Three Chicago retailers brushed up against the nation's most fashionable heavy hitters at a special luncheon hosted by Esquire honoring "American Designers at Their Best" last week. This private tete-a-tete was timed to coincide with New York's menswear spring '95 preview shows.

Mel Camm and Glenn Ventura -- owners of the forward menswear store, Realta, 1 E. Delaware -- showed up, as did Dan Robbins, vice president of menswear at Mark Shale. (Other Chicago stores invited to attend were Bigsby & Kruthers, Syd Jerome and Ultimo.) The invitation was "a real honor," says Robbins, who's met most major American menswear designers during his 36 years at Mark Shale. "Of all the events I've been at, it was the most talent I've ever seen in one room in my entire career."

The designer roll read like a Who's Who in menswear: Donna Karan, Joseph Abboud, Alexander Julian, Jhane Barnes, Tommy Hilfiger, **Nautica's** David Chu. And the retailers that attended were no slouches, either. To get the call, retailers had to carry "A" lines, or top designer collections.

Of both Mark Shale and Realta, Esquire fashion advertising manager Tom Mastronardi says the stores have "a true point of view, and are very contemporary in their retail thinking. They offer added value service that goes beyond just providing wardrobe consultation."

Trading up, fashionably: The soon-to-be hottest things in the trading card arena (next to those bearing O.J. Simpson's likeness) are "Supermodel Collector Cards" featuring 30 top mannequins from New York's Next Management agency. Pay $ 1.69 for eight cards, or $ 18.95 for a box of 30, and gaze at the sultry-faced Yasmeen Ghauri, Daniela Pestova, Estelle Hallyday, redheaded Angie Everhart and Anika Poitier (yes, actor Sidney's daughter) among others. Due at newsstands, collectible card shops and trading shows in September, the cards will be packaged in silver foil wrapping and boxed sets.

"Models are such a big deal these days," says Next publicist Jackie Becher, "almost the female equivalent of the athlete."

That thought "rang a bell" with Next co-owner Joel Wilkenfeld, who wanted to package and promote his agency's famous faces to the masses. In fact, he'll invite other agencies' top models to appear in the next edition of collectibles, says Becher.

Shoe store taking trendy strides: By mid-month, City Soles, a fashion-forward shoe boutique at the North Side's Century Mall, will move its fourth-floor location upstairs to a 1,500-square foot space, and convert it into a women's-only haven for trendy shoes and accessories. Its current

1,100-square foot space will become a men's-only resource, housing brands such as Kenneth Cole, Georgia Boot and Na-Na. General manager Buffy Bartareau says the new store will have a "comfortable yet very rugged" air: vintage mirrors, exposed brick walls, steel faux industrial floors.

GRAPHIC: Realta menswear store owners Glenn Ventura (left) and Mel Camm were among the top U.S. retailers invited to Esquire's luncheon honoring America's best designers.

LOAD-DATE: August 3, 1994

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WATCHES HAVE WITHSTOOD TEST OF TIME The Virginian-Pilot (Norfolk) August 4, 1994, Thursday,

Copyright 1994 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk)

August 4, 1994, Thursday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E3

LENGTH: 563 words

HEADLINE: WATCHES HAVE WITHSTOOD TEST OF TIME

BYLINE: MONIQUE WILLIAMS, SPECIAL TO THE DAILY BREAK

BODY:
IT IS SAID that in fashion, as in life, timing is everything.

Just ask the people who wore Indiglo watches and survived the L.A. earthquakes, the bombing of the World Trade Center and a host of other natural and unnatural disasters. The $ 38 Timex watch, which glows in the dark, was credited with helping people navigate, thereby saving many lives.

Watches, once nothing more than a piece to tell time by, have evolved from functional to fun. No more are watches just graduation or anniversary gifts; they are important accessories for men and women.

This evolution can be traced a few years back to Swatch, the Swiss-made all-plastic watch that looked as if a child with a box of crayons designed it.

With new technology and prices under $ 100 for good watches, having two or more watches to match different moods and outfits is no longer a luxury reserved for the rich.

"We have worked hard to create an attractive, affordable watch line that is diverse enough to accessorize any wardrobe," says Diane O'Connor, director of fashion and youth business for Timex.

In the forefront of the trend-driven $ 600-million department store market are hot fashion brands such as Fossil and Relic. With great whimsical design, these watches are time pieces that cannot be ignored.

With the '90s shaping up as the anti-status decade, it comes as no surprise that the hippest watch is ho-hum, Timex. The company was singled out by Business Week for developing some of the best new products - namely Indiglo - on the market.

"In the last few years, watches have truly evolved as a fashion accessory," adds O'Connor, "so, it's not surprising that Timex, American's largest watch manufacturer, would be ranked so highly among the nation's fashion brands."

It doesn't hurt that President Clinton wears a Timex - making his the most publicized watch in the country. The chunky digital that the president wears is the popular Ironman Triathlon. Last year, Timex sold 1.5 million Ironman Triathlon watches, which now come in eight different styles.

Not long ago, Timex sat side-by-side next to Armitron at your neighborhood's drugstore. Now, Timex is sold at Macy's under the upscale Essentials label, **Nautica** and Guess licenses.

And this year, Timex will introduce a new licensed brand - Benetton. With unusual treatments and colored metal bands, the Benetton watch is designed to attract a younger and more fashion-conscious customer.

This summer, Timex introduced the Indiglo Lion King collection of watches for the younger set. The introduction kicked off last month to coincide with the nationwide opening of the movie.

"We expect a tremendous response from this film," says Sean Gildea, youth and licensing business manager, "because the circle of life and the passing of time are such significant themes (in the movie), we feel the watches are an excellent tie-in."

The next revolution from the watch industry will be two-way voice communication time pieces - the talk/watch. It will take a decade or more before we will see talk/watches on the market, but, you'll get a phone call that will ring on your wrist, and you'll answer by talking to your watch. Right now the prototypes are so big and clumsy that no one would want to wear them.

Will they, too, become as standard as underwater watches? No one knows; only time will tell.

GRAPHIC: Photos, Timex recently introduced the Indiglo Lion King collection for the younger set., Underwater watches, once considered a luxury, are fairly standard today.

LOAD-DATE: August 26, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (6/1/1994) and leq (12/31/1994))** (Edit Search | Suggest Terms for My Search)
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Annapolis Race Week calling all skippers The Sun (Baltimore) August 7, 1994, Sunday,

Copyright 1994, The Baltimore Sun Company
The Sun (Baltimore)

August 7, 1994, Sunday, ARUNDEL EDITION

SECTION: SPORTS, Pg. 17C, SAILING

LENGTH: 737 words

HEADLINE: Annapolis Race Week calling all skippers

BYLINE: NANCY NOYES

BODY:
It's the beginning of August, so it's time to start planning for the Chesapeake Bay Yacht Racing Association's annual Annapolis Race Week during Labor Day Weekend, Sept. 3-5.

New this year, all skippers who get their regatta entries in before Aug. 24 will receive an invitation to a pre-event party sponsored by Hecht's and **Nautica.**

Yacht clubs providing the organizational on-water management include Annapolis Yacht Club, Baltimore City Yacht Association, Eastport Yacht Club, the Gibson Island Yacht Squadron, Magothy River Sailing Association, Naval Academy Sailing Squadron, Sailing Club of the Chesapeake, Shearwater Sailing Club and West River Sailing Club. Last year, some 200 boats participated in the popular event.

This year, three fleets will compete each day.

Fleet 1 will include PHRF A-0, A-1 and A-2, with the PHRF B, J/30, MORC and J/24 entries in Fleet 2, and Fleet 3 for PHRF C/D, PHRF Nonspinnaker, Catalina 27s and Cal 25s.

All skippers must be members of CBYRA-recognized yacht clubs.

The three course areas will stretch from north of the Bay Bridge to south of the South River, with morning rendezvous points at Sandy Point Light, Severn River R'2' and South River C'SR'.

Each fleet will rotate through the rendezvous sequence, so that sailors will go to a different rendezvous point and course area each day. Weather conditions permitting, up to two races each day may be sailed by each fleet.

Overall chairman is CBYRA Past President Tom Curtis, with Bob Putnam doing on-water organizational duties.

Post-race festivities (with nightly trophy presentations for each day's

racing and overall awards Monday night) are scheduled for the Annapolis Marriott Waterfront Hotel. Race management headquarters will be the Annapolis Yacht Club's lower-level Skipjack Lounge.

Fees are $ 75 for each entry postmarked or received by Aug. 30, $ 85 thereafter. Race Week sailing instructions will be available within the next two weeks.

For more information, call CBYRA (410) 269-1194 or (301) 261-1194.

News from New England

Gibson Islander George Collins and his crew aboard his Mumm 36 Moxie took first in IMS 1 in the Edgartown Yacht Club's 71st annual regatta last month, beating the big boats in IMS competition including Infinity, Idler, High Noon and Drumbeat with four straight aces.

Sailing with Collins were local sailors Mark Fischer, Jim Allsopp, Gavin Brady, Mark Eustis, Joel Mateer, Riaz Latifullah and Christian Van Raatlen.

Larson wins in Europe

Annapolitan Chris Larson and Team Osama Writing Instruments earned the J/24 European Championship title for the second year in a row earlier last month. Larson and his crew, including Jon Rogers, Karl Anderson, Paolo Boido and Gavin Brady, topped the 69-boat fleet by 49.5 points in the 11-race, one-throwout regatta conducted in light-to-medium conditions in Holland.

Larson said that the short courses put a premium on starts and strong first legs.

Results at last

Sorry, Region 2 sailors, that results for the Magothy River Sailing Association's Baltimore race were not available sooner.

The outcome of the Corsica River event last weekend, however, still is unavailable.

MRSA 18th annual Race to Baltimore

PHRF A (18 starters): 1. Donnybrook, Jim Muldoon, Washington, 3:21:33 c.t.; 2. Rude Awakening, Chuck O'Malley, Annapolis, 4:33:02 c.t.; 3. Albatrossi, David Rossi, Severna Park, 4:50:00 c.t.; 4. The Fish, Lipshinn Syndicate, Baltimore, 4:50:15 c.t.

PHRF B (10 starters): 1. Airwaves, David Wiemer, Baltimore, 4:41:36 c.t.; 2. Blind Luck, John Fowlkes, Annapolis, 5:00:42 c.t.; 3. B-25, (skipper's name and hometown unavailable), 5:03:19 c.t.

PHRF C (14 starters): 1. Cold Duck, Chuck Wright, Baltimore, 4:52:09 c.t.; 2. Miller's Time, Lewis Miller, Arnold, 5:02:04 c.t.; 3. Rebecca, Bill Paul, Pasadena, 5:04:49 c.t.

PHRF Nonspinnaker (6 starters): 1. Albar II, Allen Keiser, Towson, 4:57:08 c.t.; 2. Catawampus, Virgil Hobbs, Fallston, 5:01:53 c.t.; 3. Coyote, Gene

Barnhart, Annapolis, 5:05:03 c.t.

Multihull (6 starters): 1. The Karis, Michael Ivy, Arlington, Va., 5:15:32 c.t.; 2. Leading Lady, Michael Beaver, New Cumberland, Pa., 5:24:33 c.t.; 3. Trilogy, David Way, Shady Side, 6:22:57 c.t.

Alberg 30 (5 starters, 0 finishers).

LOAD-DATE: September 29, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
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The Washington Post August 21, 1994, Sunday, Final Edition

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August 21, 1994, Sunday, Final Edition

SECTION: STYLE; PAGE F3; FASHION

LENGTH: 673 words

SERIES: Occasional

BYLINE: Cathy Horyn

BODY:

En Garde

"I'm on a war against ugliness here!" declares Joan Juliet Buck, the new editor in chief of French Vogue. "There has been a lot of not very nice stuff in French Vogue, and there's a lot of really beautiful stuff around in the world ... so we're just getting rid of the ugly and putting in what I really like."

Buck, a novelist who until recently was a film critic at American Vogue and a contributing editor at Vanity Fair, began her relationship with Conde' Nast in the late '60s as a fashion assistant at Glamour. In the '70s, she was twice features editor of British Vogue. "That was one magazine that I thought one day I would edit," recalls Buck, "until I decided I didn't want to be an editor and started writing novels instead."

Now she's back in the thickets of high fashion, but with a fresh eye. "People who have had jobs as editors on magazines for a very long time get terribly jaded and bored, and think things are not that interesting," says Buck, an American who spent her childhood in Paris. "What I'm doing is bringing the eye of someone who was a movie critic ... and I'm saying, 'Wow! Look at this! It's real life!' "

Among her realistic ideas is to lower the newsstand price of French Vogue from $ 8 to $ 6. Her first issue, for September, will be out soon.

Thigh Visibility

The advance of thigh-high stockings down the runway certainly gives one pause. Weren't they a favorite garment of fin-de-sie'cleprostitutes? In at least one image from the current National Gallery photo exhibit "The Waking Dream," a fleshy young creature is seen reclining in the nude, her black tights pulled seductively over her knees. Surely, more than one spectator has looked down at her own thigh-highs and wondered how something so naughty could now be worn with such innocence.

Thigh-highs have actually been on the scene for several years, but as a styling cue in the fall collections of Anne Klein, Ralph Lauren and DKNY, they've suddenly gained in popularity. They're available from such department store brands as Hot Sox and Hue, and from such specialty stores as Gap, J. Crew and Urban Outfitters. Commander Salamander in Georgetown sells them with holes or racing stripes; the Polo shop will have tartan models after Labor Day. Prices range from $ 8 for basic black to $ 18 for stripes.

Now, a few words of wisdom about this latest leg trend: Naturally, they look better on women who have fairly good legs, age being less a factor than shape. If you have some question about wearing thigh-highs, but are willing to try, keep them closer to your knees (higher than that and they're likely to pinch, creating -- horrors! -- bulge). You can also wear them crunched around your knees, or just below, for a slightly more haphazard look.

As for shoes, just about anything goes. T-straps give thigh-highs and a little black jersey dress an elegant attitude. Granny boots suit the proportion of flared skirts and close-fitting jackets. For Anne Klein, Richard Tyler showed woolly thigh-highs with chunky knee-high boots.

Dial 911 for Fashion

If girl gangs and bleached hellions can inspire fashion, why not the rescue squad? Anna Sui's polyester coats and jackets for fall evoke the official images of police and firefighters, but they shouldn't be taken too seriously. A bit of insouciance is the point.

At Chanel, the inspiration for shiny skirts and pants with quilted knee pads was high-performance ski wear. Although the fabric looks like the sort of nylon that Prada uses for its popular handbags, the Chanel separates are actually made of silk.

The real source for this utilitarian trend may well have been **Nautica,** a manufacturer of yachting clothes that has lately acquired a following among urban teenagers for its pants and parkas.

Post Script

The annual list of Washington area sewing classes is scheduled to run in The Post on Sept. 11. Send announcements of times and locations to Jill Hudson, Fashion Desk, The Washington Post, 1150 15th St., Washington, D.C. 20071, by Sept. 2.

GRAPHIC: PHOTO, JOAN JULIET BUCK, MARK FINKENSTAEDT FOR TWP

LOAD-DATE: August 25, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (6/1/1994) and leq (12/31/1994))** (Edit Search | Suggest Terms for My Search)
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BACK TO SCHOOL FASHIONS; KEEPING IT SIMPLE; JEANS, LEGGINS, VESTS AND ANYTHING PLAID ARE THE BIG CLOTHES FOR KIDS THIS FALL. The Virginian-Pilot (Norfolk) August 22, 1994, Monday,

Copyright 1994 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk)

August 22, 1994, Monday, FINAL EDITION

SECTION: DAILY BREAK, Pg. 1

LENGTH: 602 words

HEADLINE: BACK TO SCHOOL FASHIONS;
KEEPING IT SIMPLE;
JEANS, LEGGINS, VESTS AND ANYTHING PLAID ARE THE BIG CLOTHES FOR KIDS THIS FALL.

BYLINE: MONIQUE WILLIAMS, SPECIAL TO THE DAILY BREAK

BODY:
ASK KIDS WHAT THEY want for back to school, and you'll quickly find that they are not fashion plates.

"I get a lot of T-shirts and jeans," says Trish Callen, a ninth-grader at Salem High in Virginia Beach who prefers the sporty over the frilly. "I like the boring stuff," she says.

Kids know what they want. Their shopping lists aren't likely to include the extraordinary, but rather the ordinary.

Amanda Callen, Trish's younger sister and a fourth-grader at Glenwood Elementary School in Virginia Beach, also knows what she wants, "I want big shirts and stirrups," she says.

Surprised? Well, don't be. Kids love to conform, but as soon as somebody else starts a trend, they all want to follow. They yearn to look like all other kids or like their MTV icons.

Michael Simo, a seventh-grader at Larkspur Middle School in Virginia Beach wants "the same old stuff every year": tennis shoes, a backpack, jeans and T-shirts. His only request is that the clothes be real big - like three sizes too big.

"Kids like comfortable things," says Pam Ballard, manager at the Children's Outlet at Lynnhaven Mall in Virginia Beach. They want clothes that move with them, play with them and work with them, she says.

Ballard says her little customers continue to ask for leggings, while their mothers prefer the new pleated, plaid skirts.

"Little girls want to look like the big girls," she says.

Kids are eager to dress in diminutive versions of what their parents are wearing, and Gerber-baby pastels and executives-in-training navy blazers have bitten the dust.

For small and big girls, bodysuits with or without ruffles are so hot, they're cool. They can be worn with vests - still an in-demand item.

Kilt skirts and the new riding pants (Jodhpurs) in knits also attract kids. Coveralls, shortalls and skorts - a carry-over from spring - make a strong appearance in every store and are offered by the hippest manufacturer (Guess) to the cheapest (Gitano).

Jeans remain the staple item in every girl's and boy's closet, no matter the age.

The clever manufacturer, however, will take basics and turn them into fashion by offering jeans in an array of blue washes and colors and by adding innovative treatments to garments.

As with adult ready-to-wear, the lumberjack-for-a-day look looms large, and carpenter pants and workboots have been downsized to Lilliputian sizes.

If you're confused about what to buy for the little ones, "buy separates that you can mix and match," says Ballard. "They are easy to dress up or down."

Real big girls (16-plus) are rushing to buy '60s knock-offs as if they were going out of style, says Brenda Willis, manager of Up Against the Wall in Lynnhaven Mall.

Argyle vests a-la-Archie Bunker (would you believe?) are "flying out the store," says Willis. Neons spandex dresses in Pepto-Bismol pink and Key Lime Pie colors need no introductions. Wide corduroy pants worn with undersized baby T's for that much sought-after undernourished, waifish look have been resurrected for an encore.

And what do big boys want? Anything **Nautica** and anything Tommy Hilfiger. And anything big. Big fleeces, big hooded tops and big pants.

Plaids are undoubtedly the most noticeable trend for both sexes this season. They come in cotton wovens and in flannels.

Sneakers by Vans and Puma in plaids, tapestry and suede are a hit with girls, and Doc Martens knock-offs, rugged boots and combat boots remain as popular now as they were a couple of years ago.

The coolest accessory for this season is the new backpack in - what else - plaids.

GRAPHIC: Staff color photos by PAUL AIKEN, Amanda Callen, a fourth-grader at Glenwood Elementary in Virginia Beach, wears Guess overalls ($ 44) over a striped shirt, also from Guess ($ 20)., Trish Callen wears a floral print cotton shirt from Guess ($ 66) over a cropped top from Energie ($ 8). The wrap denim skort is from Guess ($ 48)., Michael Simo wears a Tommy Hilfger top ($ 98) over a cotton polo shirt by Hilfiger ($ 28). His cap ($ 22) is also from Hilfiger., ; Photo, Pleated plaid skirts and zippered leather jackets are in fashion.

LOAD-DATE: August 26, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (6/1/1994) and leq (12/31/1994)) (Edit Search | Suggest Terms for My Search)
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Fall fashion slips into a sweater Rocky Mountain News (Denver, CO) August 25, 1994, Thursday

Copyright 1994 Denver Publishing Company
Rocky Mountain News (Denver, CO)

August 25, 1994, Thursday

SECTION: SPOTLIGHT ON STYLE; Ed. F; Pg. 6D

LENGTH: 462 words

HEADLINE: Fall fashion slips into a sweater

BYLINE: Jane Crawford; Pittsburgh Post-Gazette

BODY:
The leaves aren'ts that turn brilliant shades of orange, gold and red in autumn. Sweaters are also ablaze with vivid fall shades.

The sweater is big news for fall. Somehow it's become a fashion necessity that provides a good deal of versatility. With many offices permitting workers to "go casual" on Fridays, sweaters are turning up in the business environment. And many men carry the trend further and opt for a colorful sweater to wear to a casual dinner - with or without a sport coat.

Jhane Barnes offers a stretch woven sweater that stands up to being wrapped around a waist or shoulders. And using fabrics woven with boucle yarns, she has created a group of unstructured sweater jackets that can easily double as coats for the man who wants a loose and casual approach to dressing.

There is a twin set from Falke - something new to mens' fashion. This version is a beefy ribbed and striped Peruvian duo that includes a wool and alpaca turtleneck and an oversized cardigan. The colors are marbled shades of chocolate, charcoal and cream. A matching muffler ties the look together.

Brighter colors come into play with **Nautica's** red tartan cotton crewneck. Designer David Chu takes a distinctly preppy approach to dressing but with bright and lively interpretations. The result - All-American, good-looking clothes with a style that doesn't seem stodgy. Another **Nautica** pullover comes in a combo of checks and herringbone to form a patchwork pattern in soft camel tones.

Cashmere, the ultimate luxury in sweatering, takes the form of a ribbed cardigan in the hands of designer Donna Karan. The loose sweater has a V-neck and two roomy pockets. Karan shows it with oversize pants. And cashmere turns bright when Karan uses it for a red turtleneck. Other sweater treatments from Karan feature nylon pockets, elbow trims and double-end zippers.

Mossimo Giannulli, an of-the-moment California designer who will turn up in a soon-to-be-released music video, You Want This, by Janet Jackson, offers fall's fashionable man soft, unconstructed sweaters. A heabbed lambswool turtleneck and a black lambswool crew neck with "X" detailing at the hem and cuffs are part of the sweater collection under the Mossimo label. Other trademark sweater touches are unfinished hems and roll collars. Styles include Turtlenecks, V-necks, Henleys, cardigans and high-button vests.

Good looks from Italy are provided by Missoni with rich autumnal colors in soft and supple sweaters and Gianni Versace with a wool and cashmere tweed fisherman's sweater in gray.

Men have a wide selection of sweaters this season to wear as a replacement for a shirt. Depending on what style they choose, they can look every bit as together as they do with a shirt - or tie.

GRAPHIC: Color Photo (3)
The puzzle design wool and acrylic sweater is by Mondo di Marco. The line is sold by Saks Fifth Avenue.

LOAD-DATE: August 1, 1994

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Nautica to expand Maine warehouse; Brief Article Daily News Record August 25, 1994

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Daily News Record

August 25, 1994

SECTION: Vol. 24 ; No. 164 ; Pg. 10; ISSN: 0162-2161

LENGTH: 109 words

HEADLINE: **Nautica** to expand Maine warehouse; Brief Article

BODY:
NEW YORK (FNS) -- **Nautica** Enterprises, Inc., said as a result of new tax incentives from Maine's governor, the company plans to keep its warehouse operations in Rockland and substantially expand operations there.

Harvey Sanders, chairman and CEO, said the apparel maker plans to add 175,000 square feet to the site, increasing overall capacity to 430,000.

Sanders said **Nautica** plans to invest $ 10 million to $ 15 million and he expects the expansion to be completed in fall 1995.

He said **Nautica** decided to stay in Maine after John McKernan, Maine's governor, provided tax incentives to make the state more competitive with other states.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 1541 Industrial buildings and warehouses

IAC-NUMBER: IAC 15759860

IAC-CLASS: Trade & Industry

LOAD-DATE: September 15, 1995

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SAILING NOTES The Capital (Annapolis, MD.) September 1, 1994, Thursday

Copyright 1994 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD.)

September 1, 1994, Thursday

SECTION: Sports; Pg. D5

LENGTH: 638 words

HEADLINE: SAILING NOTES

BYLINE: By BILL WAGNER Staff Writer

BODY:
A major international event comes to Annapolis Sept. 13-18 in the form of the J/22 World Championships. A record fleet of 74 boats featuring competitors from seven different nations will participate in the fifth annual event, being hosted by the Annapolis Yacht Club and the local J/22 Fleet 19.

Action kicks off Tuesday, Sept. 13 with a three-race elimination series to divide the fleet into Gold and Silver classifications. A total of seven races will be held Wednesday, Thursday and Friday to determine final standings.

Event organizer Melinda Berge has received registrations from throughout the United States as well as the Netherlands, Denmark, South Africa, Jamaica, Ireland, Canada and Italy.

An outstanding job hosting the J/22 East Coast Championships the past two seasons brought the international event to Annapolis. It was held in South Africa a year ago.

"We're all set for a really great regatta," Berge said. "It's going to be an exciting week of racing."

Annapolis resident Chris Larson won the World Championship two years ago in Harbor Springs, Mich., and is one of the pre-event favorites this year. Other local standouts competing include Pete McChesney, who last weekend won the Mid-Atlantic Championships; John Sherwood, the East Coast Regatta champion; Gary Jobson and Scott Allan. A total of 38 entrants hail from the Chesapeake Bay area.

A pair of former Annapolis residents head up the list of out-of-town sailors expected to contend for the title. They are former Navy Academy Squadron coach Doug Clark, who now lives in Marblehead, Mass., and Charles Ogletree of Houston, Texas. RACE WEEK: A gala cocktail party tonight at the Hecht Company in the Annapolis Mall will kick off Annapolis Race Week. The 26th annual Labor Day event is put on by the Chesapeake Bay Yacht Racing Association.

Race Week runs Saturday through Monday and features handicap and cruising one-design classes competing in two races per day. More than 200 boats in 11 classifications are already entered and event chairman Tom Curtis said he will accept registrations through Friday.

Daily racing will be conducted on three separate courses. Fleets will sail off Sandy Point, Thomas Point and the R2 buoy in the middle of the bay. Awards ceremonies highlighted by live entertainment will be held nightly at the Marriott at City Dock.

Tonight's party, being thrown by event sponsors **Nautica** and Hecht's, is by invitation-only. Registered racers who have not received an invitation should contact the CBYRA at 269-1194. CATBOAT GATHERING: The Chesapeake Bay Catboat Association will gather this weekend on Whitehall Bay. Approximately 12 cats are expected to arrive Saturday at Bill Hoover's home on Mill Creek with a race scheduled for Sunday morning.

A Wilkinson 24 is the largest catboat expected while the several relatively new Beetle Cats are the smallests. Rounding out the fleet will be Marshall 18's and 15's and Hoover's Mystic 20, which he bought 26 years ago while living on Long Island.

The Chesapeake Bay Catboat Association consists of around 50 members and holds two races per month during the summer. Catboats, originally used as fishing vessels, traditionally range in length from 18 to 24 feet and are distinguishable by their wide beam, unstaid mast and gaff-rigging.

"To those of us who own them cats are very special boats," Hoover said. WEEKEND REGATTA:Severn Sailing Association will hold its Labor Day/ Governor's Cup regatta this weekend. The annual event features Thistles and Lightnings competing on the Severn River. NEXT WEEK: A full page of sailing coverage returns next Thursday with complete results of Annapolis Race Week, a wrapup of the AYC Wednesday Night Series, a feature story on paraplegic sailor Chris Murphy and notes about upcoming events.

LOAD-DATE: November 03, 1994

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AFROCENTRIC LINE Designer gives preppy look a new twist The Atlanta Journal and Constitution September 4, 1994, Sunday

Copyright 1994 The Atlanta Constitution
The Atlanta Journal and Constitution

September 4, 1994, Sunday

SECTION: STYLE; Section L; Page 5

LENGTH: 728 words

HEADLINE: AFROCENTRIC LINE Designer gives preppy look a new twist

BYLINE: By A. Scott Walton STAFF WRITER

BODY:
You won't find Charles Walker swinging a polo mallet. It's not his sport. For that matter, polo is not exactly the great American pastime. So why shouldn't millions of people trade that polo player worn close to their hearts for one that says "We Don't Play Polo"?

That's the hope of the 26-year-old son of a state senator from Augusta. As an alternative to the preppy attire of Ralph Lauren and Tommy Hilfiger, Walker is offering a line of revisionist preppy clothes. The twist on his Heritage by Paris Walker collection of Oxford button-down shirts ($ 48), khaki slacks ($ 38) and cotton polo shirts ($ 38): Instead of a polo-pony logo, Walker offers a swatch of kente-inspired cloth with an African-American crest of his own design and his defiant logo. (Paris is the name of his 3-year-old daughter.)

"We felt like we could capture the attention of the major retailers, because the crest is something powerful and meaningful," Walker says. "It's the first African-American crest ever created, and it's the highlight of the entire line."

"The T-shirts and caps with the African-American crest have been the most popular sellers so far," says Rich's young men's sportswear buyer Wendy Malsky. "Paris Walker seems to represent the new conservatism we're seeing in the young men's market. The merchandise is classic, yet it has that Afrocentric twist that makes it interesting."

But Walker isn't trying to make a racial statement with his fashions. He sees his market as broader than the African-American community. In fact, "We're not ethnic at all," Walker says. "If a store approaches us with the idea of putting us in that 'ethnic' niche, they don't get us."

With the marketing savvy acquired while pursuing a business degree at Georgia Military College, Walker hopes to capitalize on two retail realities: Black youth demonstrate a preference for preppy apparel by Lauren, Hilfiger and **Nautica,** as well as the less label-driven brands like The Gap; and virtually anything that caters to the pro-black sentiment so popular with the hip-hop generation sells.

"We know that Tommy Hilfiger's customer base is probably 50 percent to 60 percent African-American, and the success Ralph's had selling to African-Americans is quite astounding, too. But we feel we will be a major, major competitor of theirs because of the quality of our garments, first and foremost, and because our line is real."

By "*real*," Walker means that his collection doesn't trade on the illusory old-money imagery of Lauren's designs. He lampoons Lauren's "polo player" logo, at the same time mimicking Lauren's successful application of an image-evoking symbol. Walker places a pictographic "crest" depicting African-Americans' origins, period of enslavement and rebirth after emancipation on most of his sport shirts, T-shirts and caps.

"The other traditional sportswear lines are devoid of other cultural representations, and we feel that our line embraces everybody," Walker explains. "The slogan ["We Don't Play Polo"] doesn't just mean that African-American's don't play polo. That's 'we' as it's written into the preamble of the Constitution: We the people who live, succeed and dress on our own terms."

This fall he'll be trying to capitalize on the catch phrase "Get on It, Doggone It" by lending his crest to the CD-single packaging of a song bearing that name by the rap group X-Slave. Though he has no budget for advertising, Walker says he's so far sold more than $ 300,000 worth of merchandise this year through seven chains, including Macy's, Rich's, Chess King and Merry Go Round.

Glenn Bell, market director for the semiannual Southeastern Menswear Collectives at the Atlanta Apparel Mart, says the merchandise deemed most attractive by buyers attending his recent show resembled the color-block, sporty separates designed by Hilfiger. Bell says a sportswear collection that mimicks Hilfiger and promotes a pro-black mindset, as Walker's does, can only succeed.

Walker "could be sitting on a gold mine," Bell says. "Any company that brings an anti-establishment message to mainstream apparel will attract the kids. And a lot of buyers are going for that, too, because it's hitting a vein that's got a lot of [sales] potential.

"A lot more white American kids want that urban look these days," Bell adds, "and this line Charles has plays into that vein."

GRAPHIC: Color photo (appeared on L01 with reference to L/05 story): Fashion designer Charles Walker./ LOUIE FAVORITE / Staff Photo: Charles Walker's designs include "We Don't Play Polo" logo shirt ($ 42) and jeans ($ 48). At left, kente-inspired fabric trims a polo top ($ 38) and khaki shorts ($ 48). / LOUIE FAVORITE / Staff

LOAD-DATE: September 7, 1994

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SUITABLE FOR FALL / Clothes make the man more comfortable USA TODAY September 6, 1994, Tuesday, FINAL EDITION

Copyright 1994 Gannett Company, Inc.
USA TODAY

September 6, 1994, Tuesday, FINAL EDITION

SECTION: MONEY; Pg. 1B

LENGTH: 1098 words

HEADLINE: SUITABLE FOR FALL / Clothes make the man more comfortable

BYLINE: Elizabeth Snead

BODY:
Flip through any men's rag-mag and chuckle at designers' proposed fall options. Care to look like a rumpled tweedy Eaton schoolboy? Hey, here are some swell jersey sarongs. Ah, that swarthy, Euro-fash, gigolo, well-oiled and leathery look. Or perhaps you'd prefer an effeminate array of Oscar Wilde-style foppish finery?

Yeah, riiiight.

There's no question that when it comes to clothing, men just don't wanna have fun. Yet the fashion industry pays this obvious fact of life no heed. "There are some really strange clothes in the magazines and on the runways," says fashion forecaster David Wolfe of the international Donegar Group. "They're getting farther and father away from reality."

And men are getting fed up with fleeting foolish fads from an out-of-touch fashion industry. They're looking for the safety of more traditional tailoring that's not as constructed as suits of the past, say menswear industry observers. Designers are following suit. On the racks for fall '94 are comfortable, softly tailored business suits from every menswear designer from Joseph Abboud, Calvin Klein, Tommy Hilfiger and Donna Karan to Ralph Lauren, Nick Hilton and Alexander Julian.

That doesn't mean the stuffy suit is back.

"Young men want tailored clothing," says Hilfiger. "But not like the stiff suits their fathers wore." Known for his casual men's clothing, Hilfiger launched (with Hart Marx) his first tailored collection of three-piece traditional vented suits this month - a Ralph Laurenesque look priced under $ 400. He proposes his suits with reversible vests for work. Flip the vest for dates. Pair it with jeans on weekends. Wear the jacket over khakis and the slacks with a nubby sweater.

Womenswear designer Carolina Herrera will launch her tailored menswear in Feburary. David Chu for **Nautica** is answering customers' calls for the "right suit, a certain suit" priced from $ 395-495, due in October. More lower-priced three-piece suits come from J. Crew, Banana Republic and The Gap. Individuality is stronger than ever this season as men can choose from two-, three-, four- and six-button single and double-breasted options.

"It's arrogant to seriously propose stirrup pants, skirts and fishnet T-shirts for men," says designer Nick Hilton, who points a finger at his own industry and the headline-hungry fashion press for turning off men.

"It's a slap in the face to a serious billion-dollar industry."

About $ 5 billion is spent annually on men's suits. And while the number of suits sold fell in 1992 and 1991, sales are picking up this year as the "soft suits" are catching on, says Carl Priestland, economist with the American Apparel Manufacturers Association.

"The tailored clothing people are making a less-constructed suit, and the sportswear people are moving up to tailored - but not all the way up," Priestland says. "They're filling in that gray area between a suit and casual clothing."

The return of the suit isn't just a backlash against the outrageous. Looser corporate attire rules - the "casual Friday" movement - permit men to wear khakis and polo shirts to the office. As a result, sales of casual clothes took off.

The trend towards casual was mostly Madison Avenue marketing to make men buy something, anything: "And it worked," says fashion forecaster Wolfe. "Men bought alot of casual clothes. For a while."'

Now major menswear designers admit that many customers never really wanted to toss their suits of social armour. They only wanted to be more comfortable in them.

Designer Hilton says that for many men, the suit remains the uniform of an elite workforce.

"A lot of men are put off by the idea of wearing a polo shirt to work. It doesn't say anything about the life station that they've worked so hard to get to," Hilton says. "Face it, once you've climbed the corporate ladder, you're not going to dress like the parking attendant."

The resurrection of the take-me-serious suit may be strictly economic: "The suit is back stronger than ever and historically, this is logical," says Richard Martin, of the Metropolitan Museum of Art's Costume Institute. "The idea of Friday dressing in a recession is bizarre, and wearing casual business clothing in a troubled economy is misguided."

A tailored suit enables a man to join his chosen elite social tribe, lets him relax, and protects him from ridicule, says Anne Hollander, author of Sex and Suits, (Alfred Knopf). "The suit remains the uniform of official power, not manifest force or physical labor, " she writes. "It suggests diplomacy, compromise, civility, and physical self-control. In their pure form, they express a confident adult masculinity, unflavored with either violence or passivity."

An Armani or Hugo Boss suit makes Tom Kowaleski, 42, a Chrysler public relations executive, feel almost bullet-proof: "There's a feeling you have when you're well-dressed, a confidence."

And while self-confidence is a tall order for a piece of cloth, Hilton maintains: "When a man shops for a suit, his life, his humanity, his character are all up for grabs."

Perhaps that's why Nashville cardiologist Andre Churchwell sticks to proven classics by Julian, Lauren and Hilton. He feels the rise in casual dress indicates a lessening of respect for formal occasions. "If you don't wear something special for an occasion, that the occasion is not special. If you don't dress up for the opera, you show disrespect for the performers. It's the same for traveling, business and fine restaurants."

While women may suffer silently as hemlines rise crotch-high and fall to ankle-low in a single year, men want reliability in clothing, not adventure. Many say men's faith in fashion has been shaken by speeded up style changes.

"The turn-around time is getting too fast. It's crazy - a 'burn your wardrobe' kind of thing that men will never fall for," says G. Bruce Boyer, menswear author. "Calvin (Klein) and Donna (Karan) are already saying the three-button suit is over and are going back to one- and two- for Spring '95."

Designer Abboud, known for his tailored suits, says his customers are businessmen, laywers, stockbrokers, doctors. "My guys want to be fashionable but they have a comfort zone."

Despite all the evolutionary changes in lapels, shoulders, buttons and vents, menswear experts believe the traditional suit, in its current form, will survive another 50 years. And all concur that, having taken years to arrive, the softened-up suit is here to stay.

"Once men experience these well-made unconstructed soft suits," Wolfe says, "they'll never go back."

GRAPHIC: PHOTOS, color, Randy Brook (3); PHOTO, color, Greg Kinney; PHOTO, b/w, Santa Fabio; PHOTO, b/w; PHOTO, b/w, Randy Brook

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Championship sailing is a breeze for Huntington teen;PROFILE: Mark Ivey is one of the top junior sailors in the nation, having won fourth at the U.S. Sailing/Rolex Junior Championship. Orange County Register (California) September 8, 1994 Thursday

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Orange County Register (California)

September 8, 1994 Thursday ZONE 4 EDITION

SECTION: COMMUNITY; Pg. 10

LENGTH: 825 words

HEADLINE: Championship sailing is a breeze for Huntington teen;
PROFILE: Mark Ivey is one of the top junior sailors in the nation, having won fourth at the U.S. Sailing/Rolex Junior Championship.

BYLINE: BOB BUTTITTA, The Orange County Register

DATELINE: HUNTINGTON BEACH, CA

BODY:
Most people think of sailing as a relaxing weekend endeavor, but that's not the way 17-year-old Mark Ivey sees his sport.

The Marina High School senior is one of the top junior sailors in the nation. In the past few months, Ivey has competed in races in Japan and Canada.

"When I think of sailing, I think of being on the verge of being out of control, and you're going faster than anyone else on the water," Ivey said. "When you're in those situations, that's when it's the most fun. "
In the past few years, Ivey has mastered handling such situations.

In August, he and partner Kevin Richards of Palos Verdes finished fourth at the United States Sailing/Rolex Junior Championships. In July, they took fifth place at the United States Sailing Association/**Nautica** Youth Championships.

At the **Nautica** Championships, Ivey's peers gave him the sportsmanship award, which earned him a spot on the Rolex Junior National Team.

"It's been a great summer," Ivey said. "Being voted the sportsmanship award means a lot to me, because it comes from my peers.

"They respect me, not just for my sailing skills, but also think I'm a good person. One of the

best things about sailing is the people you meet. I've made friends that I will have for life through sailing. "

With some prodding by his father, Kevin, Ivey started sailing at age 7. After going out with his father, Mark Ivey took lessons at the Huntington Harbour Yacht Club.

Within a year, he was competing in area regattas. With the help of other sailors and by spending countless hours on the water, he improved his skills.

Two years ago, Jeff Lenhart, one of the top sailors in the United States, asked him to join his crew for an international competition in the Bahamas.

"Getting to sail with Jeff was a tremendous experience," Mark Ivey said. "I learned so much from watching him.

"Being part of his crew is definitely one of the highlights of my sailing career so far. And we were also representing the United States, so that made it even better. "

Mark Ivey's mother, Judith, said she's proud of her son's accomplishments. But like any mother, she says, she worries about her son, who travels the world by himself most of the time.

"When he was in Canada, he had his passport, money and other important items stolen, and we were away from home at the time," she said. "We were getting messages from Mark on our answering machine here, but we couldn't reach him.

"You worry about things like that. But when he's out sailing, he has to handle emergencies on his own, so that makes me feel a little better.

"Sailing has been great for Mark. It's allowed him to travel and meet people and helped him mature a lot the past few years. It's been a good education. "

It's also been an expensive one. The family estimates it spent $ 3,000 to $ 4,000 to send him to various competitions this past summer.

While his parents pay a good portion of the expense, Ivey also chips in. He earns money by teaching sailing to children in Long Beach.

"Teaching sailing helps me earn money, but it's also a lot of fun," Mark Ivey said. "It's given me a different perspective on sailing, because I'm seeing things from another side.

"It's so great when a kid comes out at the start of the summer and he may only be there because his parents make him.

"But as the time goes along, he gets better, and by the end, he's improved a lot and he's out there because he loves the sport. That

makes me feel great. "

After graduating from Marina in June, Mark Ivey plans to continue sailing at the collegiate level. He says he hopes to attend St. Mary's College of Maryland in St. Mary's City, Md., which has one of the top sailing teams in the nation.

His goals include leading his team to a national championship and earning All-America honors. And after that?

"I'd love to sail in the Olympics in 2000, which will be in Australia," Mark Ivey said. "That's still a ways away, but it's a goal.

"After a really hectic summer, I'm relaxing a little. There aren't any major competitions until next year, so I have some time.

"But I'll still be sailing a lot. I love being out on the water, by myself. It's just the best. "

GRAPHIC: BLACK & WHITE PHOTO; MARK IVEY

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SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP . . . -- . . . AND TOMMY HILFIGER'S LINEUP SHOWED ALL THE LAYERS -- ANOTHER SEASON, ANOTHER REASON FOR MAKING FASHION The Seattle Times September 13, 1994, Tuesday, Final Edition

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The Seattle Times

September 13, 1994, Tuesday, Final Edition

SECTION: STYLE; Pg. E1

LENGTH: 380 words

HEADLINE: SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP . . . -- . . . AND TOMMY HILFIGER'S LINEUP SHOWED ALL THE LAYERS -- ANOTHER SEASON, ANOTHER REASON FOR MAKING FASHION

BODY:

It's hard to get out of that back-to-school mode. Even when you're a grown-up, long free of the classroom, there's nothing like fall to re-awaken those dormant desires for new duds.

Those who turned to the Bon Marche's annual fall fashion show Monday certainly didn't go away empty of ideas.

The 45-minute show included a mixture of familiar and new names; among those prominently featured were Donna Karan, Jones NY Sport, Platinum, Karen Kane, Carole Little, Liz Claiborne, **Nautica,** Ralph Lauren, Dana Buchman, Anne Klein II, Ellen Tracy and Calvin Klein.

The women's collections were heavy on brown and green. Hemlines tended toward the conservative, with most skirts and dresses at knee-level and below. Among the standouts in a show full of attractive designs was a full-length evergreen velvet dress by Karen Kane.

Vests were also popular, for both men and women, worn with or without a jacket. A typical ensemble by Platinum included a striped vest, patterned skirt and a patterned jacket. The most popular fashion accessories for women were knapsacks with long straps that were cute, but too small to likely be of use.

While women's clothes dominated the show, men's clothing had a stronger presence than usual, largely because of Tommy Hilfiger's first complete line of tailored men's clothes, new this fall.

Hilfiger, who heads one of the most successful men's sportswear companies in the country, has ventured into new territory with style and daring. The ensembles presented at the show typically featured rich layers of eye-catching patterns and contrasting color.

"Tommy's whole collection is just fun," said Peter Sachse, The Bon's senior vice president for general merchandising. "It's traditional merchandise with a twist, but he always adds a little spice to what's traditional."

A second show will be held at 6:15 p.m. today at the downtown Bon. (Doors open at 5:30 p.m.) Tickets are $ 18, and include parking and an hors d'oeuvres buffet. For more information, call 344-7269.

Hilfiger will make two appearances at the store today. He'll be in the Hilfiger shop on the main floor from

noon to 1:30 p.m., and from 7-8:30 p.m. after the fashion show.

GRAPHIC: PHOTO TOM REESE / SEATTLE TIMES: SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP

LOAD-DATE: September 15, 1994

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STYLE: MEN'S FALL FASHION;MAN ABOUT TOWN;A CUP OF JOE AND HE'S ON TO A POWER BREAKFAST
Los Angeles Times September 18, 1994, Sunday, Home Edition

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Los Angeles Times

September 18, 1994, Sunday, Home Edition

SECTION: Magazine; Page 38; Magazine Desk

LENGTH: 61 words

HEADLINE: STYLE: MEN'S FALL FASHION;
MAN ABOUT TOWN;
A CUP OF JOE AND HE'S ON TO A POWER BREAKFAST

BODY:
Dress it up, dress it down: The look in menswear this fall revolves around the suit, strong suits, they do double duty at work and play, sexy suits, they hug the body like a sweater. Sophisticated suits, they flaunt the English Silhouettes that influenced them. Suit looks run the gamut. So does the new man in town.

Produced and Styled by Michael Eisenhower

GRAPHIC: Photo, COLOR, Donna Karan New York wool blend suit, $1,095 (jacket and trousers only), at Sami Dinar Men, Beverly Hills, and cotton shirt, $195, at Ron Ross, Studio City. L.A. Eyeworks frames, Donna Karan New York tie. Location: The Donut Hole, La Puente. Grooming: Liz Rizo/Fierro; fashion assistant: Bob Sparkman; model: David Roman/PRIMA Model Management ; Photo, COLOR, He focuses on his priorities. . .: Romeo Gigli wool suit, $1,250, and wool vest, $350, at Barneys New York, Beverly Hills, and brushed cotton shirt, $205, at Maxfield, Los Angeles. L.A. Eyeworks frames, Romeo Gigli boots. Location: Chiat/Day, Venice. ; Photo, COLOR, . . . Confident his ship will come in: Comme des Garcons Hommes Plus by Rei Kawakubo wool jacket, $1,165, and trousers, $565, at Barneys New York, Beverly Hills, and Comme des Garcons SHIRT cotton shirt, $195, at Sami Dinar Men, Beverly Hills. Hoquy beret, L.A. Eyeworks frames. Location: Dive!, Century City; dogs: Murphy and Jackson courtesy of Steven and Lauren Bergman. ; Photo, COLOR, After too many meetings, bottled-up emotions. . .: Paul Smith wool suit, $1,220, nylon and cotton vest, $260, and cotton shirt, $150, at Fred Segal Finery, Santa Monica, and Ron Herman at Fred Segal, Melrose. L.A. Eyeworks frames, Paul Smith tie. Location: Coca-Cola Bottling Co., Los Angeles. ; Photo, COLOR, . . . He indulges in the briefest of fantasies: Victor/Victoria wool blend topcoat, $925, wool blend jacket, $695, knit vest, $185, cotton shirt, $130, and Zanella wool flannel trousers, $295, at Sami Dinar Men, Beverly Hills. L.A. Eyeworks frames, Sami Dinar tie. Location: Spadena House, Beverly Hills. ; Photo, COLOR, Lunch is a rush, rush, rush: SO cotton velvet jacket, $750, trousers, $250, and cotton shirt, $140, at Traffic, Beverly Center, Fred Segal Finery, Santa Monica, and (shirt only) I. Magnin, Beverly Hills. L.A. Eyeworks frames, J. Fenestrier shoes. Location: Tail O' the Pup, West Hollywood. ; Photo, COLOR, He keeps a stiff upper lip . . .: Dolce & Gabbana wool, silk and linen jacket, $770, wool blend trousers, $375, and cotton shirt, $240, at Neiman Marcus, Beverly Hills. Johnstons of Elgin for British Apparel Collection lamb's wool sweater, $150. Dolce & Gabbana tie. Location: Randy's Donuts, Inglewood. ; Photo, COLOR, . . . Ever conscious of his image: Calvin Klein wool suit, $1,128, at Ron Herman at Fred Segal, Melrose, and CK Calvin Klein cotton shirt, $55, at Saks Fifth Avenue, Beverly Hills. L.A. Eyeworks frames, Calvin Klein tie. Location: Sher-E Punjab, Los Angeles. ; Photo, COLOR, But with so many questions, so many decisions. . .: Tommy Hilfiger wool trousers, $110, at Bullock's, Pasadena and South

Coast Plaza, cotton shirt, $56, at Bullock's, Sherman Oaks and South Coast Plaza, and wool vest. L.A. Eyeworks frames, Tommy Hilfiger tie, **Nautica** by David Chu watch. Location: Stan's Service, Los Angeles. ; Photo, COLOR, . . . Sometimes it's better to just walk away: Yves Saint Laurent wool topcoat, $1,110, wool and cashmere suit, $1,210, cashmere sweater, $495, at Yves Saint Laurent, Beverly Hills. l.a. Eyeworks frames, J. Fenestrier shoes. Location: Coca-Cola Bottling Co., Los Angeles. ; Photo, COLOR, In the end, it's a wrap: Baldessarini by Hugo Boss wool jacket and vest, $1,300 (with matching trousers), at Bernini, Beverly Hills, and Sanchita Ajjampur cotton and linen sarong, $395, to order at Barneys New York, Beverly Hills. No Name boots. HUGH HALES-TOOKE

LOAD-DATE: September 19, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Cheat On the Street;Sidewalk Sales: Beware The Bogus Bargain The Washington Post September 22, 1994, Thursday, Final Edition

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September 22, 1994, Thursday, Final Edition

SECTION: STYLE; PAGE D5; STYLE PLUS; CONSUMMATE CONSUMER

LENGTH: 1327 words

HEADLINE: Cheat On the Street;
Sidewalk Sales: Beware The Bogus Bargain

SERIES: Occasional

BYLINE: Bob Weinstein, Special to The Washington Post

BODY:
It doesn't matter whether you're strolling along Washington's K Street, Manhattan's Canal Street, Los Angeles' Santee Alley or Chicago's Maxwell Street. On each, you'll find vendors hawking knockoffs of popular trademarked products from sunglasses to software.

That's because millions of people are spending billions of dollars on counterfeit and pirated goods each year just so it appears they are sporting a genuine Rolex and toting a Louis Vuitton bag. Forgotten by these normally law-abiding citizens is that counterfeiting is the stealing of a trademark and pirating is the stealing of a patent or copyright (books, videotapes and audiotapes).

John Bliss, president of the International Anticounterfeiting Coalition Inc. (IAC) in Washington, conservatively estimates that more than half of the products sold on the streets are counterfeit. The IAC is a trade organization dedicated to combating product counterfeiting and the piracy of intellectual properties worldwide.

Each year, hundreds of thousands of dollars worth of counterfeit products are confiscated. Despite such ongoing product seizures, counterfeiters are multiplying in number. Like roaches, you can't get rid of them. "The bad guys are only getting smarter," says Bliss. Apparel counterfeiters, for example, have gone from crude back-room shops to factories using state-of-the-art computers that copy designer patterns, and high-speed embroidering and silk-screening machines that spit out dozens of designs a minute. "Counterfeiting has moved from the back alleys to the information superhighway," says Bliss.

The reason, according to Bliss, is that organized crime has jumped on the counterfeit market in a big way. "Most, if not all, of the counterfeit merchandise sold on the streets of D.C. has come through an organized distribution network that starts with Asian-organized crime syndicates in China and Hong Kong, arrives on New York's City's Canal Street and is then sent on to Baltimore," where it's picked up by some Washington street merchants, says Bliss.

You only think you're getting a good deal. The reality is you're buying inferior goods lacking the quality and durability of the real thing. What's more, counterfeiting hurts American industry through lost jobs and tax revenues. Last year, the U.S. Customs Service estimated 750,000 jobs were lost due to foreign counterfeiting of U.S. products. And a recent International Trade Commission study reported the worldwide

loss to businesses is about $ 200 billion a year, up from $ 61 billion in 1986.

Among popular products sold on the street and the ways to tell if they're counterfeit:

* Videotapes. Within a day after films such as "Forrest Gump," "Speed," "Clear and Present Danger," "Beverly Hills Cop III" and "The Client" hit the theaters, pirated versions could be picked up on the street, selling for between $ 5 and $ 10. Typically, pirates obtain a 35- or 16mm film print from a theater, film depot courier service or other industry-related facility and then take it to a lab, where thousands of copies are run off. In some cases, pirates use hand-held video cameras to shoot illegal copies right off the movie screen. These copies flood the U.S. market and even show up overseas before the film is released internationally. Illegally copying videocassettes is a violation of the Federal Copyright Act and punishable by fines up to $ 250,000 plus maximum imprisonment of five years. Yet, tough laws and severe punishment haven't deterred video thieves.

The Motion Picture Association of America (MPAA) estimates the U.S. motion picture industry loses in excess of $ 2 billion each year in potential revenues. The trick is spotting a pirated version before you pay for it.

If you find something selling on the street that's not in video stores, it's probably an inferior pirated edition. According to Jack Valenti, president and CEO of the MPAA, "There are three quick clues a consumer can consider when buying or renting a video of a motion picture: the appearance, source and timing."

First, look at the packaging, says Valenti. "Make certain the labeling is sharp and clear. On a pirate copy, you'll probably find the printing is blurred or the photograph is faded or the colors bleed."

Second, consider the source. Many street vendors change locations daily. There is a certain assurance in dealing with established retailers. If problems come up, you can get your money back.

Finally, "If you find a movie available on videocassette just as it is being shown in your local movie theater, beware," Valenti adds.

* Audiotapes. Pirated audiotapes are made with poor-quality equipment. Like videocassettes, the package offers the first clue. Cover art is usually put together from magazine photos. When reproduced, colors are often faded, letters blurred and labels poorly affixed to the tapes.

* Clothing. Izod, Lacoste, Timberland, Polo, Guess, Champion, Calvin Klein, **Nautica,** Gucci, Hard Rock Cafe, DKNY, Harley-Davidson. A counterfeit replica of every popular designer label is sold on the streets. Before buying any item, slip it out of the cellophane package and examine the workmanship. If there are loose threads, crooked seams, colors that run or a misplaced emblem, it's counterfeit. For example, Izod's trademark is a small alligator sewn on the left pocket. On many counterfeit products, the alligator has wandered off onto the shirt's middle or right side.

* Watches. Rolex, Cartier and Movado knockoffs are big sellers on the street. Counterfeits sell for $ 20 to $ 100; the real things go for $ 350 to $ 11,000. An original Rolex or Cartier watch is 18-karat gold, compared with imitations that are made of cheap, light metals. Real gold is dull yellow, imitations are bright yellow and gaudy-looking. Most counterfeits have quartz movements (one movement per second). An original Rolex has automatic movement, which is five movements per second and has a sweeping motion.

* Fragrances. As with clothing, imitations abound of just about every major brand including Giorgio, Joy, Dior, Estee Lauder, Balmain, Madame Rochas and Calvin Klein's perfumes for men and women. But, if it's an expensive perfume selling at an enormous discount and the packaging is not as you remember it, keep on moving.

* Luggage. Louis Vuitton luggage and handbags are sold in department stores. Only imitation products are sold on the street. Authentic Vuitton products have distinctive brass fittings and precision stitching; knockoffs have bulky, base-metal fittings, sloppy stitching and poorly sewn labels.

* Electronic components. Be particularly wary of telephone, radio and battery products. Many are "gray-market" goods, which means that they were intended only for foreign sale. They enter the United States through unauthorized channels, but it is not illegal for them to be sold here. Many retailers report that most gray-market goods don't carry warranties and, if they do, they're not recognized by manufacturers because they're sold through unlicensed distributors.

* Auto replacement parts. Half of the counterfeit auto parts products are made in the United States, the other half abroad. They include gas caps, oil filters, brake linings, disk brakes, fan belts etc. Many of the products are dangerous. "Counterfeit parts do not meet the rigorous safety standards required of genuine parts," says Bliss, "thereby potentially exposing consumers to deadly risks." A genuine gas cap, for example, won't leak, even when the car is turned on its side, but a counterfeit one probably will. A faulty oil filter could cause your engine to burn up. Some confiscated counterfeit oil filters have been lined with rags instead of a filtering agent. Similarly, phony brake linings are often made of compressed cardboard, which you could easily put your thumb through. Says Bliss: "Don't expect phenomenal savings and quality at the same time." In other words, you get what you pay for.

GRAPHIC: PHOTO, GENUINE LOUIS VUITTON LUGGAGE IS SOLD IN DEPARTMENT STORES, NEVER ON THE STREET. AVOID THE "VUITTON" WITH SLOPPY STITCHING, POORLY SEWN LABEL. MARGARET THOMAS

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Freeze The New York Times September 25, 1994, Sunday, Late Edition - Final

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September 25, 1994, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 60; Column 2; Men's Fashions of The Times Magazine

LENGTH: 24 words

HEADLINE: Freeze

BODY:
Winter doesn't get to only those snowbound along the Tundra. Was anyone around last March? It's tough hailing a cab if you're frozen stiff.

GRAPHIC: Photos: Left: Cotton-blend jacket, $560, over a wool and mohair jacket, $675, both from So, and cotton-blend pants, $55, from STNT. At Charivari Madison, 1001 Madison Avenue. Cotton-blend jacket also at Bagutta, 402 West Broadway. M.A.C., San Francisco. Wool-blend jacket and pants also at Louis, Boston. Gloves, Emporio Armani. Cap, Armani. Boots, Joseph Fenestrier.; Above: Ribbed wool-blend boatneck sweater from Knits by Industria, $270. At Industria Store, 755 Washington Street. Louis, Boston, Boston. Cotton Henley T-shirt, $98, and sweat pants, $98, from Armani Jeans. At A/X Armani Exchange, 568 Broadway. Saks Fifth Avenue. Sunset Plaza, West Hollywood, Calif. Wool socks from Polo/Ralph Lauren Hosiery.; Above: Shearling coat from Industria, $1,788.At Industria Store, 755 Washington Street. Louis, Boston, Boston. Two-piece tweed suit by Calvin Klein, $1,195. At Barneys New York, New York City. Calvin Klein Stores nationwide. Leather gloves from Armani Jeans. Cap from Matsuda. Cashmere scarf from Calvin Klein Accessories. Boots from Timberland.; Right: Nylon trench coat, $1,075, over a pin-striped wool suit, $1,500, and cotton shirt, $150, by Donna Karan. At Barneys New York, selected stores. Double-sided fleece jacket from **Nautica** by David Chu, $100. At The **Nautica** Store, 216 Columbus Avenue (early October). Nylon boots, $165. At A/X Armani Exchange. Tie, Donna Karan Menswear. Gloves, Matsuda.; Below left: Nylon parka vest from DKNY, $175. At Saks Fifth Avenue. Zip-front wool boucle cardigan, $440. At Paul Smith, 108 Fifth Avenue. Hooded wool knit vest by Donna Karan, $350. At Barneys New York, selected stores. Charivari 57. Microfiber pants from Nike, $100. For local stores, call (503) 671-3939. Gloves, Emporio Armani. Boots, Armani Jeans. Below right: Wool-blend sweater by Yukio Kobayashi for Matsuda, $690. At Barneys New York, New York City; Beverly Hills, Calif., and Chicago. Matsuda, 156 Fifth Avenue. Maxfield, Los Angeles. Shearling pants from So, $1,200. At Charivari Madison, 1001 Madison Avenue, to order. Scarf by Calvin Klein. Cap, Armani Jeans. Gloves, Matsuda. Boots, Emporio Armani.; Near right: Short nylon trenchcoat from So, $595. At Bergdorf Goodman Men. Charivari Madison, 1001 Madison Avenue. Cotton poplin parka from **Nautica** by David Chu, $148. At The **Nautica** Store, 216 Columbus Avenue and Newport Beach, Calif. Jeans from Armani Jeans, $58. At A/X Armani Exchange, 568 Broadway. Saks Fifth Avenue. Scarf by Calvin Klein. Cap from Armani Jeans. Gloves from Matsuda. Boots from Joseph Fenestrier.; Far right: Nylon parka from Patagonia, $275. To order, call (800) 638-6464. Zip-front wool vest from Polo by Ralph Lauren, $197.50. At Bloomingdale's. Polo Sport Store, 888 Madison Avenue. Mohair sweater, $445. At Yohji Yamamoto, 103 Grand Street. Polar fleece jumpsuit from Polo by Ralph Lauren, $235. At Macy's Herald Square. Polo Sport Store, 888 Madison Avenue. Polo/Ralph Lauren, Beverly Hills, Calif. Gloves and boots from Armani Jeans. (Photographs by Geof Kern for The New York Times)

LOAD-DATE: September 25, 1994

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Nautica Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Aug 31 The New York Times September 27, 1994, Tuesday, Late Edition - Final

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September 27, 1994, Tuesday, Late Edition - Final

SECTION: Section D; Page 17; Column 5; Financial Desk

LENGTH: 90 words

HEADLINE: Nautica Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Aug 31

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.(NAUT,NNM)

Qtr to Aug 31	1994	1993
Sales	63,286,000	51,865,000
Net inc	5,826,000	4,052,000
Share earns	.42	.34
Shares outst	13,852,210	11,965,686
6mo sales	107,840,000	82,605,000
Net inc	8,133,000	5,199,000
Share earns	.59	.44
Shares outst	13,845,527	11,921,437

All shares and per share data has been adjusted to reflect a 3-for-2 stock split effected in the form of a stock dividend to stockholders of record on Nov. 1, 1993.

LOAD-DATE: September 27, 1994

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Nautica net skyrockets 44% in second quarter; above Wall St. estimates; Nautica Enterprises Inc., 2d qtr 1994; Brief Article Daily News Record September 27, 1994

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Daily News Record

September 27, 1994

SECTION: Vol. 24 ; No. 185 ; Pg. 2; ISSN: 0162-2161

LENGTH: 271 words

HEADLINE: **Nautica** net skyrockets 44% in second quarter; above Wall St. estimates; **Nautica** Enterprises Inc., 2d qtr 1994; Brief Article

BODY:
NEW YORK (FNS) -- **Nautica** Enterprises, Inc., reported second-quarter earnings soared 44 percent to $ 5.8 million, or 42 cents a share, from $ 4.1 million, or 34 cents, a year earlier.

Earnings came in well above Wall Street's estimate of 35 cents a share.

The latest quarter included a gain of $ 632,000 from tax relief, and the year-ago quarter included a gain of $ 826,000 from life-insurance proceeds after the death of the chairman in August 1993.

Sales in the quarter ended Aug. 31 rose 22 percent to $ 63.3 million from $ 51.9 million.

Harvey Sanders, chairman/CEO, said both wholesale and retail operations are strong. He noted bookings are up over 30 percent, and the outlook is promising. The State-O-Maine unit was on budget for the first half, he said.

"The company will continue doing wonderfully well," said Larry Leeds, managing director at Buckingham Research. He noted earnings were on target with his estimate, but higher than the Wall Street consensus. Leeds noted same-store sales at **Nautica's** outlet stores were up 20 percent in the quarter.

Looking ahead, Leeds projected that "**Nautica** will keep growing volume close to 25 percent for the year" and their profits will keep pace.

In the half, earnings Climbed 56 percent to $ 8.1 million; or 59 cents, from 5.2 million, or 44 cents.

Sales rose 31 percent to $ 107.8 million from $ 82.6 million.

Nautica manufactures men's sportswear, outerwear and activewear through subsidiaries, **Nautica** International, Inc., and State-O-Maine, Inc.

The company licenses the **Nautica** name and related trademarks in several categories.

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IAC-CLASS: Trade & Industry

LOAD-DATE: September 15, 1995

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Elite Eight are dressed to the nines The Denver Post September 30, 1994 Friday

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September 30, 1994 Friday 2D EDITION

SECTION: LIVING; Pg. E-02

LENGTH: 283 words

HEADLINE: Elite Eight are dressed to the nines

BYLINE: Francine Parnes, Denver Post Fashion Editor

BODY:
Who says men and fashion don't mix?

Foley's and The Denver Post were bent on proving otherwise Sunday night when they honored their Denver Men of Style.

The Men of Style are eight local men chosen from more than 150 applicants for their sense of fashion. The dapper gents were honored at a party at Foley's Southglenn, which included hors d'oeuvres, cocktail chatter and musical entertainment.

The three celebrity Men of Style, chosen by The Denver Post and Foley's, are Ron Henderson, executive director of the Denver International Film Society; Bill Ritter, Denver's district attorney; and Steve Watson, former Denver Broncos wide receiver.

Also honored were five Denver Men of Style chosen from the community at large: Sterling Joseph, computer operations supervisor; Rick Krause, engineering sales manager; neurosurgeon Gary VanderArk; physician Alan Weintraub; and interior designer Jack Wells. They were chosen by the Denver Fashion Group.

The evening included private shopping in Foley's men's department with merchandise reps from about a dozen menswear companies.

Then guests were treated to a fall fashion show highlighting trends, including preppy styles from Tommy Hilfiger, pinstriped suits, **Nautica** activewear and English-inspired tailoring from Ralph Lauren.

The finale included the tuxedo-clad Men of Style in their runway debut.

"It's a little scary, and I definitely have sweaty hands," said Jack Wells. "Some of the guys were taking about bebopping down the runway, while some were talking about falling down. But it's all for a great cause."

All proceeds from the event, entirely underwritten by Foley's and The Denver Post, benefit the Colorado AIDS Project.

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Nautica Ent. planning major push in in-store shops, outlet stores; sees big growth for its Nautica brand; Nautica Enterprises plans expansion of retail units Daily News Record September 30, 1994

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September 30, 1994

SECTION: Vol. 24 ; No. 188 ; Pg. 2; ISSN: 0162-2161

LENGTH: 625 words

HEADLINE: **Nautica** Ent. planning major push in in-store shops, outlet stores; sees big growth for its **Nautica** brand; **Nautica** Enterprises plans expansion of retail units

BYLINE: Ryan, Thomas J.

BODY:
Sees big growth for its **Nautica** brand

SAN FRANCISCO (FNS) -- **Nautica** Enterprises, Inc., expects the heady momentum to continue for its **Nautica** casualwear brand, forecasting major expansion of its in-store shops. The company is also planning to increase the number of its outlet stores.

The company also has repositioned its State of Maine division, which has been hurt by poor sales of the Christian Dior line of bathrobes and activewear, to concentrate on growing its **Nautica** neckwear and dress shirt line and developing its private-label business.

Speaking Thursday at Montgomery Securities' annual investment conference, Harvey Sanders, chairman and president, said overall bookings for the company are running 30 percent over the prior year. Sanders said the company Still sees the potential for the **Nautica** casualwear brand to reach 1,800 doors in the U.S. The company will end the year with 968 doors, and expects to add about 140 doors in 1995.

He said the **Nautica** brand, representing 66 percent of 1993 sales, has been taking market share away from Ralph Lauren Polo in the department stores, noting that Polo's price points in most categories are about 20 to 25 percent above **Nautica's** and Tommy Hilfiger's.

"During the '90s people are more interested in value than when Polo was on the way up in the '80s," he said.

Sanders expects to increase **Nautica's** in-store shop program within department stores to 690 units at the end of 1995 from 548 expected at the end of this year. He sees room for 1,300 in-store shops in the U.S. The in-store shops, which are about 800 square feet, average about $ 400 in sales per square foot. On average, **Nautica's** sales get a 30 percent boost every time the company installs an in-store shop, he said.

Sanders said the company's outlet stores "provide great earnings to the bottom line." Same-store sales at the outlet stores jumped 21.7 percent in the second quarter. The company will have 31 outlet stores in operation by the end of the year, adding 10 in 1994. The stores average about 3,000 square feet each with sales-per-square-foot averaging $ 375.

Nautica plans to add five to 10 outlet stores a year over the next five years, although Sanders pointed out that this growth "will be very cognizant of where our whole sale accounts are."

Overall, the retail operation accounted for 11 percent of 1993 revenues. Sanders called private label, started at the beginning of 1993, a "key area" for the State of Maine division. So far, the private label business sells to J.C. Penney, Sears, Roebuck and Target, marking the first time the company has sold to these stores.

State of Maine, which accounted for 23 percent of sales last year, also recently started selling bathrobes under the NFL and Members Only names. Sanders said State of Maine's Bayou Sport label, an activewear and sportswear line targeted for the classifications departments, is on budget.

He said **Nautica** licensing opportunities "are only in their infancy," noting that most are only one to two years old.

In a question-and-answer session, Sanders said the arrival of the **Nautica** tailored clothing line, made through license by J. Schoeneman, Inc., has been moved up to the holiday 1994 season rather than the slated arrival of spring 1995. Starting price points for the line will be $ 400, and about 60 percent of the line will feature sport coats, blazers and trousers. Among other **Nautica** licensed lines are men's cologne, belts, tanning and skin-care products, footwear, watches, sunglasses and eyewear, luggage and mini-vans.

In the first half of this year, **Nautica's** earnings jumped 56 percent to 85.2 million, or 44 cents a share, while sales advanced 31 percent to $ 107.8 million.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 15770979

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Fetching Suits Win Award for Local Designer The San Francisco Chronicle OCTOBER 4, 1994, TUESDAY, FINAL EDITION

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The San Francisco Chronicle

OCTOBER 4, 1994, TUESDAY, FINAL EDITION

SECTION: DAILY DATEBOOK; Pg. E7; FASHION FLASH

LENGTH: 803 words

HEADLINE: Fetching Suits Win Award for Local Designer

BYLINE: TRISH DONNALLY

BODY:
Tracy Kiyohara won the Los Angeles Sassoon Streetstyle Collection, a design competition that drew 60 entries. Kiyohara, who is from San Mateo, walked away with $ 5,000.

"It was shocking, I still don't believe it," said Kiyohara, 25, who entered three days before the deadline at the urging of her sister. Since she didn't have time to create designs, Kiyohara pulled some samples from a few years ago out of her closet.

The winning designs by the former Academy of Fashion student were a suit inspired by football and one inspired by checkers.

The tailored football suit, made of green wool crepe, has letters spelling "touchdown" appliqued down one sleeve and miniature footballs sewn into the pleats of the jacket. The matching hat features a football field complete with little plastic players. The teal checker-game suit has a fitted wool felt jacket with real checker pieces as buttons and, along the bottom, a black faille rayon skirt, and black-and-red checkerboard hat and purse.

"They're basic tailored clothes, yet I think my clothes are funny," said Kiyohara yesterday. She'll create five more outfits for the national competition in Manhattan in early November. She'll be up against the winners from Miami, Chicago and New York -- or wherever they really live.

"I'm up every night till the wee hours, then sleeping a few hours and starting up again," she said. Meanwhile, she'll keep her job as a waitress in her parents' San Mateo restaurant, Irifune.

A NEW MUSEUMSTORE

The stunning new San Francis co Museum of Modern Art will house a 6,000-square-foot MuseumStore (opening next Tuesday) that will be filled with a fascinating selection of books and some cool fashion-oriented items, too.

For the first time, the store -- which is six times bigger than it was in the old museum -- will carry fragrance, Benetton's Tribu. It was selected because of the intriguing bottle and package design by Tomatsu Yagi. A black-and- white silk scarf by Cecy Jones of San Francisco echoes the striking architectural design of the new museum. Earrings, stickpins and pendants in sterling silver with black-and-white embedded enamel by New Yorker Victoria Varga also reflect the distinctive circular design.

Lettering down the front of T-shirts spells out the art movements -- fauvism, surrealism, cubism, expressionism -- associated with modern art. Other T-shirts feature images from the museum's permanent collection. Limited-edition watches, windbreakers and black wool baseball caps with SFMOMA's logo also will be on sale.

GIVENCHY'S MAKEUP CREATOR

Olivier Echaudemaison has worked for 20 years creating makeup for Hubert de Givenchy's fashion shows. Before that, he collaborated with the renowned Alexandre de Paris on hair styles. During his remarkable career, Echaudemaison has worked on such beauties as the Duchess of Windsor, Jackie Kennedy Onassis, Judy Garland, Sophia Loren, Princesses Grace and Caroline, the queen of Jordan and Audrey Hepburn.

Discussing beauty, Echaudemaison, who was at Saks Fifth Avenue last week, said, "It's not a question of age, but a question of style. When a woman finds her style, her personality, she's always past 35. To work on a young model, it's fun, but she's just a face. A model is a blank canvas. What's most (interesting) is personality. When you find your style, it's wonderful to keep it. I don't like when a woman tries to look younger. Style is much more important -- and allure."

Speaking as fast and furiously as he was waving his fan-shaped makeup brush, Echaudemaison offered more tips. For one thing, he doesn't believe in using concealer.

"You must be very adroit to use concealer. I don't like to see white glasses," he said, describing the look some women get from applying too much concealer under their eyes. "It looks too artificial."

He also suggested that if you have little creases around your eyes and lips, you should avoid heavy liners, since you don't need to add more lines.

If you do use a lip liner, be careful with this season's hottest color -- red.

"When you use red liner, use the exact shade as the red lipstick. It's important, because it's not necessary to see the contour. Makeup must be more discreet and refined today. The style is to be not overdone."

Echaudemaison, by the way, translates to: hothouse.

NAUTICA DESIGNER AT MACY'S

David Chu, designer of the **Nautica** men's-wear collection, will be at Macy's from noon to 2 p.m. Friday.

BEENE TIPS

Enraptured with the beauty of his surroundings, Geoffrey Beene graces the cover of the October issue of Travel and Leisure magazine, his arms held high above his head, as if to try to embrace the wind and ocean spray from his perch on wild and rugged cliffs of Oahu. Inside, he gives an insider's tips for what to do on the island.

GRAPHIC: PHOTO (3),(1) CHECK MATES, Tracy Kiyohara's 'Checker Game Suit' has a teal jacket with checker pieces as buttons and accents, a black skirt and a red-and-black checkerboard print hat and handbag, (2) GAME PLAN, Tracy Kiyohara's 'Football Suit' is green wool crepe with 'touchdown' appliqued down one sleeve and miniature footballs sewn into the jacket pleats, (3) ARTFUL, Fashionable items from the new SFMOMA MuseumStore include (clockwise from left) black-and-white silk scarf, Tribu fragrance bottles, black wool baseball cap with silver-and-enamel stickpin on the brim, and a limited-edition watch , BY J

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More men sport two earrings The Houston Chronicle October 6, 1994, Thursday, 2 STAR Edition

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The Houston Chronicle

October 6, 1994, Thursday, 2 STAR Edition

SECTION: FASHION; Pg. 6

LENGTH: 393 words

HEADLINE: More men sport two earrings

BYLINE: ROY H. CAMPBELL; Knight-Ridder Newspapers

BODY:
It took almost three years for the trend to spread, but the sight of a man wearing an earring in each ear is now a more common one. The trend is mostly confined to men under 30, particularly college-age guys. The most popular piece of ear jewelry is the hoop, which reminds one of the days when pirates roamed the seas.

Marlon A.Farley, 29, a Philadelphia illustrator, got his left ear pierced right after he got out of high school. He pierced his right ear in 1989.

""Everywhere I went the question was always, 'How come you are wearing two earrings? ' " Farley said.

He explained to people that it was just another way to express himself. One good thing about wearing two earrings, he said, was that it attracted the notice of many women.

Style caught up with Farley last year. Encouraged by rappers and actors such as Wesley Snipes sporting two earrings, more and more young men added a hole to a second ear.

Farley said that now ""wearing two earrings is more acceptable. "

Now that the days of summer have waned, it's a good time to reflect on what new styles were hits and what were misses.

Some made it

Women: Midriffs, long knit dresses, floral baby-doll dresses, striped knit short shorts, flippy A-line skirts, striped bodysuits, pleated cheerleader skirts, silver garments, soft dresses, black slip dresses with white T-shirts, embroidered vests, matching vests and pants,

collarless suits, and suits with miniskirts (dubbed "Melrose Place" suits in honor of the micro-suits sported by bad-girl Heather Locklear of the Fox-TV show).

Men: Knit vests, CK muscle shirts, neutral-color garments, sleeveless T-shirts, matching crepe vests and pants, Nehru jackets, three-button jackets, burlap shorts, striped vests, Adidas fashions, linen or woven garments, band-collar shirts, over-the-knee shorts, and anything by Tommy Hilfiger and **Nautica.**

Others faded
Women: Kilts, bias-cut skirts, Grecian frocks, jumpers, Hare Krishna fashions, long hobble skirts, punk-rock fashions, suspendered skirts, and all those ugly and hot vinyl garments.

Men: Drawstring pants, rubber trenchcoats, high-water Depression-era pants, long-sleeved stretchy striped shirts, super-short denim shorts slit on the side, double RL fashions, Edwardian jackets, racing-striped Lycra shorts, and those silly skirts.

GRAPHIC: Photo: Marlon Farley wears two small circle earrings (color); Eric Mencher/Philadelphia Inquirer

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'Forbes' 200: View of future small-stock stars? USA TODAY October 24, 1994, Monday, FINAL EDITION

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USA TODAY

October 24, 1994, Monday, FINAL EDITION

SECTION: MONEY; Pg. 2B

LENGTH: 1100 words

HEADLINE: 'Forbes' 200: View of future small-stock stars?

BYLINE: Eric D. Randall

BODY:
The next Microsoft is out there, somewhere. Could it be one of the companies on Forbes' list of the USA's 200 best small companies?

If so, there's money to be made. Microsoft's stock price increased 49-fold as the company grew from an obscure software developer in 1986 to an industry behemoth with $ 4.6 billion in revenue last year.

Most small stocks can't match Microsoft's performance, but plenty of them have been good investments, especially the past four years. The Russell 2000 index of small- to medium-size company stocks has climbed 97% since Oct. 1, 1990.

The Standard & Poor's 500-stock index gained only 48% during the same period.

Such performance has kept investors ravenous for small stocks. Forbes' 200 was gleaned from 5,000 companies with annual revenue of $ 5 million to $ 350 million. Forbes ranked companies on return on equity. (Annual earnings divided by the net worth of the company.)

Hot on this year's list: restaurants. Four made the top 10. Also winners: computer and semiconductor makers - 18 made this year's rankings vs. 11 last year. Nine leisure-products marketers made it vs. four in '93.

Can lists like this help investors pick winning stocks? Investment pros differ.

A list of companies with strong records of revenue and earnings growth can be a starting point, says Gary Pilgrim, manager of the PBHG Emerging Growth Fund, up 215% the past four years.

The next step is to determine if a company's growth trend is sustainable, Pilgrim says.

Look at the growth rates of revenue and earnings during the most recent two quarters, he says.

If the figures are as good as or better than the five-year trend, you may have a winner.

But Stuart Roberts, manager of the Montgomery Small Cap Fund, cautions people from relying on lists like Forbes'.

"The key is to understand the company and the group they compete in," says Roberts, whose fund is up

185% since 1990. That's the only way to predict earnings growth, which is what drives stock prices. Roberts' tip: look for companies in the industry in which you work. What small companies do you see gaining market share or are innovative in a way that truly serves customers' needs?

Warren Isabelle, manager of Pioneer Capital Growth Fund A, looks for companies with troubles such as too much debt, because they can become turnaround stories. Pioneer is up 150% the past four years.

Instead of picking stocks, you might want to buy a mutual fund that specializes in small-company stocks. "That's what I do" Pilgrim says.

30 of Forbes 200 top small U.S. companies.

Company, business	5-yr. avg. return on equity	5-yr. earnings per share gro. rate	Fri. 1994 close	chng.
1. Lone Star Steakhouse & Saloon	100.0%+	103%	$ 24 3/4	-10%
Restaurants				
2. Safety First	100.0%+	130%	$ 28 1/2	-12%
Child-care products				
3. **Nautica** Enterprises	100.0%+	32%	$ 30	13%
Men's apparel				
4. Express Scripts	73.1%	62%	$ 33 1/2	43%
Pharmaceutical distributor				
5. Landry's Seafood Restaurants	62.0%	58%	$ 26 1/2	10%
Restaurants				
6. Papa John's International	61.2%	82%	$ 29 7/8	10%
Restaurants				
7. Tetra Tech	53.9%	52%	$ 8 3/8	17%
Engineering services				
8. Apple South	43.8%	52%	$ 17	25%
Restaurant franchisee				
9. FTP Software	42.9%	53%	$ 23 1/4	-12%
Computer software				
10. Applied Innovation	41.2%	131%	$ 21 3/4	-1%
Data communications				
11. Sierra Health Services	40.1%	38%	$ 29 3/4	34%
Health maintenance organization				
12. Mity-Lite	39.8%	57%	$ 8 3/4	67%
Furniture maker				
13. Deckers Outdoor	37.9%	108%	$ 16 1/4	-10%
Athletic footwear				
14. American Power Conversion	36.7%	66%	$ 17	-25%
Computer products				
15. Davidson & Associates	36.7%	41%	$ 20 7/8	16%
Educational software				
16. Schuler Homes	36.0%	72%	$ 17	-39%
Home builder				

17. ShoLodge	36.0%	91%	$ 20 5/8	20%
Hotel developer				
18. Sonic Solutions	36.0%	66%	$ 13 1/4	39%
Digital recording				
19. Cobra Golf	35.9%	44%	$ 341	55%
Premium-price golf clubs				
20. Franklin Quest	34.2%	71%	$ 35 3/4	2%
Books, software				
21. Callaway Golf	33.7%	146%	$ 36 5/8	37%
Premium-price golf clubs				
22. Home State Holdings	33.5%	144%	$ 13 1/2	-5%
Insurer				
23. Zebra Technologies	33.1%	31%	$ 35 1/2	-37%
Bar-code label printers				
24. Mercury Finance	32.4%	37%	$ 13 5/8	-29%
Used-car financing				
25. Blimpie International	32.3%	33%	$ 8	9%
Restaurants				
26. Daig	32.3%	118%	$ 16 1/2	22%
Medical products				
27. Xircom	32.3%	94%	$ 18 1/4	7%
Computer products				
28. BMC Software	31.9%	48%	$ 44	-8%
Software				
29. Scientific Technologies	31.3%	13%	$ 12 1/4	2%
Computer products				
30. Sofamor Danek Group	31.1%	80%	$ 16 1/4	-51%
Surgical implants				

1 - since first offered: Mity-Lite, April 29; Sonic Solutions, Feb. 10 Source: Forbes; USA TODAY research

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SWEAT STUFF: HEY THERE, GUYS, FALL'S HERE, SO PUT ON A SWEATER St. Louis Post-Dispatch (Missouri) October 27, 1994, THURSDAY, FIVE STAR Edition

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St. Louis Post-Dispatch (Missouri)

October 27, 1994, THURSDAY, FIVE STAR Edition

SECTION: STYLE WEST; Pg. 10

LENGTH: 539 words

HEADLINE: SWEAT STUFF: HEY THERE, GUYS, FALL'S HERE, SO PUT ON A SWEATER

BYLINE: Jane Crawford 1994, Pittsburgh Post-Gazette

BODY:
THE LEAVES aren't the only things that turn brilliant shades of orange, gold and red in autumn. Sweaters are also ablaze with vivid fall shades.

But they aren't just for pulling over your head anymore, gentlemen. Tie them around your neck - or throw them over your shoulders.

The sweater is big news for fall. Somehow it has become a fashion necessity that provides a good deal of versatility. With many offices permitting workers to "go casual" on Fridays, sweaters are turning up in the business environment. And many men carry the trend further and opt for a colorful sweater to wear to a casual dinner - with or without a sport coat.

Jhane Barnes offers a stretch woven sweater that stands up to being wrapped around a waist or shoulders. And using fabrics woven with boucle yarns, she has created a group of unstructured sweater jackets that can easily double as coats for the man who wants a loose and casual approach to dressing.

There is a twin set from Falke - something new to men's fashion. This version is a beefy ribbed and striped Peruvian duo that includes a wool and alpaca turtleneck and an oversized cardigan. The colors are marbled shades of chocolate, charcoal and cream. A matching muffler ties the look together.

Brighter colors come into play with **Nautica's** red tartan cotton crewneck. Designer David Chu takes a distinctly preppy approach to dressing but with bright and lively interpretations. The result - all-American, good-looking clothes with a style that doesn't seem stodgy. Another **Nautica** pullover comes in a combo of checks and herringbone to form a patchwork pattern in soft camel tones.

Cashmere, the ultimate luxury in sweatering, takes the form of a ribbed cardigan in the hands of designer Donna Karan. The loose sweater has a V-neck and two roomy pockets. Karan shows it with oversize pants. And cashmere turns bright when Karan uses it for a red turtleneck. Other sweater treatments from Karan feature nylon pockets, elbow trims and double-end zippers.

Mossimo Giannulli, an of-the-moment California designer who will turn up in a soon-to-be-released music video, "You Want This," by Janet Jackson, offers fall's fashionable man soft, unconstructed sweaters. A heather gray wide-ribbed lambswool turtleneck and a black lambswool crewneck with "X" detailing at the hem and cuffs are part of the sweater collection under the Mossimo label. Other trademark sweater touches are unfinished hems and roll collars. Styles include turtlenecks, V-necks, Henleys, cardigans and high-

button vests.

Mossimo continues to make a name for himself in the fashion industry. He took the bold step of opening a free-standing store, Mossimo Supply, last December in Orange County, California's South Coast Plaza, an upscale shopping mall with designer boutiques like Calvin Klein and Giorgio Armani.

Good looks from Italy are provided by Missoni, with rich autumnal colors in soft and supple sweaters, and Gianni Versace, with a wool and cashmere tweed fisherman's sweater in manly gray.

Men have a wide selection of sweaters this season to wear as a replacement for a shirt. Depending on what style they choose, they can look every bit as together as they do with a shirt - or tie.

GRAPHIC: PHOTO; (1) Photo - Sweater dressing a la Donna Karan: a cashmere ribbed cardigan over a matching funnelneck. (2) Photo - ABOVE: Falke features a beefy ribbed wool and alpaca Peruvian-patterned turtleneck in marbled stripes of chocolate, charcoal and cream, warmly wrapped with a long, fringed muffler.

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The Rebirth of Kani Kool Newsweek October 31, 1994 , UNITED STATES EDITION

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Newsweek

October 31, 1994 , UNITED STATES EDITION

SECTION: LIFE/STYLE; Fashion; Pg. 53

LENGTH: 667 words

HEADLINE: The Rebirth of Kani Kool

BYLINE: MICHELLE INGRASSIA with ROBERT WYNNE in Los Angeles and ALLISON SAMUELS in New York

HIGHLIGHT:
A pioneer of the baggy look in street and hip-hop styles drops his new line of inner-city chic

BODY:
THE FASHION INDUSTRY IS LITTERED with crash-and-burns, companies whose celebrity and credibility flamed out before next season's fabric shipment arrived. Los Angeles designer Karl Kani is determined not to be another victim. Wait, that's too tame. The man who put inner-city America into baggy, hang-off-your-butt jeans and inspired legions of homeboy wanna-bes is absolutely *consumed* with proving he's not a one-trick wonder. From the way his staccato gum chewing punctuates a conversation to his dead-on gaze, Kani seems afraid to lose focus, even for a moment. Ask where the Delft innovation is coming from and he fairly crackles. "From the person who's hungriest," he says. "And I'm hungrier now than I've ever been before."

He'd better be. Nearly a year after he split from Cross Colours-the company that helped put him in business and first harnessed hip-hop into hot fashion -- Kani and his new company, Karl Kani Infinity, are facing stiff competition. Some pressure comes from black-owned firms, such as Cross Colours and Russell Simmons's Phat Farm, but mainstreamers like Polo, Tommy Hilfiger and **Nautica** are also making inroads into Kani's audience of relentlessly trendy-and sartorially fickle -- young black men. So far, though, Kani is still the king of street-wise style -- and probably the best-known African-American designer since William Smith. He's predicting sales this year of $ 40 million, expects to open his first department-store boutique before Christmas-at the A&S in Brooklyn -- and he's negotiating for a shop in Macy's. Just as important, Kani hasn't lost his appeal. Says customer Snoop Doggy Dogg, the rail-thin rapper: "I can't wear that Levi stuff or them other white-boy jeans."

Street merchant: Long before he started turning out oversize clothes emblazoned with his oversize signature, Kani, 26, seemed to know exactly what hip young men wanted. On the streets of Brooklyn in the late '80s, Carl Williams -- as he was known before he adopted a variation on "can-I" -- would deck himself out in custom-made shirts and pants. Soon, friends were pleading, "Could you make me one of those suits?" and Kani was taking orders from his gold BMW. Ironically, he longed to be in music, "I knew I couldn't sing or dance or rap," Kani says, sitting in his L.A. office behind a glass table etched with his logo. "But I could provide the clothing."

In 1989, Kani headed to L.A. and opened a store in South-Central. He didn't hit big, though, until three years later, when he hooked up with Threads 4 Life, the parent company of Cross Colours. It was a smart move for both. Cross Colours, which mixed multicultural themes with blazing colors, was already hot among rappers, but few people over 18 could carry the look. Kani took urban culture to a more wearable level, with muted colors and shapes that attracted real people. "We never liked our jeans fitting this tight.

If you wear a size 34, we'd buy a pair of 40 jeans, but the waist would be too big. So I just figured, why not increase the size of the leg of my pants?"

Kava is shy and rarely smiles, adding to his tough-guy veneer. He cultivates the steely persona, saying it makes him a better businessman. Kani waves off the charge that his clothes axe priced out of reach for the kids who covet them. "We may have a wool shirt for $ 150, but we'll also have a T shirt for $ 35," Kani says, wearing his motorcycle boots ($ 180) and twill pants ($ 75).

These are already tough times for hiphop clothing. Topflight labels have been plagued by counterfeiters and copycats. Cross Colours couldn't keep pace and this year regrouped into a smaller design firm. Some analysts suggest that Kani faces an equally precarious future unless he goes mainstream. Not so, says Alfred Edmonds, assistant managing editor of Black Enterprise magazine; Kani needs to stay focused-on being Karl Kani: "His best bet is to let America cross over to him." If it does, he'll be ready.

GRAPHIC: Picture, Tough customers: Kani aims at rendy young men, BRAD FIERCE

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6 Small Stocks With Big Futures Money November, 1994 (Forecast 1995)

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November, 1994 (Forecast 1995)

SECTION: FORECAST ISSUE; STOCKS '95; Pg. 70

LENGTH: 1979 words

HEADLINE: 6 Small Stocks With Big Futures

BYLINE: by Carla A. Fried

BODY:
Investors who hope to beat par this year ought to concentrate on their small-capitalization growth-stock game. As the MONEY forecast on page 26 points out, 1995 is a year when growth stocks -- those with annual earnings rising 15% or more that perform well in a slowing economy -- are likely to lead the way. What's more, growth stocks with a total market value of less than $ 1 billion may do best of all. Reason: Small-cap stocks are already expected to surpass their large-cap counterparts (those worth $ 5 billion or more) in '95, returning 12%, compared with 10% for the S&P 500. And if the Republican-led Congress delivers on a promised capital-gains tax cut, small stocks would get an added boost -- since virtually all of their return comes from price gains, not dividends. In such an investing climate, the six diminutive growth companies featured here -- including Callaway Golf, maker of the popular Big Bertha clubs shown on page 71 -- could add a 20% to 50% lift to your small-stock holdings in '95.

Of course, the small-cap market is dotted with sand traps; these issues are generally about a third more volatile than blue chips. So to help keep you out of trouble, we chose only companies that met these three criteria: 1) a market capitalization of more than $ 250 million, because companies smaller than that are even more volatile; 2) a price-to-earnings ratio that is lower than the firm's projected earnings growth, since a P/E in that range usually signals a bargain even if it is slightly higher than the market's average P/E (now 15); and 3) projected 1995 earnings growth of at least 20% but no higher than 50%, because stocks that grow that fast are liable to sudden crashes if their actual earnings fall short of expectations.

We then consulted more than a dozen analysts and mutual fund managers for their best picks that met these criteria. The six most promising selections -- from a mirror maker to a coupon creator -- are listed in descending order of predicted 1995 price appreciation. Now, don't say we didn't warn you: As small-cap stocks, even these issues can be plenty jumpy. But if you're willing to play through some hazards, they could power this portion of your stock portfolio to 20% to 50% gains in 1995.

Gentex (GNTX)
NASDAQ; $ 23.50
Projected return: 45% to 50%

The future looks bright for this Zeeland, Mich. manufacturer of rear- and side-view car mirrors that automatically darken to adjust to headlight glare. Sales of the firm's patented Night Vision Safety Mirror (shown at left) are expected to grow 30% in 1995, as the electronically controlled mirrors become available on about 90 models, up from 75 models last year. The mirror is offered by all three major U.S. car makers as well as BMW, Mercedes-Benz and Nissan. Although the $ 90 million firm owns a commanding 97% share of the market for such gizmos, it has miles of room to grow: Just 2% of the 44 million cars made worldwide

in '94 had Gentex mirrors. To help ensure earnings growth, the company is cutting costs -- reducing the number of coating layers needed for each mirror from four to three, for example -- which could slice production expenses by 20% within two years. That's one reason why Tom Galvin, an automotive analyst at C. J. Lawrence/Deutsche Bank Securities, expects a 30% gain in '95 earnings. The stock currently trades at a P/E of 18.8, well below Galvin's projected growth rate. If the gap between the two closes over the next couple of years, as he expects, the stock could double in price by '96 and gain 45% to 50% in the year ahead.

Littelfuse (LFUS)
NASDAQ; $ 25.25
Projected return: 30% to 40%

Even if you wind up buying Littelfuse stock, there's a good chance it won't be your first investment in this Des Plaines, Ill. manufacturer of -- you guessed it -- little fuses and other circuit protectors. The $ 190 million company has 55% of the U.S. market for such devices in electronic gear like, perhaps, your laptop computer, CD player or camcorder. It also commands a 95% share of worldwide sales of blade-type automotive fuses. And there may be even more Littelfuse products in your future: Today's cars come with as many as 70 fuses -- compared with just a dozen a few years ago -- and the number could reach 90 by the end of the decade. "The increasing sophistication of electronics and automobiles will mean more demand for circuit protection, and that's right up Littelfuse's alley," says Alexander Paris, president of the investment firm Barrington Research Associates.

Paris expects the company's reported earnings to grow 20% in 1995 to $ 1.41 per share. The real earnings will be even higher. Littelfuse is still amortizing costs associated with the demise of its parent company, Tracor Holdings, which went bankrupt in 1991 and spun off its profitable Littelfuse division into a separate entity. Those costs depress the firm's earnings by about 50 per share, Paris calculates. Once that 50 is added back in, the stock's P/E clocks in at a very attractive 13, instead of 18. With demand and earnings both growing sharply, Paris foresees a 1995 price gain of 30% or more.

Nautica (NAUT)
NASDAQ; $ 28.25
Projected return: 30% to 35%

Its clothes may be casual, but there's nothing laid back about the future prospects for $ 230 million **Nautica** Enterprises of New York City. With leisure wear increasingly in demand for both play and work -- many Fortune 500 firms now have dress-down days, for example -- sales of **Nautica's** classy, boldly colored men's garb are expected to grow by 17% to $ 270 million in the coming year. And the company, which also makes swimming and sailing clothes, is expanding rapidly. About 1,500 branches of major department store chains such as Dillard's, May's and Macy's already carry the **Nautica** line. Analysts expect another 30 branches to introduce **Nautica** this year and 70 existing sales spaces to be renovated and expanded into **Nautica's** profitable store-within-a-store design. The firm will also set up shop in nine more of the nation's 314 outlet malls (it already operates in 28); that move alone could generate a third of anticipated revenue growth. Gary Pilgrim, manager of the top-rated PBHG Growth Fund (one of the small-cap funds we recommend in the story beginning on page 34), expects **Nautica's** earnings to grow 28% for the fiscal year that ends in February 1996, well above its current P/E of 15. "With that sort of valuation, it's easy to foresee this stock gaining 30% in '95," he adds.

Callaway Golf (ELY)
NYSE; $ 38.25
Projected return: 25% to 30%

True, this Carlsbad, Calif. golf club maker's $ 1.3 billion market capitalization is just a little long of the conventional $ 1 billion limit for small-cap firms. But we'll raise the bar a bit to make room for it. After all, Callaway's stock -- whose symbol is named after founder Ely Callaway -- has been knocked down 13% during the past six months, creating what could be a great buying opportunity for a vigorous company.

In 1991, Callaway became the first manufacturer to put a hollow stainlesssteel head on a so-called metalwood club, the metal-and-graphite constructions that are fast replacing traditional wooden-headed clubs. When golfers discovered that this design helped them hit longer and straighter shots, Big Bertha grew to dominate the U.S. market. In '94, for instance, Bertha accounted for more than 50% of the estimated $ 500 million in "wood" sales. Callaway's stock took flight too, increasing sevenfold in the two years after the company went public in February 1992. That oversize gain triggered a pair of two-for-one stock splits. But the stock has sagged from its May 1994 high point of $ 43.25 (adjusted for splits) as some analysts have recommended short sales of Callaway and investors have shifted allegiance to superhot iron manufacturer Cobra Golf, also based in Cadsbad.

Analysts who follow Callaway closely suggest the naysayers ought to pay more attention to the action in the pro shops. In the third quarter of '94, Big Bertha woods posted a 55% sales increase over the same period a year ago. And Callaway's new line of Big Bertha irons -- take that, Cobra! -- brought in 25% of the company's third-quarter revenues. "Callaway has proved it can continue to be an innovator," says Shelly Hale Young, consumer product analyst at the investment bank Hambrecht & Quist in San Francisco. Big Bertha still has plenty of territory to conquer: Young calculates that its woods are missing from 90% of the world's golf bags (and with an estimated 47 million golfers, that's a lot of bags). She expects earnings to rise 25% in '95, carrying the stock -- now trading at a relatively cheap P/E of 15 -- 10 a gain of 25% or more.

Catalina Marketing (POS)
NYSE; $ 53.25
Projected return: 25% to 30%

Forget Sunday newspaper inserts. When it comes to direct marketing, this $ 115 million St. Petersburg firm is at the head of the line -- the supermarket line, that is. Catalina's Checkout Coupon system, installed at 8,500 supermarkets nationwide, prints coupons just as shoppers are digging for cash to pay their tabs. But the coupons aren't to help shave your bill; instead, they're intended to shape your future purchases. If you just bought a six-pack of Pepsi, for example, the machine might cough up a Coca-Cola coupon, assuming that Coke is among Catalina's paying clients that month (and Pepsi is not). "Packaged-goods manufacturers fighting for market share love this sort of ultratargeted direct marketing," says Jack Laporte, manager of two smallcap growth funds at T. Rowe Price.

The firm's new Checkout Direct system, installed in 2,000 stores, is even smarter. If you are among the 10 million customers at those stores who pay using a check-cashing card, credit card or other means of identification, the system keeps track of your spending habits. If it learns that you buy ketchup on every fourth visit, for instance, it will spit out a ketchup coupon on your visit No. 3. As you might expect, the redemption rate for these intelligent coupons is far higher than for ordinary coupons -- as high as 20%, vs. 1% to 3%.

Thanks to such high-tech gear and its own savvy marketing (even its ticker symbol, POS, is marketing jargon for "point of sale"), Catalina has become one of Wall Street's darlings, trading at 22 times projected earnings for its next fiscal year. But Laporte, who sees earnings growing at 25% a year, says "there's no reason the stock won't appreciate in line with its growth rate." Ring up a projected 25% gain in 1995.

Bed Bath & Beyond (BBBY)
NASDAQ; $ 26.75
Projected return: 18% to 23%

This retailer has become a mecca for shoppers on the prowl for brand-name home furnishings and appliances. Step through the doors of one of its 61 stores in 17 states and you may find yourself on a sales floor nearly as big as two football fields. Arrayed there is a dizzying quantity of merchandise, ranging from designer shower curtains to toaster ovens to picture frames. The choice is tremendous -- 65 different dinnerware patterns, for example. And prices are typically 20% to 40% lower than those at department stores.

With that combination of supplies and demand, the $ 432 million Springfield, N.J. retailer can look forward to 27% earnings growth next year, says Beth Heming, a specialty retail analyst at the brokerage Piper Jaffray in Minneapolis. True, the company's stock fell 25% during 1994 amid concerns that its inventories were too high. But Heming isn't ready to throw in the towel. Excess inventory, if any, will vanish into the five new stores the firm plans to open by early 1995, and she expects the stock to gain 18% to 23% in 1995. That would make this one stock suitable for framing.

GRAPHIC: Photograph 1, Callaway Golf, The Big Bertha clubs being assembled here (retail price: $ 285) aren't Callaway's only giant-size product. The firm also turns out fat profits: Earnings could grow 25% in '95, powering the stock to a 25% to 30% gain.; Photograph 2, Littelfuse, Every product this company makes has to get past some tough inspectors -- like this computer-controlled device that magnifies auto fuses as much as 30 times. Littelfuse can withstand such scrutiny. Analysts think its stock could climb 30% to 40% in '95, owing to growing demand for fuses in cars, computers and other products.; Photographs 1 and 2 by Brian Smale

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Hoisting the Maine sail for the Cup The Boston Globe November 3, 1994, Thursday, City Edition

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The Boston Globe

November 3, 1994, Thursday, City Edition

SECTION: SPORTS; Pg. 47

LENGTH: 598 words

HEADLINE: Hoisting the Maine sail for the Cup

BYLINE: By Tony Chamberlain, Globe Staff

DATELINE: SAN DIEGO

BODY:
The offices overlooking the sunny waterfront smell of fresh paint. The desktops are clean. Cartons stacked on the newly carpeted floors have yet to be unpacked. All hands are wearing newly minted blue-and-yellow **Nautica** team clothes emblazoned with the logo "YOUNG AMERICA."

In the compound of the America's Cup team PACT '95, from Maine, everything is new and fresh and hopeful as the first day of school.

From his second-floor office, command central, syndicate boss John Marshall, the on-leave president of Hinkley Yachts in Maine, got a call via cell phone from the Pacific Ocean yesterday informing him that his sailors had won the start of another race - their fourth in five days - in the America's Cup World Championships.

Asked how things were going, the usually reserved Marshall answered with a resounding, "Damn well!"

It's not that PACT '95, a group of young world champion sailors just settling in here, has won anything yet. In yesterday's race, they hung in at second place, then in fresh winds broke a spinnaker pole and ended up fourth.

But with PACT '95 founder Kevin Mahaney at the wheel and a cockpit full of world champions, winning the starts is an indication that everything's going well. The fact that the boat they leased for this regatta, an old Il Moro from the 1992 Cup, gets beaten on pure dragging speed does not mean a thing.

Young America, PACT '95's new 75-foot America's Cup Class racer, will be here next month. It is on that boat, with its highly technological development - a la the 1992 Cup winner, America3, of Bill Koch - that the hope of the young team to win the America's Cup rests.

"The whole spirit of this regatta is that of a training platform," said Marshall, who has been involved in every America's Cup since 1974 and was design chief for Dennis Conner's winning Stars & Stripes effort in Australia in 1987. "And right now I like what I see from our team."

For starters, Marshall feels a certain vindication about how well the Australians have done with their new boat. They have won every race so far, by margins of 5-12 minutes over the old boats here.

That pleases Marshall because Koch, the '92 Cup champion whose America3 is being sailed by an all-woman team, pronounced that his entry went about as fast as an ACC boat could.

"If that had been true," said Marshall, "then all of our effort to develop a faster boat would have been nothing but wasted money. But we see how much faster Australia is, and that justifies our development program. Our boat will be extremely fast."

And if Young America will have no respect for its elders, it's clear that neither does the cockpit full of young rock stars who grew up idolizing Conner in the heyday of his Australian wars.

Mahaney won a silver medal in the 1992 Olympics but admits to having less experience than the sailors with whom he has filled his afterguard.

There's strategist Ken Read, perennial J-24 champion; tactician John Kostecki, with six world titles and more than 30 national and international titles to his credit; navigator Robert Hopkins, who, at 24, was the youngest and winningest head coach of the 1984 Olympic sailing team; and mainsail trimmer Andreas Josenhans, who won the Cup with Koch in '92 and then "went out of my way to join PACT '95."

How do the human dynamics work in a cockpit with so many superstars? Mahaney smiled his matinee smile and said, "That's what we're working out right now." But his amused eyes gave the answer his self-effacing nature wouldn't let him say outright: "Wouldn't every crew love to have our problems?"

GRAPHIC: PHOTO

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COMPANY NEWS;GENESCO IS SELLING ITS MEN'S CLOTHING BUSINESS UNIT The New York Times November 5, 1994, Saturday, Late Edition - Final

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The New York Times

November 5, 1994, Saturday, Late Edition - Final

SECTION: Section 1; Page 43; Column 1; Financial Desk

LENGTH: 127 words

HEADLINE: COMPANY NEWS;
GENESCO IS SELLING ITS MEN'S CLOTHING BUSINESS UNIT

BYLINE: Reuters

BODY:
Genesco Inc. said yesterday that it planned to sell off its men's clothing business and focus solely on footwear, which accounted for 68 percent of its sales in its latest fiscal year. The company said it would take a $92.5 million charge in its third quarter as part of the restructuring. Genesco said its continuing business lines would be Johnston & Murphy, Jarman, Journeys, Dockers Footwear, **Nautica** Footwear, the Laredo Boot Company and the Volunteer Leather Company. The Nashville-based company will divest itself of its men's tailored clothing business -- Greif and CGO Apparel -- and its Mitre soccer business and University Brands children's shoes. Genesco's stock fell 25 cents, to $1.875, a new low for the year, on the New York Stock Exchange.

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CHRYSLER CASTS ORVIS JEEP EDITION AS FISHERMEN LURE Advertising Age November 07, 1994

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Advertising Age

November 07, 1994

SECTION: Pg. 17

LENGTH: 853 words

HEADLINE: CHRYSLER CASTS ORVIS JEEP EDITION AS FISHERMEN LURE

BYLINE: By Raymond Serafin

BODY:
Chrysler Corp. hopes it has come up with the right lure to reel in fly fishermen and other outdoorsmen with the Orvis edition of the Jeep Grand Cherokee sport-utility vehicle.

The vehicle, with special paint choices and upscale interior trim, is the result of a marketing partnership between the automaker and Orvis Co., a Manchester, Vt., supplier of upscale fly-fishing equipment and other outdoor sporting goods since 1856. Privately held Orvis has annual sales of $112 million through catalogs and retail stores.

"What drove us was the potential to market to (Orvis') customer base," said Bob Kirkwood, Jeep merchandising manager.

Orvis views the partnership as an opportunity for increased exposure, said Pat Theodoros, director-communications for the company. The partnership is a first for Jeep, but other automakers have used similar affinity marketing programs for years.

One of the most successful involves Ford Motor Co.'s Ford trucks and Eddie Bauer Inc., the Redmond, Wash., subsidiary of Spiegel that specializes in outdoor-oriented sportswear and gear.

Ford has sold nearly 500,000 Eddie Bauer edition vehicles, beginning with a special version of the Bronco II in 1984. Ford division expects to sell 80,000 Eddie Bauer-badged Explorer and Bronco sport-utilities, Aerostar minivans and F-Series pickup trucks in the 1995 model year.

Eddie Bauer's upscale, outdoorsy image and relatively affluent demographics match the sort of buyers Ford is trying to reach, said Jim Gwaltney, the division's advertising manager.

About 70% of Eddie Bauer customers are women.

"We have a real interest in the women's market," said Mr. Gwaltney, noting women make up 40% of the buyers and influence 60% of the purchases of the popular Explorer, the only sport-utility that outsells the Jeep Grand Cherokee.

The two companies do a number of regional co-promotions, involving vehicle displays at Eddie Bauer retail stores or at other venues, such as a recent one at the Texas State Fair. Ford vehicles are used as backdrops in Eddie Bauer catalog photos.

A similar partnership is behind the **Nautica** edition of the Mercury Villager minivan, marketed by Ford's Lincoln-Mercury division. **Nautica** Enterprises, New York, makes clothes and accessories that are sold through their own outlets and other stores.

"With the Villager being the first minivan in the Mercury lineup, we thought an association with a high-profile sportswear company would be beneficial," said Cisco Codina, planning manager for the Villager.

The Villager was introduced in late 1992, and the **Nautica** version bowed a year later.

Promotional tie-ins mostly involve store and mall displays featuring both the vehicle and **Nautica** goods. About 5% to 7% of Villager's projected 85,000 unit sales this year are expected to be in the branded version.

At Chrysler, marketing executives expect to sell about 9,300 Orvis edition vehicles in the 1995 model year, or about 4% of Grand Cherokee sales. The Orvis edition carries a premium of about $750 over comparable Grand Cherokee Limited Plus models.

The Chrysler/Orvis relationship was put together by the Century Group, a Traverse City, Mich., agency that specializes in outdoor marketing and has done project work for Orvis.

"It's a natural marriage for two brands with a reputation for being authentic," said Charlie Janis, president of the agency.

The shop has produced a four-page insert on the Jeep model for Orvis catalogs and a brochure for Jeep and Orvis retailers to distribute.

Mr. Kirkwood said the partnership gives Chrysler access to the Orvis mailing list, around which direct marketing programs will be designed.

In addition, Chrysler may provide an editorial column on four-wheel driving for The Orvis News, a tabloid newspaper featuring sporting and conservation stories. The paper is mailed five times a year to 500,000 Orvis customers.

The two companies also plan to develop outdoor programming to air on ESPN or other TV outlets, Mr. Kirkwood said.

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ALOHA, SYRACUSE! JENNIFER WEATHERSBEE HAS QUITE A COLLECTION OF HAWAIIAN SHIRTS. HERE ARE HER FAVORITES. < The Post-Standard (Syracuse, NY) November 10, 1994 Thursday City Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

November 10, 1994 Thursday City Edition

SECTION: HJ

LENGTH: 525 words

HEADLINE: ALOHA, SYRACUSE! JENNIFER WEATHERSBEE HAS QUITE A COLLECTION OF HAWAIIAN SHIRTS. HERE ARE HER FAVORITES. <

BYLINE: JENNIFER WEATHERSBEE

BODY:
We don't often do this, but we couldn't resist. We picked someone as a Cover Me contest runner-up who didn't write the letter nominating her.

Jen Weathersbee said a friend sent us the Cover Me contest letter that said she'd wear one of her Hawaiian shirts every day until she exhausted her 40-plus collection.

But she was willing to do that and more once she heard about the contest. Here's her story about why she collects Hawaiian shirts.

My obsession is secret no longer!

Owning Hawaiian shirts is an unusual hobby, I know. But it was one I kind of stumbled onto.

I guess that it all started one day at the beginning of this summer. I was sitting on my deck, taking a break from cleaning my perpetually messy room, drinking a glass of lemonade and wearing a Hawaiian shirt.

This particular shirt had been balled up in a forgotten corner of my closet for what was probably closer to months than mere days of weeks. When I found it, I put it on to see if it fit (hey, I can always use another shirt to wear while doing grubby housework!), and it did.

I wore it that day and washed it with the rest of my laundry that night. When I rescued it from the dryer, it looked as good as new and it wasn't even wrinkled! Boy, was I amazed.

I soon discovered that Hawaiian shirts are not only low maintenance, but they are comfortable -- and affordable! My local Sally Anne's (Salvation Army) sell shirts at very reasonable prices, ranging from 25 cents to $1.

On one trip, the cashier wouldn't charge me for one of the Hawaiian shirts I picked -- because she thought it was so incredibly hideous!

After that, I was on a roll. Everywhere I went, I saw Hawaiian shirts. One can be found at almost every garage sale. **Nautica** and J. Crew even have several shirts with a Hawaiian motif in their collections.

Anyway, by the end of summer, I had 13 Hawaiian shirts. I had decided to use them to count down the 13 days before my March 13 birthday.

However, the next trip I made to Sally Anne's found me bringing home two more wildly patterned shirts. The next trip, I dumped a bag with five more onto my bed.

It was time for a new plan. During the next two trips, I accummulated five more shirts that just screamed "Aloha."

It was then that I knew what my plan would be: I's wear Hawaiian shirts each of the 25 days before Christmas.

However, by the beginning of school, I had collected 32 Hawaiian shirts, and couldn't decide when to wear them. I just kept buying them.

Now, I have a reason to wear one of my 42 shirts every day to school until my supply is exhausted. hj has inspired me.

Perhaps I'll wear some other Hawaiians to count down the last few days until the end of school. I'm leaving my options open on that one.

Just yesterday, I lent several of my shirts, along with sunglasses, to some of my classmates so they'd have Halloween costumes. I offered them to about 20 people, but only two took me up on the offer.

My shirts are something that always seem to come in handy. So if you're looking for a new hobby, I just have one thing to say: ALOHA!

-- Jennifer Weathersbee is a sophomore at Manlius Pebble Hill School.

GRAPHIC: PHOTO; DENNIS NETT; Jennifer Weathersbee really likes Hawaiian shirts. And her secret; obsession has been noticed by her friends. In fact, it was one of; Jennifer's friends who sent in a letter for our Cover Me contest,; telling us that she would wear a Hawaiian shirt every day until she; exhausts her supply if we'd put her on the cover. Well, she didn't; quite make the cover, but here is Jennifer modeling some of her; favorite shirts. She and her dad brought in about a dozen, and we; picked these few. Oh, and she's such a good sport that students at; Manlius Pebble Hill better get used to seeing these shirts. Color.

LOAD-DATE: February 7, 2003

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Burdines checks in at the mall Tampa Tribune (Florida) November 11, 1994, Friday,

Copyright 1994 The Tribune Co. Publishes The Tampa Tribune Tampa Tribune (Florida)

November 11, 1994, Friday, METRO EDITION

SECTION: POLK, Pg. 1

LENGTH: 509 words

HEADLINE: Burdines checks in at the mall

BYLINE: ANWAR S. RICHARDSON; Special to the Tribune

DATELINE: LAKELAND

BODY:
As 1994 winds down, the Burdines retail chain already has a jump start on getting rid of the old and bringing in the new.

The Miami-based chain of 44 department stores has moved its Lakeland base from a longtime downtown location to the Lakeland Square mall. The grand opening is this morning.

The new store at 3800 U.S. Highway 98 N. holds 110,000 square feet of retail space and will employ about 100 people.

General Manager Carolyn Warner said she is excited about the change of scenery and has no feelings of remorse at moving from the old site.

"I think we have moved to where things are happening," she said. "The move was the best thing for Burdines."

The store features a Florida-style setting: pastels, mostly pink, with clouds painted on the ceiling, palm tree columns and a different tile mosaic floor at each entrance.

At the downtown location, Burdines did not have to worry about face-to-face competition, but now the retailer will be under the same roof as competitors like Sears, Dillards, Mervyn's, JCPenney and Belk Lindsey.

Managers at the other mall anchor stores said they looked forward to the competition, and welcomed the new kid on the block.

"We are glad to have them in the mall," said Kim Norton, store manager at Belk Lindsey. "Them moving here will bring a lot more traffic into the mall, especially since it is almost Christmas season."

Tom Jeffers, store manager at Mervyn's, agreed.

"Now this mall will offer everything people want," he said. "I was really banking on them coming here, because now people do not have to drive to Tampa or Orlando to shop."

The new store will no longer sell furniture, and because of the number of restaurants in the mall, Burdines

will have no restaurant for shoppers.

What Stacy Korona, divisional sales manager, hopes will attract new customers is a new service called "Selling Specialists."

"The specialists are trained employees who are experts in their line of clothing and that line alone," she said. "In many instances, the specialists keep the phone numbers of their clients and call them when the store receives items the specialists know they would like.

"The specialist is usually on a first-name basis with the customer, and customers will be able to view clothing in pre-sale and shop by appointment."

Some of the specialty shops include Tommy Hilfiger, Ralph Lauren, **Nautica,** Liz Claiborne, Clarion and Calvin Klein.

With the downtown site awaiting a new occupant, mall Manager Carlos Guira said Lakeland Square has established itself as "The Mall" in Polk County.

"With the opening of Burdines, and having stores like Sears, we now offer something for everybody who comes to the mall," Guira said.

Grand opening festivities begin today at 9:30 a.m. There will be a ribbon-cutting ceremony with Burdines Chairman Howard Socol, followed by the store opening at 10 a.m.

Music will be provided by the Kathleen High School Band, and the reigning Miss Lakeland, Jennifer Ragsdale, will be at the store at 2 p.m. Saturday and Sunday.

GRAPHIC: PHOTO (C),
(C) Models strut the catwalk Thursday at the charity Grand Opening Preview & Fashion Show at the new Burdines department store in Lakeland Square mall. The event kicked off opening festivities for the store, which opens today to the public. JOCK FISTICK, Tribune photo

LOAD-DATE: November 14, 1994

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Designing for dollars U.S. News & World Report November 14, 1994

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U.S. News & World Report

View Related Topics

November 14, 1994

SECTION: BUSINESS; Vol. 117, No. 19; Pg. 103

LENGTH: 1310 words

HEADLINE: Designing for dollars

BYLINE: By Dan McGraw; David Fischer

HIGHLIGHT:
The apparel industry struggles to attract price-conscious consumers

BODY:
Glitter and hype swirled about the fashion industry last week as couturiers from around the world unveiled their latest clothing creations in New York's Bryant Park. But just several weeks before the dazzling shows, legendary American designer Ralph Lauren introduced a new collection of men's casual wear that includes snap-brim caps, flannel shirts, seersucker jackets and denim overalls. The timeworn look, dubbed by one trade publication a "Grapes of Wrath aesthetic," is Lauren's tribute to the Dust Bowl days of the Great Depression, and, continued the press account, it gives "new meaning to dressing down."

The introduction of Lauren's new clothing collection, based on rural poverty, is laden with irony: The fashion business is hardly mired in depression, but it's clear that the resurgent American economy has not yet reached Seventh Avenue, the heart of New York's garment district. Apparel sales declined from $ 141 billion in 1989 to $ 136 billion in 1993, according to MRCA Information Services, a consumer research company. And this year, sales are expected to rise by just 1.4 percent.

Lifeblood. But sluggish sales are just part of the problem for the apparel business. According to Licensing Letter, an industry newsletter, fashion-licensing revenue -- the financial lifeblood for many designers -- dropped from $ 12 billion in 1992 to $ 11.8 billion in 1993. And although the number of garments sold rose by about 5 percent last year, the prices for those garments inched up just 0.9 percent, less than the 2.7 percent overall rate of inflation. Not surprisingly, the combination of weak sales and smaller price increases has ratcheted up profit pressures. "The trick in this business," says Stephan Weiss, co-CEO of the Donna Karan Co., "is to be creative enough to be on the leading edge of fashion, yet at the same time be able to get the clothing to the consumers at a good price and in a timely manner."

Shifts in demographics and changes in consumer buying habits over the past decade have made life difficult for both the creative and the financial sides of the fashion business. As many baby boomers approach the age of 50, they are marshaling financial resources for college tuitions rather than expensive suits and evening wear; more women in the work force means fewer shopping trips, and value has replaced fashion as the prime concern of price-conscious consumers. A 1994 survey by Glamour magazine found that 34 percent of its readers have increased their shopping at off-price stores like Marshalls, T.J. Maxx and Filene's Basement.

As a result, the amount of money spent by consumers on apparel as a percentage of income has been falling. In 1960, Americans spent 8.1 percent of their income on clothes; by 1980, that figure had dropped to 6.1 percent, and last year, it declined to just 5.3 percent. "What's happening with retail sales is that fashion over the past few years hasn't been the driving force of consumption," explains Charles Bunstine II, chief operating officer at Barney's New York. "People are very much interested in real pricing. They've learned that they can wait around for sales."

Casual. Consumers are also dressing more casually -- at work and at play. A recent study by the NPD Group found that close to 90 percent of Americans are dressing down for work at least some of the time. The fastest-growing and most successful high-tech companies, for example, rarely demand that their employees wear business suits, and companies across the country are embracing "casual Fridays." Consumers who wear cheaper, less formal apparel tend to spend less on clothing and visit stores less often because the relaxed look doesn't necessarily have to be replaced every season.

An even bigger change for apparel makers took place in the 1980s, when the size and number of department and specialty stores exploded. About 870 million square feet of leasable retail footage was added between 1986 and 1990, a 25 percent increase over the existing space. Apparel companies jumped in, believing that an expanded consumer base had been created. But the retail space was greatly overbuilt, and it contributed to the bankruptcies and reorganizations of department stores. The fashion industry was hit hard. Says Mary Ann Wheaton of Wheaton International, a firm that specializes in launching new designers: "Many of the designer fashion businesses geared up for expansion, but by the 1990s, they were only selling tothe department store buyers and notto consumers."

Some power players in the fashion world apparently still have expansion plans in mind. Last August, for example, Ralph Lauren sold 28 percent of his enterprise to Goldman, Sachs & Co. for $ 135 million. Lauren stated at the time of the deal that the funds would be used for new operations. But the designer is being challenged in casual men's wear today by cheaper competitors like **Nautica** and Tommy Hilfiger. **Nautica's** sales have grown from $ 86.2 million to $ 193 million since 1990.

At the same time, Lauren's women's ready-to-wear line has been hampered by slow sales and the financial problems of its manufacturer, Bidermann Industries. Still, most analysts give Lauren high marks. Alan Millstein, publisher of the Fashion Network Report, says the designer remains at "the top of the heap." Adds Peter Siris of UBS Securities: "[Lauren is] diversified enough that [he doesn't] have to rely exclusively on the whims of fashion."

Payback. Like Lauren, Calvin Klein is looking for new ways to boost sales and profits. Klein has moved away from in-house production and is emphasizing licensing. Under licensing agreements, designers lend their names to a product in exchange for a small percentage of total sales -- usually between 5 percent and 10 percent. This approach is considered less risky than in-house production. Klein's finances have also improved, and he has retired a $ 55 million loan from a friend, entertainment mogul David Geffen.

In search of greater rewards, Donna Karan has forsaken licensing in favor of in-house production. But her decision has generated mixed results. Karan's DKNY women's fashion line has done well, yet she canceled a plan to go public last year because of a less-than-enthusiastic reception on Wall Street. The designer still has clout in banking circles, however. Several weeks ago, her company closed on a $ 125 million revolving credit line and term loan with a syndicate of financial institutions.

Designer Diane Von Furstenberg has gone a step further than many of her colleagues. Last year, Von Furstenberg sold $ 1.3 million worth of designer dresses on QVC, the home-shopping television network, in just two hours. "The key point to creativity now," explains Von Furstenberg, "is not so much in the design of the product as it is in the distribution of that product."

Von Furstenberg's bold approach is gaining currency today as Seventh Avenue tries to attract the attention of tightfisted and time-starved consumers. And in the fashion future, it's quite apparent that designing for dollars will matter more than ever.

Hemmed in

Apparel prices have been rising at a much slower pace than the overall inflation rate in rece

	Change in overall prices	Change in apparel prices
1989	4.6 pct.	1.0 pct.
1990	6.1 pct.	5.1 pct.
1991	3.1 pct.	3.4 pct.
1992	2.9 pct.	1.4 pct.
1993	2.7 pct.	0.9 pct.

USN&WR -- Basic data: U.S. Dept. of Labor

GRAPHIC: Pictures: Ralph Lauren. Recently sold 28 percent of his company to Goldman, Sachs & Co. for $ 135 million. (Inset: Rick Maiman -- SYGMA; Chandoha Valentino); Drawings: No caption (Graphic: Richard Gage -- USN&WR); Chart, Hemmed in (U.S. Dept of Labor); Pictures: Calvin Klein. Retired a $ 55 million loan from entertainment mogul and friend David Geffen. (Inset: Calvin Klein; Yann Gamblin -- Outline); Pictures: Donna Karan. Received a $ 125 million revolving credit line and term loan from banks. (Inset: Luc Novovich -- Gamma/Liaison; Jeffrey MacMillan -- USN&WR)

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Younkers Spruces Up Store Omaha World Herald (Nebraska) November 17, 1994 Thursday

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Omaha World Herald (Nebraska)

November 17, 1994 Thursday SUNRISE EDITION

SECTION: BUSINESS; Pg. 21

LENGTH: 360 words

HEADLINE: Younkers Spruces Up Store

BYLINE: STEVE JORDON, World-Herald Business Editor

BODY:
Just in time for the holiday shopping season, Younkers has brought its new store design to its Westroads mall store in Omaha.

The Westroads is one of five Younkers stores renovated this year, with an emphasis on what customers want, said Robert H. Ferguson, senior vice president.

"I think the shoppers want a customer-friendly store, wide aisles, brighter lights and areas they can sit and wait when they are shopping," he said.

Besides the 172,000-square-foot Westroads store, Younkers recently completed renovating a store in Madison, Wisc., and also is renovating stores in the Valley West and Southridge Malls in Des Moines and in Mason City, Iowa.

Each of the remodeling projects follows a similar design, Ferguson said, with many of the changes based on things customers have asked for.

"We really look at all of our stores every year and see who needs what in the form of re-doing or relighting or redesign," he said. "We try to keep them current." The Westroads store needed work, Fergison said.

"It was dark, and it wasn't laid out properly according to the customers' wishes," he said. "Now, there's a lot of newness in the store." At the Westroads, some departments moved to new locations and other were simply expanded. The company added 40,000 square feet of space to the Valley West store in Des Moines, making it about the same size as the Westroads store. Ferguson said there are no plans to expand the Westroads store's overall size.

New features include a DKNY shop and a fur department, expanded Polo and **Nautica** shops, an expanded shoe department, a redecorated flower shop and an expanded cosmetics department with more brands.

The domestic goods department also has been remodeled, with a new women's restroom added and all restrooms renovated. Ferguson declined to say what the renovation cost.

The remodeling includes wider aisles between departments and new fixtures that will allow better merchandise selection and size ranges.

Ferguson said customers also asked for more places to sit, so Younkers installed new "customer comfort

zones" with chairs and espresso carts.

GRAPHIC: B&W Photo/1; RENOVATION DONE: This entrance to Younkers' Westroads store has been renovated, as well as the interior., Bill Batson/World-Herald/1

LOAD-DATE: December 01, 1994

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Saturday Night Specials Forbes November 21, 1994

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November 21, 1994

SECTION: FORBES FYI; Pg. 232

LENGTH: 263 words

HEADLINE: Saturday Night Specials

BYLINE: Mark Grischke

BODY:
"Dressing to kill?" Well that's just a figure of speech. But why shouldn't it apply to you in this season of good cheer, when you can chuck the workaday rags for something a little more Saturday, a little more creative?

All prices approximate. Wool tweed sportcoat, $ 687, and cotton flannel shirt, $ 149, at Paul Stuart Madison Avenue, New York, 800-678-82778. Vicuna wool tweed vest, $ 95, at Jos. A. Bank Clothiers, 800-285-2265. Silk tie, $ 42.50, by **Nautica** by David Chu, as select Bloomingdale's and Dillard's.

Handsewn blucher, $ 660, at A. Testoni, New York, 212-223-0909. Corduroy trousers, top to bottom: *gold,* $ 115, by Faconnable, at Faconnable, New York, and select Nordstrom stores, 800-695-8000; *chocolate,* $ 120, by Barry Bricken, at Neiman Marcus, Dallas; Country Britches, Greenwich, CT; and Bergdorf Goodman Men, New York; and *pecan,* $ 40, at Jos. A. Bank Clothiers, 800-285-2265.

Trilby, $ 145, by Worth & Worth, at Worth & Worth, New York, Boston and Chicago, 800-HAT-SHOP; and Barneys, New York. Eyeglasses, $ 140, by Frederic Beausoleil for Robert Marc Opticians, New York, 212-319-2000.

Cashmere sweaters, left to right: *raisin* 8-ply crewneck, $ 795, at Cashmere-Cashmere, New York and Chicago, 800-763-4228; *purple* and *heather* ribbed crewnecks, $ 399 each, and *rose* cabled crewneck, $ 548, at Paul Stuart Madison Avenue, New York, 800-678-8278; and *coral* v-neck, $ 395, at Alfred Dunhill, New York, Chicago and Beverly Hills, 800-776-4053. Belt, $ 335, at Hermes, 800-441-4488.

GRAPHIC: Photographs 1 through 4, no caption, by Douglas Rosa

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Paid Clothing Group selects Marcus as CEO THE DALLAS MORNING NEWS November 23, 1994, Wednesday, HOME FINAL EDITION

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November 23, 1994, Wednesday, HOME FINAL EDITION

SECTION: BUSINESS; Pg. 2D

LENGTH: 247 words

HEADLINE: Paid Clothing Group selects Marcus as CEO

BODY:
Richard C. Marcus has been named president and chief operating officer of Plaid Clothing Group Inc., a privately held apparel maker in New York.

Plaid Clothing, with annual sales of about $ 275 million, manufactures and distributes men's and boy's tailored clothing, casual and dress pants, and coats under leading brand names such as Burberrys, Evan-Picone, Palm Beach, Christian Dior, Halston, Claiborne, **Nautica,** Nicole Miller and Hanic Mori.

Omar Z. Al Askari, chairman of Plaid Clothing, said Mr. Marcus brings "an almost unparalleled knowledge of the retail sector that we believe will give Plaid a competitive edge in the marketplace."

Mr. Marcus was chief executive officer of Neiman Marcus from 1979 through 1988. Since 1988, he has developed marketing and service strategies for companies whose products are purchased by retailers, through InterSolve Group, which he co-founded, and Focus Networks, which provides satellite-based interactive video networks to retailers.

Mr. Marcus also is a director of two public companies, Zale Corp. of Irving and Xcellnet Inc., an Atlanta-based software company.

His office will be in New York, but Mr. Marcus he will continue to live in Dallas and commute.

He has looked at several opportunities to get back into operations responsibilities, and Plaid Clothing offers a chance to learn about the manufacturing side of the business, he said.

"This seemed to be the right time to get back into the batter's box, he said.

GRAPHIC: PHOTO(S): Richard C. Marcus

LOAD-DATE: November 30, 1994

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Date/Time: Thursday, May 4, 2006 - 11:09 AM EDT

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Holiday gift bear will give extra hugs The Baltimore Sun November 24, 1994, Thursday,

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November 24, 1994, Thursday, FINAL EDITION

SECTION: FEATURES, Pg. 4E

LENGTH: 344 words

HEADLINE: Holiday gift bear will give extra hugs

BYLINE: Vida Roberts, Sun Fashion Editor

BODY:
As the holiday shopping rush gets off to its official start tomorrow, it is rewarding to know that some gifts are destined to be shared. Tanner the Bear is the holiday mascot for Nordstrom stores, and he's a charmer. Customers who purchase a 17-inch bear for their own someone to hug will be assured that a 13-inch version will be given to a special child through the Children's Defense Fund.

Big Tanner costs $ 29.95 and is available in the store's children's department or the Nordstrom holiday catalog. Call (800) 695-8000.

*

Hedonistic gift givers may be more interested in the latest offering from Victoria's Secret. The lingerie company is offering vacation love nests starting at $ 30,000 and climbing to $ 60,000 in spots such as New York, London, Aspen or the Cotswold countryside. The London gift package includes Concorde airfare, a luxury suite at Blake's, dinners and dancing, a chauffeured Bentley, nights at the theater and daily delivery of fresh lingerie. That for $ 43,000.

A preview of Victoria's Secret Christmas Dreams and Fantasies airs on the Showtime network to morrow at 10 p.m. The special features supermodels such as Claudia Schiffer, Elle MacPherson and Naomi Campbell. The dream vacation packages do not include supermodels.

*

For outdoorsy dreamers, **Nautica,** official sponsor of the America's Cup Defense Team, is sponsoring a chance to win a spot on the PACT '95 yacht as the crew competes for the America's Cup championships. In addition to an observer position, the winner will receive lodging, airfare, and a **Nautica** wardrobe. Enter the drawing by visiting the **Nautica** shops at Hecht's.

No purchase is necessary, but entrants must be 21 years or older. Call (410) 337-3600.

*

Daydreamers may want to browse Gem, a new magazine for fine-jewelry enthusiasts. The premiere issue features the romance of rubies, the black pearl fisheries, a look at vintage watches and many photo spreads of expensive baubles. The magazine costs $ 10 and is available through fine jewelry stores such as Albert S. Smyth.

GRAPHIC: PHOTO, JEFFREY F. BILL/SUN STAFF PHOTO, Buy the bear, and another one will be given to a child.

LOAD-DATE: November 26, 1994

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Urban Academy The Washington Post November 25, 1994, Friday, Final Edition

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November 25, 1994, Friday, Final Edition

SECTION: STYLE; PAGE B2

LENGTH: 256 words

HEADLINE: Urban Academy

SERIES: Occasional

BYLINE: Jill Hudson, Special to The Washington Post

BODY:
Imagine a cross between Snoop Doggy Dogg and George Plimpton.

Hip-hop fashion has gone preppy, and what was in a couple of years ago with rap stars and their fans -- bright baggy jeans, extra-large sweat shirts and jackets emblazoned with Afrocentric slogans -- is decidedly out. These days, designer-label classics such as button-down shirts, windbreakers and khakis are the wardrobe staples of urban teens across the country.

"This year, everybody's wearing Polo, **Nautica** and Tommy Hilfiger, and that's all they're wearing," says Kovar Parker, a senior at McKinley High School in Northwest. "They might wear something from Britches and the Gap too, but it's pretty much Tommy, Polo and your Tims [Timberland boots]."

Snoop Doggy Dogg, Ice Cube and other rappers appear in videos and in concert dressed from head to toe in Tommy and Ralph, leaving kids with the distinct impression that success and status are just a crew neck away. But not any crew neck will do. It's got to be baggy, and carry a big name.

"Yeah," says Reggie Mack, a junior at Largo High School in Prince George's County, "If it ain't got the sign [logo] on it, I ain't gonna touch it. Everybody wears the sign because they know what it costs then."

The cost of cool can run high: $ 68 for a Tommy Hilfiger rugby shirt, $ 165 for a Polo Sport windbreaker, $ 335 for a **Nautica** goose-down parka. But it's worth it.

"Everybody wears Tommy and Polo because, if you don't, you're a 'bama," Mack explains. "You got to get what everybody else gets."

GRAPHIC: PHOTO, BAGGY AND BUTTON-DOWN ABOUT TOWN, CLOCKWISE FROM LEFT: POLO-SHIRTED OUTSIDE WOODROW WILSON HIGH; READY FOR A SCRUM_OR A TAILGATE_NEAR THE WASHINGTON CONVENTION CENTER; CLASSIC NEW ENGLAND, LOOSELY INTERPRETED IN GEORGETOWN. MARK

FINKENSTAEDT; PHOTO, KYLE SAMPERTON FOR TWP

LOAD-DATE: November 25, 1994

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TEENS' CHRISTMAS WISHES;WHEN SHOPPING, REMEMBER THE LETTER C. TEEN-AGERS SAY THEY WANT CLOTHES, A CAR, CLOTHES, CDS - AND DID WE MENTION CLOTHES? Orlando Sentinel (Florida) November 25, 1994 Friday, 3 STAR

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Orlando Sentinel (Florida)

November 25, 1994 Friday, 3 STAR

SECTION: STYLE; Pg. E1

LENGTH: 1012 words

HEADLINE: TEENS' CHRISTMAS WISHES;
WHEN SHOPPING, REMEMBER THE LETTER C. TEEN-AGERS SAY THEY WANT CLOTHES, A CAR, CLOTHES, CDS - AND DID WE MENTION CLOTHES?

BYLINE: By Jean Patteson of The Sentinel Staff

BODY:
Last week's "rain day," courtesy of Tropical Storm Gordon, freed up thousands of teen-age students from school to roam the malls of Central Florida and scope out the latest holiday gift offerings.

When we caught up with some of them toward the end of the day, most had definite ideas about what they would like to find under the tree on Christmas morning.

Their wish lists were short and explicit: cars, CDs, clothes.

They admitted they are about as likely to unwrap the keys to a nifty little Geo Metro as Santa is to trade in his sleigh for a Jeep Grand Cherokee. They also said that CDs, although desirable, are predictable. There still is enough kid left in these budding adults that they want to be surprised when they open their gifts.

Which leaves clothes. But not just any clothes - and certainly not the flannel nightgowns, cozy slippers, gaudy ties and bland dress shirts that are as traditional - and about as welcome - as fruitcake. (Grandma, Aunt Ida, Cousin Izzy, are you listening?)

Teens want cool fashion.

Because adults are totally uncool, they obviously are incapable of second-guessing a teen's definition of what's hot. So we asked 50 mall-roving teens, ages 14 to 17, to get specific about the fashions that are so trippy, so dope, so utterly bad that they would make welcome gifts.

The guys were brief and brand-specific: No Fear T-shirts; Tommy Hilfiger, **Nautica,** Chaps and Polo/Ralph Lauren sport shirts; Starter jackets; Doc Martens and Timberland shoes; Nike and Adidas sneakers.

These brand names command top dollar, of course, but similar looks for considerably less can be had at discount and off-price stores. For example, the look of a $70 Tommy Hilfiger rugby shirt can be found for about $30 at Marshalls.

With jeans, the label was less important than the fit. Some guys like their jeans baggy, others like them slim.

Gift-buyer tip No. 1: If you plan on giving jeans, find out the preferred cut as well as waist and inseam measurements.

Favorite-team sweatshirts and baseball caps were considered must-haves - as were pretty much any brand offlannel shirt or boxer shorts. But only a few colognes passed muster: Calvin Klein's Escape, Eternity and CK One, along with Polo Sport, Colours and Joop!

Some of these are big-ticket items - $ for some Starter jackets and $100-plus for some of the shoes. But a baseball cap or pair of sunglasses can be had for just $10.

The girls' wish lists were about five times as long as the guys' - a reflection, probably, of their more intense interest in fashion and of the wider range of options available.

Most said the look is more important than the label - with the exception of shoes, where preferred brands included Doc Martens, Birkenstock, Timberland, Vans, Nike and Adidas.

As with guys' brand-name items, cheaper versions of these expensive shoes can be found at discount stores. For example, an chunky-soled oxford shoe at Sears cost just $24; a similar look in a Doc Martens shoe runs about $90.

On the whole, the girls said they prefer to get casual clothes as gifts. When it comes to dressy outfits, they prefer to make the choices themselves. However, anything in velvet - a slip dress, vest or jacket - would not be returned or exchanged.

Their wish lists of casuals included babydoll dresses, baby T-shirts, short skirts, bodysuits, flannel shirts, corduroy jeans, denim overalls, suede and denim vests, knee-high socks and thigh-high stockings, and anything with suspenders or heart motifs. Favorite colors are black, forest green and burgundy.

Not a single girl mentioned that holiday staple, the sweater, but plenty said they would like a "nice" jacket - something along the lines of a classic blazer but in a corduroy or tweedy fabric.

Silver jewelry - especially, rings, hoop earrings and chains with their names or initials - would make acceptable gifts. So would mini-backpacks, wallets-on-a-string and items adorned with Looney Tunes characters. And all said they would be happy to pull toiletries or cologne (Sunflowers, Eternity, CK One and anything scented with vanilla) from their stockings.

Unlike the boys, the girls all seemed to have favorite shops. Most often mentioned were Express, Limited, Gap, Wet Seal, Contempo Casuals, Scribbles, Victoria's Secret (for silk pajamas) and The Body Shop.

Gift-buyer tip No. 2: Girls like to collect complete lines of toiletries in their favorite fragrance - soap, lotion, shampoo and lip balm in vanilla or fuzzy peach, for example.

A tiny pot of lip balm costs just XX and small jewelry items such as hoop earrings can be had for under $10. How much is spent on clothing is up to the shopper. Cute slip dresses can be had for about $20, blazers run between $80 and $100, and Doc Martens shoes can cost as much as $130. But prices are competitive this time of year, so shop around for the best deals.

Retailers in Orlando-area malls have done a good job of anticipating teens' fashion favorites.

At Wet Seal, shoppers looking for gifts for teen-age girls are being steered toward mohair minisweaters, ribbed turtlenecks and apron minidresses. At Express, pants and skirts with suspenders, kilts and tights are selling briskly. And at Scribbles, mini-backpacks, tiny club bags, thigh-highs and berets are shopper selections that the sales staff feel confident will not be returned by the teen recipients.

Shoppers with teen boys on their lists are finding plaid shirts, windbreaker sweaters, vests with lots of

pockets, London Boy watches, and sunglasses by Ray Ban, Oakley and Guess at Oak Tree stores. Flannel shirts and jeans are sure-to-be-welcome choices at Sears and J.C. Penney. And sports stores that carry Starter jackets are confident they have a surefire favorite.

Gift-buyer tip No. 3: If none of the items mentioned here seems cool enough for your teen, get a gift certificate. They're not big and they're not fancy, but every one of the 50 teens we interviewed said a gift certificate was the one gift they would not return.

GRAPHIC: PHOTO: Cool gifts for guys: Starter jacket ($100), **Nautica** shirt ($59.50), Chaps sweater ($68), 955 jeans ($21.99), Timberland shoes ($90). All from Gayfers.
PL: 9409230-11
PHOTO: Girls' wish lists include: suspender overalls ($42), bodysuit ($16), hiking boots ($55), Looney Tunes backpack ($17.99), silver hoop earrings ($12), all from Sears (top left). Velvet slip dress ($19.99) from Good Vibrations, minibackpack ($14) from Scribbles, Mary Janes ($24) and thigh-highs ($3) from Sears (top right). Silk pajamas ($79) and robe ($200), from Victoria's Secret, mules from Connie Shoes ($44.25).
ROBERTO GONZALEZ/THE ORLANDO SENTINEL
PL: 9409230-?
BOX: Teen gift wish lists
Girls
Baby-doll, slip or apron dress
Baby T-shirt
Clunky shoes or hiking boots
Silk sleepshirt or pajamas
Suede or denim vest
Flannel shirt
Looney Tunes T-shirt or socks
Corduroy jeans
Denim overalls
Anything with suspenders
Blazer-style jacket
Mohair sweater
Bodysuit
Thigh-highs
Silver hoop earrings or rings
Chain necklace with initials
Indiglo watch
Minibackpacks
Club bags
Wallet on a string
Vanilla-scented cologne

Guys
Starter jacket
Doc Martens, Timberland shoes
Tommy Hilfiger rugby shirt
No Fear T-shirt
Jeans
Boxer shorts
Favorite-team baseball cap
Flannel shirt
Guess sunglasses
London Boy watch

Any Calvin Klein cologne

LOAD-DATE: November 25, 1994

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RETAILERS SPOT HOTTEST GIFTS Newsday (New York) November 26, 1994, Saturday, CITY EDITION

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Newsday

Newsday (New York)

November 26, 1994, Saturday, CITY EDITION

SECTION: NEWS; Pg. 5

LENGTH: 360 words

HEADLINE: RETAILERS SPOT HOTTEST GIFTS

BYLINE: By David M. Halbfinger. STAFF WRITER. Pamela Mendels, Michael Unger and Dwight R. Worley contributed to this story

BODY:
The Mighty Morphin' Power Rangers were blasting holes in shoppers' wallets at FAO Schwarz and Toys 'R' Us.

"Illuminata," a New Age book of meditations, was an answered prayer at Barnes & Noble.

And the sales clerks at CompUSA were simply giddy at the prospects for "Doom."

The biggest shopping day of the year produced some hot sellers, employees at major retailers said.

At the Barnes & Noble store at Sixth Avenue and 22nd Street, info-desk clerk Baylen Leonard said Marianne Williamson's book of prayers and thoughts, "Illuminata," had sold 319 copies by 5 p.m., at $ 20 each.

Another hot seller: "The Art of Makeup," by Kevyn Aucoin, $ 60.

A spokeswoman at Saks Fifth Avenue said leather jackets and coats for men by Andrew Marc are "flying" off the racks, as are cashmere sweaters.

At A&S stores, outerwear by Tommy Hilfiger, **Nautica,** and Polo by Ralph Lauren were "selling like hotcakes," said senior vice president Francesco Cantarella. In men's clothing, wrinkle-free trousers like Levi's Dockers were selling very briskly, he said.

At Harvey Electronics on West 45th Street, small items like portable stereos were back in favor, as were high-end home-theater systems that start at $ 1,000 and go into the "tens of thousands," said store manager Paul Lereah.

The CompUSA store at 37th Street and Fifth Avenue could barely keep up with the demand - about 15 purchases an hour - for Macintosh Performa 630 computers at $ 2,699.99, said retail manager Fitzgerald Valme.

As for computer games, shoppers couldn't get enough of Myst, for $ 49.99, and Doom II, for $ 38.97. Parents with their kids' education in mind were opting for Encarta, an animated encyclopedia program from Microsoft.

A spokesman said the Fortunoff on Fifth Avenue was doing a particularly hearty business in tennis bracelets and diamond studs. But the best sellers of all, he said, were engagement rings, priced from $ 1,000 to $ 30,000.

At FAO Schwarz, general manager Bill Miller said action figures such as the X-Men and Spiderman were particularly popular - "and, of course, the Power Rangers transformation figures, that change from dinosaurs to superheroes."

LOAD-DATE: November 28, 1994

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Dressing down Forbes December 5, 1994

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December 5, 1994

SECTION: ON THE COVER; Pg. 155

LENGTH: 2450 words

HEADLINE: Dressing down

BYLINE: By Christie Brown

HIGHLIGHT:
Growing acceptability of casual clothes has revived the sagging menswear industry. In the trade the Casual Look is known as "the forgiving look" -- which helps explain its popularity.

BODY:
SIX SOMBER-SUITED pallbearers carry a coffin to a waiting hearse. "You're going to be wearing a suit for a l-o-o-o-n-n-n-g time," intones the voiceover. "Dress comfortably . . . while you can."

That's a commercial from Britches Great Outdoors, a division of the clothing chain Britches of Georgetown. Now, take this newspaper ad for another casual clothing chain, Seattle-based Logan Drive: A sour-looking lad tugs awkwardly at his brittle suit. "You hated wearing it then, you hate wearing it now," reads the slogan.

The message is always the same. Loosen that collar, relax that waistband, don't be straitjacketed in a stuffy two-piece suit. It's okay to dress comfortably. It's chic, even sexy, to. It's stupid not to.

Peruse the men's fashion ads in the trendier magazines. Frayed blue collars, jackets apparently too big for their wearer by a size or two. Trousers uncreased, loose in the seat and drooping. "Work boots" that no workman could ever have afforded.

The clothes that today are expensively featured in many magazines would have been refused service in decent restaurants a couple of decades ago. Outfits like those that once drew pitying looks for down-and-outers now clothe celebrities and occupy prime tables at nightclubs and restaurants.

"In the Eighties baggy pants meant broken old men in Florida, now they mean young and hip," says David Wolfe of Henry Doneger Associates, a retail consulting firm.

There's been plenty of speculation as to what all this means. Traditionalists, for example, are horrified by the trend to the sloppy, and casual. Saretorially splendid author Tom Wolfe says: "I may be the last holdout. I have one pair of Levis, which I've never worn out of the house." We asked this keen student of social mores why he thinks the sloppy look is spreading. He cited: aging men craving to look young; successful men nervous and attracting attention to their relative affluence. "People at the top fear the envy of people beneath them," he says.

Clifford Grodd, president and co-owner of Paul Stuart, a bastion of traditional menswear, heartily endorses this interpretation. "We've looked at this as part of the breakdown in the discipline, which seems to be rampant in every part of our society," he snorts.

A more positive interpretation is that fashion today has new trendsetters. What with movies, TV and celebrity journalism, Hollywood sets the standards today. Even in business the new icons are the younger entertainment moguls: Steven Spielberg, David Geffen. "These guys are defining the new lifestyle," says Richard Martin, curator of the Costume Institute at New York's Metropolitan Museum of Art. "It's Geffen making a billion-dollar deal wearing a T shirt."

And how many pictures have you seen of Bill Gates wearing a necktie?

These lifestyle, role-model, sociological explanations of the casual wear phenomenon are well known, and there's truth in them, but inside the fashion industry people take a somewhat different view, one that is at once more cynical and more positive. Fashion folk refer to the trend as the "forgiving look." Cut through the hype about relaxed life-styles: This description signifies that most Americans are fat and out of shape and want to hide it. (Not, of course, the Greek god types who model the stuff in the ads; their job is to make the loose look glamorous for the potential buyers.)

Looser feels better when you've got a gut, and it disguises the bulges you wish yhou didn't have. Regular men's suits and shirts are unforgiving of too-narrow shoulders, of fat necks, of paunches and of king-size rear ends. Loosely fitting jackets, baggy trousers, out-hanging shirts and open collars are much more forgiving.

The myth is that Americans are health nuts. The reality is that Americans are getting fatter. In 1980 the average American man was 5 feet 9 inches tall and weighed 173 pounds; the average American woman, 5 feet 4 inches, weighed 144 pounds.

A decade later the man weighs 180, the woman 153, according to the National Center for Health Statistics -- and those extra 8 or so pounds almost always adhere in the wrong places. As of 1993, 68% of all Americans were overweight, up from 58% a decade earlier, based on Metropolitan Life Insurance tables.

Sales of commercial diet far are down, and Americans are exercising less. At the Sharper Image, sales of sweaty stuff like stairsteppers and treadmills dropped 22%, to $ 4.1 million, last year. Yet feel-good items, such as a $ 2,500 vibrating massage chair, climbed 90% to $ 22.5 million. The hottest exercise videos now feature yoga instead of pumping iron. Jane Fonda's "Yoga Exercise Workout" was recently number one of all exercise videos on *Billboard's* chart.

Yoga may keep you limber and it may help clear the mind, but it doesn't do anything with all those calories in that bag of potato chips you munched last night. "Our primary concern is bellies and balding," says Michael Lafavore, 42, editor of *Men's Health* magazine. A recent issue of that publication featured a buyer's guide to khaki pants, praising their ability to camouflage lumpy bodies. The magazine gave top ranking to Tommy Hilfiger and **Nautica** trousers for their extra reinforced seams.

No surprise then that men's sizes are getting bigger and bigger. Store shelves are packed with large, extra-large, double-large and triple-large sizes. You thought that all that XL stuff was for tall men? Forget it -- unless you think that tall is a horizontal measurement. It's just that unflattering labeling, like "portly," has been dropped. "Big and tall" fashions are now just called "tall."

At Haggar the core sizes for its pants used to be sizes 32 to 40. Now the core sizes often go up to 44. Michael Mitchell, president at Farah, says 20% of Farah's pants now come with elasticized waists.

The loose look enables the flabby middle-aged to wear with comfort the same styles that fit 20-year-olds favor. "Loose pants means fashion to a 20-year-old, comfort to a 40-year-old," says Haggar Senior Vice President Alan Burks. One fashion fits all.

An out-of-shape customer is one reality menswear manufacturers must face. A related reality is that the production of men's suits has been declining for 20 years. Last your only 10 million men's suits were made in the U.S and 4 million imported. At that rate the average American male is buying one suit every seven or so years. Most are simply not buying any suits at all.

What are they buying?

There's the Luigi look -- slouchy collarless shirts and loose, drapey pants that puddle on shoes. To reinforce the image of comfort, comfort, comfort, the model showing the look is often unshaved. Comedian Jerry Seinfeld has this one down pat.

There is the great-outdoors look -- lumber jacket, flannel shirts and hiking boots. Popularized by the TV show *Northern Exposure,* it has turned Eddie Bauer and Timberland, once sports outfitters, into mainstream clothing companies. "What used to be considered inexcusably sloppy is now just fine," says Alan Millstein, a fashion analyst in New York.

Golfing styles are increasingly in, whether for the office or the evening out: another take on loose pants and oversize polo shirts. Wearing the look apparently makes ordinary men feel they look like Greg Norman and Chi Chi Rodriguez. If they don't look too hard in the mirror, the illusion can persist.

The golf look is one of J. C. Penney's hottest men's departments, growing at over 50% annually in the last two years. Izod, Reebok, Jantzen, Phillips-Van Heusen and Hartmarx now all make golf clothes sold in department stores.

Going back a bit, Giorgio Armani popularized the baggy look at the high end. And city kids took to wearing shapeless oversize clothes that mimicked prison garb, considering it cool to look like you'd done jail time. Suddenly lots of well-heeled, adult men started mimicking them.

But sloppy doesn't mean cheap, as anyone knows who has ever priced Armani garb. Call it the Ranger Rover Syndrome. When tastes moved away from station wagons in the car business they didn't move to pickup trucks; the moved to high-margin, top-of-the-line, four-wheel-drive vehicles. In the garment trade, too, smart marketers have figured out how to persuade men to spend big money to look something like the old-fashioned image of a Bowery bum. While sales of women's apparel in specialty stores are expected to drop nearly 6% this year (adjusted for inflation), sales of men's apparel will jump 17%, according to Sandra Shaber, a retail analyst with the WEFA Group in Bala Cynwyd, Pa. "That's mostly due to men's casual wear," says Shaber.

Classic suitmakers like Hartmarx now have lines of looser, baggier clothes, as do Haggar, Farah and Grief. Arrow makes "Friday shirts," Hathaway has a line called "Rustic Weekend." Brooks Brothers has "Fridaywear" shirts and just launched a whole line of business wear with looser fits called "Soft Classics."

A well-fitting suit was a well-fitting suit, and it didn't take a highly practiced eye to pick a tie and shirt and shoes that worked with it. But what are the rules for casual? The new looks are confusing at first. To help out the befuddled casual wear shopper, labels now tell when and how to wear the garment. "This shirt must be worn as an overshirt," reads the tag on a sleeveless lumber jacket by Pepe Jeans. A "relaxed dress shirt" by Joseph Abboud comes with a booklet that states the shirt "can be worn with jeans or without a tie, perfect for a relaxed day at the office."

Winners in the casual trend range from Ralph Lauren to the Gap to Lands' End and L. L. Bean. But few can beat Dockers' record. A division of Levi Strauss, in 1986 it introduced a line of cotton khakis notable for their loose seat and tapered leg. Perfect for knocking back a six-pack without bursting the seams.

Traditional men's trousers had fitted seats and stright legs. "I remember splitting a pair of pants like that," recalls Bradford Williams, a 32-year-old marketing specialist for Dockers, which has added a Golfline including even looser pants. Dockers sales reached almost $ 1 billion this year, up from $ 37 million in

1987. If broken out of Levi Strauss, the world's largest apparel manufacturer, Dockers would now be the sixth largest.

The Limited, Inc., suffering sluggish sales in its traditional women's wear stores, is cashing in on the new look in menswear. Sales are up at Abercrombie & Fitch, an old name the Limited bought and converted to apparel with an outdoor look.

For the slouchy Luigi look, the Limited has the ironically named Structure stores, started in 1990. There are now 461 of them, packed with thermal-knit pullovers, blanket-patterned jackets and drapey pants. Harry Ikenson, a retail analyst at Mabon Securities, estimates that A&F and Structure will account for 10% of the Limited's total $ 7.5 billion sales in 1994 and 12% of operating income.

Eddie Bauer has won big by taking its sporting image heavily into apparel. This year the Spiegel division dropped the tag line "outdoor outfitters." "Now we think of ourselves as casual wear outfitters," says Lisa Bayne, a vice president at Eddie Bauer. Sales at Bauer have risen from $ 250 million in 1988 to over $ 1 billion last year. There are now over 350 Bauer stores, which plans to open another 65 in the next year.

Wall Street has lavished love on Tommy Hilfiger and **Nautica** -- two of the fastest-growing publicly held apparel companies. One reason for their success is they both provide a clear image: Hilfiger's is an American take on the Luigi look; **Nautica** is marine outdoorsy.

But how do you persuade people to spend big money for baggy-looking clothes? Texture is key. Good fit no longer counts, but the feel of the material does count. In material there's been an explosion of different weaves, from crepes and boucles to chenille and fleece. Some want silkier, drapier, others rougher or distressed.

Take Burlington Industries, the largest maker of worsted wool, whose clients include Donna Karan, Calvin Klein and Ralph Lauren. Ten years ago Burlington made a handful of different weaves for the men's market. Now it makes thousands of weaves. For example, polyester is blended in varying proportions to make the wool spongier or softer.

Wool's market share of the apparel industry has remained steady at about 6%. Not so for cotton -- the king of casual. Cotton's market share in the apparel business has climbed from 38% in 1983 to an estimated 65% last year. The U.S. will harvest a record cotton crop this year, yet prices have remained steady, at an average price of 68 cents a pound.

Galey & Lord, which was spun off from Burlington in 1988 and went public in 1992, has taken full advantage of cotton's rebirth. Whereas cotton accounted for only 15% of all fabrics Galey & Lord made a decade ago, it now accounts for over 50%. Galey & Lord, one of the largest producers of wrinkle-free cotton, supplies Dockers, Haggar and Farah.

Footwear has also switched to casual. Sales of men's dress shoes and athletic shoes have slowed this year. Rugged hiking shoes, boots and sandals are rising fast. The big beneficiaries are Rockport, which is owned by Reebok, ahnd Dr. Martens, owned by AirWear Ltd., a private British company. Timberland, another beneficiary of the trend toward coming to work in rugged boots, showed a sales increase of over 50% for the first half of this year. These are shoes that workmen traditionally wore. Now they're a fashion statement. A top-of-the-line men's Timberland costs $ 140.

Casual clothes, generally speaking, require less labor than tailored clothes, require fewer sizes in inventory and can be differentiated with any amount of extra value in the form of luxurious fabrics. In short, this can be a highly profitable business, avoiding commodity status.

Will a more conservative America -- as suggested by the recent elections -- turn back to the tailored suit, dress shirt and rep tie? Don't count on it. The baby boomers now running the country are the first generation to think of themselves as permanently young. They are also, lamentably and possibly irretrievably, out of shape. Both trends point to continued popularity of the loose look.

"Maybe by the year 2000 we'll all be wearing caftans and togas that totally cover our bodies. Wouldn't that be great?" jokes Lafavore. If that happens, you can be sure Lauren and Armani will offer caftans in cashmere with small distinguishing features so you can tell the high-priced one from the knockoff.

GRAPHIC: Picture 1, Ad for Friday wear by Farah, Unbutton collar, loosen belt. Whew!; Picture 2, Sartorially splendid author Tom Wolfe, An endangered species? A. Frajndich/Sygma; Picture 3, Michelangelo's "David", He'd look great in a suit. Alinari/Art Resource; Picture 4, Botero's "Man with Cane", He doesn't. Sotheby's; Picture 5, The business crowd in the 1940s, When suits were the uniform, tailoring made the man. Archive; Picture 6, The business crowd today in downtown Chicago, Loose is fashion to a 20-year-old, comfort to a 40-year-old. Ralf-Finn Hestoft/SABA

LOAD-DATE: December 05, 1994

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What's the Latest On the Tie Rack? Chicago Sun-Times December 7, 1994, WEDNESDAY, Late Sports Final Edition

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Chicago Sun-Times

December 7, 1994, WEDNESDAY, Late Sports Final Edition

SECTION: SECTION2; FEATURES; Pg. 39

LENGTH: 678 words

HEADLINE: What's the Latest On the Tie Rack?

BYLINE: By Lois Fenton

BODY:
Q. With all those writing to you to complain about wearing neckties, let me take a stand in favor of wearing ties. I love ties: they add the creativity to men's dressing that women have in everything other than their suits. The wilder (while still appropriate for business), the better. I like finding new good designers; it's like finding a new author. Do you have any great "new reads?"

S.F., Buffalo, N.Y.

A. I agree that ties are the most exciting addition to a man's wardrobe. As to great "new reads," it depends on which ones you already know.

Many of the best designers, like good authors, have a style of their own. Some are more witty; others more traditional. That's why certain ones last; they develop a "readership" that stays with them. For several years now, the hot name in ties has been Nicole Miller. She has brought wit and excitement to the tie industry with designs that are quirky, whimsical, off-beat and fun. Of course, some super conservatives might describe them as loud and unbusinesslike.

Other names to look for: Gene Meyer, XMI, Burma Bibas, Beatles, Nick & Nora, Mondo di Marco, **Nautica,** Tango, Modules and Jerry Garcia. Oldies but goodies are: Burberrys, Sulka, Robert Talbott, Wembley, Ferrell Reed and Polo. As in the past, Hermes is

still the status name in ties.

Until recently, staid, gentlemanly clothes, including ties, were the rule from placement office to the boardroom. Today, the only time it is still necessary to "play it safe" with quiet ties is for an entry-level or a near entry-level job interview.

In the old days, ties that were appropriate for business had to be easily categorized: polka dot, stripe, solid, club, neat foulard, geometric or a paisley. Other ties were considered outlandish or just plain in poor taste.

Now the magic tie words are "whimsical" and "traditional with a twist." These include many ties that cannot be categorized under one of the old names: Overscaled medallions, florals, not-so-evenly-spaced small neat patterns, cartoon characters, and other colorful "ties with an attitude."

Q. At 30, I felt old enough to move from penny loafers and laced dress shoes to saddle shoes. And at 35, I feel ready for tassels. But I still can't imagine myself wearing real wing tips. Are there appropriate ages for different footwear? Or am I in need of psychological foot therapy?

D.S., Niagara Falls, N.Y.

A. You sound perfectly normal to me. Most men are reluctant to jump into perforated wing tips. Donning such grown-up shoes requires a different mindset -- a leap in thinking that says you are no longer a boy and it is time to be a man. Not a whole lot of men make

this leap easily.

Yes, different footwear is appropriate for different ages. Just as little girls don't wear high heels, little boys don't wear wing tips. A young boy's first dress-up shoe is usually a pair of penny loafers (but on an older man, they are not dressy; they're more appropriate worn with casual khakis, jeans, or other weekend wear). A lot of men substitute deck shoes, suede chukka boots or the almost inappropriate athletic shoes. A simple loafer

(a non-penny variety) is a dressier casual choice.

When you started wearing saddle shoes five years ago, you were ahead of your time. Today, this old-fashioned shoe from the 1940s has done a turnaround and is very much in style. It comes in muted earth colors as well as the traditional brown-and-white Ivy League college-boy style.

Shoes are a wise place to play the conservative game. Tassels are appropriate for the fellow who likes a note of casual stylishness. If you want a dressier shoe, but

just hate wing tips, the perfect answer is a plain lace-up shoe or a cap-toed style -- with or without perforations.

Whatever decision you make about your shoe style, wear what makes you feel at ease and do not compromise on cost.

Every second Wednesday, image consultant Lois Fenton answers men's questions on perfecting their image. Send questions to Male Call, Fashion Department, Chicago Sun-Times, 401 N. Wabash, Chicago 60611.

GRAPHIC: LEFT: Whimsically-themed ties, such as this beer and chili pepper pattern from the Tabasco Collection by Wemco, let men make a personal statement. RIGHT: If wing tips (middle left) aren't your style, try tasseled loafers (bottom left and top right) or cap-toed oxfords (top left and bottom right), such as these by Allen Edmonds.

LOAD-DATE: December 12, 1994

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Counterfeit products hurt legal manufacturers The Post and Courier (Charleston, SC) December 9, 1994, Friday,

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The Post and Courier (Charleston, SC)

December 9, 1994, Friday, POST AND COURIER EDITION

SECTION: E, Pg. 3

LENGTH: 617 words

HEADLINE: Counterfeit products hurt legal manufacturers

BYLINE: STEPHANIE HARVIN; Of The Post and Courier

BODY:
Case study: You go to a flea market and see a purple dinosaur.

It looks like the Barney you have seen in department stores, except it doesn't have a Lions Group tag on it. In fact, it doesn't even look very much like Barney, except that your 3-year-old is convinced. And the price is great. So you buy it and shrug your shoulders, not asking where it came from.

While it seems like you're getting a great deal and not hurting anyone, this is the shopping equivalent of stealing. You have just helped a criminal turn a profit with one of the hottest counterfeit items this year, says Michael Graham, spokesman for Secretary of State Jim Miles.

South Carolina is one of the most recent states to make it illegal to sell counterfeit merchandise - items that look like the real thing but are manufactured as imitations. Look-alike Rolexes, Gucci luggage and Spoleto USA T-shirts are popular with flea market and street vendors, and are sometimes indistinguishable from the real thing.

Since October, manufacturers have been protected under state law when they register their trademarks with the secretary of state's office.

The law states that any individual dealing in counterfeit goods is guilty of a misdemeanor and punishable by up to one-year imprisonment or a $ 5,000 fine, or both, per offense. A company doing the same is subject to a maximum fine of $ 20,000.

So what's wrong with selling imitations? It could cost your neighbors jobs, says a statement from Miles.

The law was passed to prove to manufacturers that South Carolina takes intellectual property, product development and marketing seriously. And the state will take legal steps to protect that property.

When a product is counterfeited, it means the manufacturer doesn't make a profit, taking money away from South Carolina employees. Such legal protection may mean the difference to companies trying to decide whether to locate in Georgia or South Carolina: One state doesn't protect manufacturers, the other does.

Such high-profile names as Walt Disney, the U.S. Olympic Committee and Guess Jeans were some of the companies that wrote to Miles in support of the law.

With the state law only 6 weeks old, few investigations have been concluded. But one, a joint undercover operation that included Charleston County Sheriff's Department, U.S. Customs and South Carolina Law Enforcement Division, resulted in the arrest of two men in North Charleston, says Hugh Munn, spokesman for SLED. The arrests were made Nov. 29 when the two men were accused of selling 149 counterfeit Rolex, Guess and Gucci watches for about $ 3,500.HOW TO SPOT A FAKE

WATCHES: Real vs. fake Rolex: If the second hand makes a tick, tick, tick motion, it's fake. The real thing has a sweep second hand. The genuine is also heavier because it's made of high-grade steel, has an 18-carat gold band and a synthetic sapphire crystal. The fake is made of hollow metal, is gold-plated. Other knockoff favorites: Tag Huer, Gucci, Cartier, Movado, Seiko. Popular with younger people: Guess, **Nautica,** Timberland.

HANDBAGS: Real vs. fake: A real Chanel handbag is made of soft lambskin. The fakes are made of everything from cheap leather to vinyl. The Chanel label with its registered trademark is sewn onto the bag if it's genuine. The fakes are glued on and can be easily peeled off. Other: Gucci, Dooney & Burke, Louis Vuitton, Fendi.

SCARVES: Real vs. fake: The real thing is 100 percent silk, smooth and light to the touch. The fakes are polyester. On genuine designer scarves, the edges are hand-rolled and hand-stitched to prevent fraying; fakes are machine-stitched. Favorites: Gucci, Chanel, Paloma Picasso, Yves St. Laurent.

GRAPHIC: PHOTO; One B&W HOW TO SPOT A FAKE box

LOAD-DATE: January 19, 1995

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Wall Street finds winners in rough climate; thriving clothing manufacturer stocks; Forecast '95 WWD December 12, 1994

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December 12, 1994

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HEADLINE: Wall Street finds winners in rough climate; thriving clothing manufacturer stocks; Forecast '95

BODY:
Curan, Catherine

Apparel Manufacturers' Results for the Third Quarter and Nine Months

THIRD QUARTER

	Period	SALES		
	Ending	1994	1993	%Change
Company				
Levi Strauss 1	30-Sep-94	1,588,000	1,565,000	1.47%
VF Corp. 2	1-Oct-94	1,373,037	1,152,842	19.10%
Fruit of the Loom 3	30-Sep-94	640,400	484,200	32.26%
Liz Claiborne	1-Oct-94	616,788	621,894	-0.82%
Phillips-Van Heusen	30-Oct-94	379,406	357,389	6.16%
Kellwood	31-Oct-94	376,024	342,058	9.93%
Russell	2-Oct-94	317,131	266,622	18.94%
Timberland	30-Sep-94	222,148	140,261	58.38%
Warnaco 4	8-Oct-94	217,872	183,957	18.44%
Tultex	1-Oct-94	208,931	187,109	11.66%
Hartmarx 5	31-Aug-94	196,105	188,993	3.76%

Jones Apparel Group	2-Oct-94	193,718	165,707	16.90%
Starter 6	30-Sep-94	169,733	149,684	13.39%
Oxford Industries	2-Sep-94	165,304	148,711	11.16%
Cygne	29-Oct-94	159,878	61,278	160.91%
Haggar	30-Sep-94	142,544	123,761	15.18%
Salant 7	1-Oct-94	126,919	113,252	12.07%
OshKosh B'Gosh	30-Sep-94	118,397	103,114	14.82%
Tommy Hilfiger	30-Sep-94	80,400	56,100	43.32%
Bernard Chaus 8	30-Sep-94	65,391	69,600	-6.05%
Nautica	31-Aug-94	63,286	51,865	22.02%
Garan	30-Sep-94	55,362	61,543	-10.04%
Oneita 9	30-Sep-94	53,890	41,403	30.16%
Donnkenny 10	3-Sep-94	52,396	41,007	27.77%
Hampton 11	24-Sep-94	50,776	58,482	-13.18%
Authentic Fitness	1-Oct-94	37,598	28,610	31.42%
Norton McNaughton	5-Aug-94	34,337	30,580	12.29%
Movie Star 12	30-Sep-94	32,440	29,922	8.42%
Quiksilver	31-Jul-94	29,169	22,355	30.48%
Signal Apparel	30-Sep-94	21,886	29,348	-25.43%
The He-Ro Group 13	31-Aug-94	14,527	34,849	-58,31%
Totals		7,767,380	6,847,299	13.44%

FOOTNOTES

TABULAR DATA OMITTED

N/A - Not Applicable 1- Latest nine months includes a $ 236.5 million accounting charge. 2-Year-ago quarter includes net charges of $ 7.1 million. 3 -Year-ago quarter and nine months includes an $ 8.6 million charge for early debt repayment.Year-ago nine months includes a $ 3.4 million accounting gain. 4 - Latest nine months includes a $ 3 million charge; year-ago nine months includes a $ 10.5 million charge 5 - Latest nine months includes $ 3.9 million charge for early repayment of debt 6 - Latest quarter includes a $ 6 million inventory writedown charge. Year-ago nine months includes a $ 3.3 million expense on retirement of debt 7-Year-ago quarter includes $ 24.7 million special gain related to emergence from bankruptcy in September 1993.8 - Latest quarter includes $ 9 million in special charges; nine months includes additional $ 7.2 million mainly in restructuring costs 9 -Latest quarter includes $ 10.7 million in pre-tax special charges. year-ago nine months includes pre-tax restructuring charge of $ 7.5 million 10 - Latest nine

months includes a $ 1.1 million special gain. 11 - Latest quarter includes an $ 844,000 pre-tax gain; latest nine months includes a $ 2.3 million charge; year-ago quarter includes a $ 627,000 charge. 12 - Loss in latest nine months includes a $ 3.8 million inventory markdown charge; year-ago quarter includes $ 861,000 acounting gain. 13 - Year ago quarter included a $ 16 million restructuring charge and a $ 2.4 million tax provision. Latest nine months includes a $ 2.8 million restructuring charge.

Forecast '95

NEW YORK -- Despite a tough climate for women's apparel, Wall Street analysts expect strong fourth quarter earnings from several major publicly held manufacturers, and improved results at many others.

Comparisons will be relatively easy because last year's fourth quarter was generally poor. In addition, the economy is strong, and demand is improving for activewear.

Analysts forecast continued strength at such varied firms as Jones Apparel Group, St. John Knits, Warnaco Group and VF Corp., and fourth-quarter improvement at Liz Claiborne.

Sharon Pearson, analyst at Morgan Stanley, projects Jones will earn 40 cents per share in the fourth quarter, against 28 cents a year ago; $ 2.10 for 1994, against $ 1.85 in 1993, and $ 2.35 for 1995. Edward Johnson, Johnson Redbook, projects earnings per share of $ 2.10 for 1994 and $ 2.40 for 1995. Analysts cite Jones's continued market share gains and dramatic growth in casual sports-wear.

For St. John Knits, Faye Landes, Smith Barney Shearson, prjects earnings per share of 60 cents for the fourth quarter, against 47 cents, and $ 1.80 for the year, against $ 1.35. Landes noted sales are strong, particularly at St. John's company-owned stores, which will help margins.

Landes expects Warnaco Group to earn $ 1.25 a share for fiscal 1994, against $ 1.05 a year ago, and $ 1.40 for fiscal 1995.

Warnaco's margins are strong, its merchandise offerings are on target and the company is paying down debt, noted Laurence C. Leeds Jr., managing director at Buckingham Research.

Analysts in general single out VF Corp. as a solid company, with improved margins expected in nearly all divisions. Josie Esquivel, apparel analyst at Lehman Bros., projects earnings per share of $ 1.17 for the fourth quarter, against 92 cents. For the year, she projects $ 4.15 a share, against $ 3.78, and, for 1995, $ 4.80.

Esquivel said Liz Claiborne is improving, but noted the comparisons are easy and the company "still has a ways to go." Analysts' estimates range from 35 to 37 cents for the fourth quarter, against a depressed 19 cents; $ 1.45 to $ 1.47 for 1994, against $ 1.54 in 1993, and $ 1.70 to $ 1.75 for 1995.

Among fleece producers, a pickup in activewear should translate into better results at Fruit of the Loom, Russell Corp. and Tultex.

Redbook's Johnson projects Fruit will decline in 1994 to $ 1.75 a share from $ 2.25, but climb to $ 2.45 in 1995.

Estimates for Russell Corp. range from 70 to 75 cents for the fourth quarter, against 59 cents a year ago. For the year, Johnson estimates $ 2 a share against $ 1.73 in 1993, and for 1995, $ 2.30.

As for Kellwood, analysts like the company's long-term outlook. Todd Slater, UBS Securities, expects Kellwood to be among the top performers in 1995. He forcasts earnings per share of $ 1.85 for the fiscal year ending April 1995, against $ 1.68 a year earlier. For fiscal 1996, he looks for $ 2.45, noting the company will get a boost from acquisitions of David Dart, with sales of about $ 30 million and Halmode, with sales of about $ 150 million.

Biggest Percentage Changes For Week Ending Dec. 9

Gainers	Close	Change
Texfi	2.63	5.00
Family Dollar	11.88	4.40
Delta Woodside	9.75	4.00
Salant Corp.	4.75	2.70
Dixie Yarns	7.13	1.79

Losers	Close	Change
Merry-Go-Round	0.81	-34.96
Galey & Lord	13.75	-16.67
Caldor	24.50	-14.41
Forstmann	5.25	-12.50
Bon-Ton Stores	9.75	-12.36

GRAPHIC: Table

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Do you have the time?Sporty, spare or stylish Let personality be your guide to gift giving Rocky Mountain News (Denver, CO) December 22, 1994, Thursday

Copyright 1994 Denver Publishing Company
Rocky Mountain News (Denver, CO)

December 22, 1994, Thursday

SECTION: SPOTLIGHT ON STYLE; Ed. F; Pg. 6D

LENGTH: 648 words

HEADLINE: Do you have the time?
Sporty, spare or stylish Let personality be your guide to gift giving

BYLINE: Suzanne S. Brown; Fashion Editor

BODY:
A watch's most important function may be to tell time, but it also tells a lot about the wearer.

Is the person sporty or elegant? Spare or showy? Humorous or serious? Often, those qualities are mirrored in the timepiece an individual straps on his or her wrist.

If you are buying a watch as a gift this season, let the recipient's personality and interests be your guide in shopping. There are watches for nostalgia-crazed baby boomers and weekend athletes, fashion plates and traditionalists.

And don't worry that you don't have enough money to spend. You might covet a style priced in the thousands, but you can find a decent, reliable watch for as little as $ 25.

Roxanne Jacobson says she has friends who own handmade Patek Philippe watches as well as mass-produced Swatches. "It's kind of a reverse status thing - they're cool because they are so inexpensive," says Jacobson, marketing director for Hyde Park jewelery stores.

Hyde Park sells watches priced from $ 40 to more than $ 100,000, and Jacobson has observed men and women as they shop for them.

"Men like the gizmos and gadgets," Jacobson says. "They want sweep second hands, dials that show the day, date and month, and rotating diving bezels, even if their feet touch nothing wetter than the shower floor."

Women look for "a functional piece that tells time," Jacobson says. They also want a style that looks good and complements their wardrobe.

"They like a combination of stainless steel and gold because of the versatility - they can wear it with gold or silver jewelry," she says. "And they're beginning to prefer bracelet styling to straps so that the watch becomes a piece of jewelry."

And just as a woman changes her jewelry from day to night, so will she change her wristwatch, says Art Spiro, vice president of marketing for Liz Claiborne watches, a new line in department stores.

"We have bracelets that can be worn to a dinner party, and everyday fashion watches that might be a little retro or vintage," Spiro says. "We also have watches that are a bit sportier to wear on the weekend. We wanted to span the activities in a woman's life."

Another company that seems to hit on the varying interests of consumers is Fossil, which aims its character, adventure and vintage-type watches at customers in the 18- to 34-year-old age range.

Don't let the fact that the person already has a watch stop you from purchasing another one. Judging from a study commissioned by the Swiss watchmaker Patek Phillipe, we're a society that not only values time, but the devices for keeping track of it.

For starters, 75% of those surveyed said they wear a watch every day. While 29.6% of the people surveyed reported that they have one watch, 33% said they own two watches; 17.6% own three and 19% own five or more. (The phone survey was of 500 adult watch owners, and had a margin of error of 3 1/2% to 4%.)

Men slightly outnumber women when it comes to being collectors, with 5.6% of the men and 4.8% of the women saying they own five or more watches. (The survey didn't ask how many of the watches were working, which might have been revealing.)

When buying a good watch as a gift, people want it to be reliable (84%), good-looking (63%) and well-made (60%), the survey found.

Regarding the way the watch looks, people value classic (33%), stylish (27%) and sporty (23%) watches. And backing up what Jacobson of Hyde Park had to say, men prefer complicated wristwaches (49% to 20%), while women favor simple dials (76% to 44%).

Quartz movements are the choice of 80%, with only 14% saying they like to hand-wind a mechanical watch.

"Quartz movements are more accurate, but some people like the mechanical movement," Jacobson says. "It's like cars. Do you want a Honda or a Ferrari? They'll both get you to the grocery store, but in different style."

GRAPHIC: Color Photo (3)
Nautica employs classic styling in its tank watch with a leather strap, $ 80.

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VENTURE;PANEL TO SAIL INTO HISTORY;BOATING: House Merchant Marine and Fisheries Committee will be replaced by a subcommittee. Orange County Register (California) December 26, 1994 Monday

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December 26, 1994 Monday MORNING EDITION

SECTION: SPORTS; Pg. C02

LENGTH: 905 words

HEADLINE: VENTURE;
PANEL TO SAIL INTO HISTORY;
BOATING: House Merchant Marine and Fisheries Committee will be replaced by a subcommittee.

BYLINE: JOSEPH D'HIPPOLITO, The Orange County Register

BODY:
A congressional committee that specialized in maritime issues for more than a century will be disbanded by the new Republican leadership when Congress convenes next month.

The House Merchant Marine and Fisheries Committee, which has existed since 1887, will be replaced by the new Coast Guard and Maritime Transportation Subcommittee.

That subcommittee, part of the House Transportation and Infrastructure Committee, will be responsible for recreational boating safety and the United States Coast Guard.

The subcommittee's chairman is expected to be Rep. Howard Coble, R-N.C., who served in the Coast Guard as an active and reserve member.

Most of the old committee's work _ handled by subcommittees concentrating on the Coast Guard, the Merchant Marine, navigation, environmental issues, oceanography and fisheries management _ will be given to other congressional committees.

Sailors from the Balboa Yacht Club will lead in six of eight inside classes when the Sunkist Series resumes Jan. 7-8 in Newport Harbor.

Next month's competition is the third installment of the four-month regatta, which ends in February. Sailors compete in Newport's inner and outer harbors.

Outright division leaders from the Balboa Yacht Club, the host club, are Matt Foreman (Thistle), Mike Smith (Metcalf), Paul Williams (Lido 14B), Dick Willson (Twitchell 12), and Garrett

Macklin (Junior Sabot). Steve Schupak shares first in the Laser class with Rob Vandervort.

Completing the list of leaders in the inside classes are the Bahia Corinthian Yacht Club's Mark Gaudio in the Lido 14A division and Peter Gales from Long Beach's Alamitos Bay Yacht Club in the Senior Sabot class.

The following county sailors own first place in all the outside classes: Newport Harbor Yacht Club's Charles Brewer (PHRF "A"), Bahia Corinthian's Dick Hayden (PHRF "B") and Chuck Holland (PHRF "C"), John Szalay from Voyagers Yacht Club (PHRF "D"), and the Balboa Yacht Club's Andy Binkerd (Etchells).

Voyager's Doug Whittaker is tied with Balboa's Michael Rains in the Santana 20 division.

In the second installment of outer-harbor competition Dec. 4, skippers from Bahia Corinthian won three races. Jim Kerrigan took first in PHRF "B", Holland won in PHRF "C" and Rob Elliott finished first in PHRF "D". Brewer won his PHRF "A" race, as did Whittaker in the Santana 20 class and the Balboa Yacht Club's Mike Paseck in the Etchells division.

Competition in the inside classes involved two races on Dec. 3. Willson, Vandervort and Gaudio each won the two races in their respective divisions.

The San Diego Boat and Sportfishing Show will take place Jan. 5-8 at the San Diego Convention Center. The event includes workshops on sailing, fishing and general boating, a match-racing exhibition, a waterskiing clinic, and displays of antique and big boats.

Another attraction will be a man walking on water with the aid of a new product, Skijacks, kayak-shaped devices that fit over feet.

Hours are noon to 9 p.m. Jan. 5-6, 10 a.m. to 9 p.m. Jan. 7 and 11 a.m. to 6 p.m. Jan. 8. Admission is $ 6 for adults, $ 3 for children.

For more information call (619) 294-7911.

The International Yacht Racing Union will no longer exist in 1996.

The body's general assembly voted in November to change the organization's name to the International Sailing Federation. The change will take effect on Jan. 1, 1996.

Ever wonder what it would be like to sail on a yacht in the America's Cup? A clothing manufacturer is offering that chance.

Nautica is sponsoring the 17th Crew Member Contest, which runs through Saturday. Contestants can enter at **Nautica** departments in Bullock's and Robinson's/May stores, or the **Nautica** store in

Fashion Island.

The winner will sail as an observer _ called the 17th crew member in America's Cup parlance _ on PACT '95, one of the yachts competing in the Defender Series.

In addition, the winner will receive lodging for three days and two nights, round-trip airfare for two to San Diego, a $ 300 wardrobe and $ 100 in cash.

UPCOMING:
Jan. 5-8 _ San Diego Boat and Sportfishing Show, San Diego Convention Center. Call (619) 294-7911.

Jan. 7-8 _ Sunkist Series Regatta, Newport Beach. Call the Balboa Yacht Club at 673-3515.

Jan. 7-15 _ Finn Gold Cup, Melbourne, Australia.

Jan. 13-15 _ Mistral trials for the Pan American Games, Ft.

Pierce, Fla.

Jan. 12-20 _ First round of Citizen Cup Defender Series for America's Cup, San Diego. Call the San Diego Yacht Club at (619) 221-8400.

Jan. 14-20 _ First round of Louis Vuitton Challenger Series for America's Cup, San Diego. Call the San Diego Yacht Club at (619) 221-8400.

The boating notebook appears Monday.

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Van Baalen to expand on current propertyPlan dropped to swap land with Fisher Bangor Daily News (Maine) December 31, 1994 Saturday

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Bangor Daily News (Maine)

December 31, 1994 Saturday

LENGTH: 461 words

HEADLINE: Van Baalen to expand on current property
Plan dropped to swap land with Fisher

BYLINE: Emmet Meara Of the NEWS Staff

BODY:
ROCKLAND -- The Van Baalen Co. will expand on its current industrial park site now that a complicated land swap with Fisher Engineering has been dropped.

Van Baalen President Larry Ingram said Friday the swap idea had been dropped after the two city firms could not agree on land appraisals.

The clothing firm has been in the city since 1939 and has enjoyed the explosive growth of its **Nautica** Clothing line and other labels, creating a need for more space.

Fisher, which manufactures snowplows, has a plant on the city waterfront, but also has land at the city industrial park earmarked for future use. Van Baalen offered to swap its current 145,000-square-foot building for Fisher's waterfront and industrial park holdings. In a friendly decision, the firms agreed they could not come to terms on the relative values of the properties.

There has been speculation that Fisher's waterfront property would be a prime development site if the snowplow manufacturer decided to move tothe industrial park.

The best solution for Van Baalen would have been a new, carefully designed structure of 400,000 square feet with the latest in computers and automation. But the expansion plan at the current site will solve immediate space needs. The expansion site will include a complete gutting of the current structure, with a 90,000-square-foot, multilevel expansion. The expansion plans are on the drawing board now.

"We will start construction just as soon as humanly possible," said Ingram. The completion date has been set for December 1995.

Once completed, the project will create enough working space

for the immediate future. But the firm has experienced such unprecedented growth that it could be seeking more space.

The expansion plans require the purchase of 3-4 acres from neighbors Central Maine Power and Interstate Septic Service to be used for a new exit onto Gordon Drive. The expansion will create additional high tech positions at the clothing firm, which now employs more than 160 people.

The city is thrilled with the new expansion, since the clothing firm announced in February that it was investigating a move to warmer climates. Since most of its product comes into the country on the West Coast, a production center in the northeast makes little sense, officials said. The firm said Maine's taxation schemes also worked against the firm.

Faced with the loss of 160-plus jobs, the city and state got together to develop favorable tax breaks to induce the firm to remain. The city agreed to sponsor a $ 500,000 grant request for Community Development funds to aid the firm in land acquisitions.

City Manager Cathy Sleeper said the answer on the grant request could be received by Jan. 6.

GRAPHIC: Larry Ingram, president of Rockland's Van Baalen Co., said his plant will undergo a $ 5 million restoration-expansion project on the company's current site at the city industrial park. A plan to swap land with Fisher Engineering has been dropped, Ingram said.(NEWS Photo by Emmet Meara)

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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 9)

Third Party Articles
1995

NAUTICA APPAREL, INC.

Jan – June 1995 Third Party Articles

Date	Publication	Page	Headline
1995 (no day)	Managing Intellectual Property	Trademark yearbook, p. 15-17	Trademarks in the Andean Pact countries
1/5/1995	The New York Times	Sect. D, p. 10, col. 3	Nautica Enterprises Inc. reports earnings
1/11/1995	Newsday	News; pg. A29	Datelines
1/16/1995	Footwear News	Vol. 51, No. 3, p. S6	A timely way to say "I Love You"
2/2/1995	Detroit Monthly	Feature; p. 26	Point Toward Kercheval
2/3/1995	The Miami Herald	Sports; p. 1D	Attached with an invisible string
2/5/1995	St. Louis Dispatch	Style Plus, p. 1	A great yarn
2/5/1985	The New York Times	Sect. 1, p. 49, Col. 2	Safe or Brash: Men's shows walk the line
2/6/1995	Daily News Record	No. 24, Vol. 25, p. 38	Nautica's ship came in
2/8/1995	USA Today	Life, P. 2D	Classic Men's suit is no longer conservative
2/20/1995	Brandweek	Apparel Marketing, p. 24	Sweatsuit
3/1995	Women's Wear Daily Supplement	p. 14	Metal Urges
3/5/1995	The Washington Post	Magazine, p. W30	No man's land
3/6/1995	Chicago Tribune	Sports; p. 3	Honey Bees still buzzing around town
3/6/1995	Daily News Record	Vol. 25; no. 44, p. 14	Wall Street sees big year for big men's companies clothing firms
3/9/1995	Omaha World Herald	Fashion, p. 35SF	Boxer shorts choice for men this year
3/26/1995	Pittsburg Post Gazette	The Gazette, p. 16	TGIF; Friday wear works and plays
3/27/1995	Crain's New York Business	News p. 123	Collaring casual niche rates a 'buy' on street
4/5/1995	Business Wire	Business Editors	Eighteen Montgomery Clients make Fortune's List of America's
4/12/1995	The Dallas Morning News	Fashion Dallas, Profile; p. 5E	Hip Hopping to the top
4/14/1995	Women's World Daily (WWD)	Vol. 169, No. 72, p. S22	Skin care solid in Southwest
4/19/1995	Daily News Record	Vol. 25, no. 75, p. 3	Nautica net jumps 27.2 % during fourth quarter
4/24/1995	Orange County Register	Accent; p. E02	Shopping Notebook
4/25/1995	Daily News Record	Vol. 25, no. 79, p. 4	Knit, woven sport shirts off to strong start at retail
5/5/1995	Daily News Record	Vol. 25, no. 87, p. 1	Father's Day biz outlook

NAUTICA APPAREL, INC.

Jan – June 1995 Third Party Articles

Date	Publication	Page	Headline
5/5/1995	The Atlanta Journal and Constitution	Wheels, p. 2S	Lincoln-Mercury establishes link to America's Cup
5/7/1995	The Commercial Appeal	Image, p. 1F	Suit Yourself
5/9/1995	Daily News Record	Vol. 25; no. 89; p. 2	Men's wear helps boost earnings at May C.
5/10/1995	The Dallas Morning News	Fashion Dallas, p. 6E	Young Golfers update a colorful tradition
5/21/1995	The New York Times	Sect. 11, p. 1, col. 1	Roughing it and flaunting it with Eddie, Orivis et al.
5/25/1995	Daily News Record	Vol. 25, No. 101, p. 12	Yarn Mavens sees novelties picking up in Men's area
6/2/1995	Daily News Record	Vol. 25, No. 106, p. 2	Carson's bringing in collection in move to strengthen men's biz
6/4/1995	The Commercial Appeal	Image, p. 1F	Forrest Gump fashion
6/7/1995	Daily News Record	Vol. 25, no. 109, p. 3	Macy's West to give men's more punch this week
6/13/1995	Birmingham News	Lifestyle, p. 2C, Vol.	Fashion Success is natural for retailer
6/19/1995	Brandweek	Extensions, p. 5	Fridays pub apparel on expansion menu
6/22/1995	Orlando Sentinel	Living; pg. E1	Short course on menswear
6/22/1995	Features, pg. 1D	Features, pg. 1D	Fashion starts to bring traditional golf up to par
6/25/1995	Buffalo News	Buffalo Magazine, p.12M	The short and shorter of it.
6/26/1995	Seattle Post Intelligencer	Lifestyle, pg. C2	Antique leather needs to be in good shape if it is to be restored.
6/27/1995	The New York Times	Sect. D, p. 13; col. 2	Nautical Enterprises Inc. reports earnings.
6/29/1995	Providence Journal Bulletin	Sports, pg. 11D	Sailing roundup
6/30/1995	Business and Industry	Vol. 25, no. 126, p. 2	Nautica eyes 'record year' in '96 Sanders tells holders Thursday
6/30/1995	Daily News Record	Vol. 25, no. 126, p. 2	Nautica eyes 'record of year' in '96

NAUTICA APPAREL, INC.

Jul – ~~Dec~~ Sept 1995

Third Party Articles

Date	Publication	Page	Headline
7/1995	Children's Business	Vol. 10. No.7, pg.10	Boys Eyed by Key Retailer
7/2/1995	Chicago Tribune	Pg. 8	Sport utilities straight out of mail order
7/3/1995	The New York Times	Sect.1,p.23,Col.2	For the Young, it's looking like a jobless summer
7/3/2006	HFN	No.27,Vol.69,p.1917193078	Nautica eyeing home
7/3/1995	The Australian	Not specified	Improved multihulls sailing not more popular waters
7/7/1995	Daily News Record	Vol.25, No.129,pg.8	Nautica signs licensing deal for headwear with FastCaps
7/20/1995	The Post Standard	HJ, pg. 09	Dare to be different designer duds
7/24/1995	Footwear News	Vol. 51, No.30, pg.S10	What's in a name?
7/25/1995	Hartford Courant	Pg. E3	Esquire keeps look cool for next spring
7/28/1995	USA Today	Pg. 1D	Euro-style menswear may not play in USA
7/28/1995	Daily News Record	Vol.25,No.144,p.1	World class fashion week for New York
7/30/1995	Chicago Sun Times	Pg. 3	A summertime update on harbor country
8/1/1995	The Philadelphia Enquirer	Pg. G01	Menswear?
8/1/1995	The New York Times	Sect. B,p.6,col.1	Review/fashion
8/9/1995	The Dallas Morning News	Pg. 1E	Menswear
8/13/1995	Providence Journal Bulletin	Sports, pg. 10C	Bay Window NBYA
8/20/1995	Chicago Sun Times	Pg. 15	Back to school threads`
8/20/1995	The Atlanta Journal and Constitution	Pg. 10M	Dixie Style
8/21/1995	The Times Union	Pg. C3	Menswear takes tailored turn in new collections
8/21/1995	The Denver Post	Pg. E-01	Dillard's primps for debut
8/23/1995	The Post Standard	Pg. D1	Back to school cool classroom classics
8/25/1995	Daily News Record	No.164,Vol.25,p.11	Nautica licenses Kellwood for dress shirts
8/29/1995	The Kansas City Star	Pg. 1	Stores anticipate retro craze
9/1/1995	The Atlanta Journal and Constitution	Pg. 6 F	Olympic weekly
9/3/1995	Pittsburg Post Gazette	Pg. F 3	Soft Menswear takes on the premise
9/5/1995	Christian Science Monitor	Pg. 13	To dress up or down
9/10/1995	The Washington Post	Pg. H 01	The investing titans at your local library

NAUTICA APPAREL, INC.

Jul – Dec 1995 Third Party Articles

Date	Publication	Page	Headline
9/10/1995	The Philadelphia Inquirer	Pg. D 01	He's got plans for hect's what does CEO want?
9/10/1995	Charlotte Observer	Pg. 1 E	National Fashion League
9/12/1995	The New York Times	Sect.B,p.8,col.2	By design:Nestled in Nylon
9/14/1995	Daily News Record	Vol.25,no.177,p.2	Nautica Enterprises to double size of some in-store shop formats
9/15/1995	The Atlanta Journal and Constitution	Pg. 4S	He drove, she drove
9/17/1995	The New York Times	Sect.6,p.72,col.1	Jump suits
9/21/1995	Plain Dealer	Pg. 9 E	Tracking trends in menswear
9/21/1995	DNR	Vol. 25,no.182,pg. 8	Nordstrom launches first men's catalog
9/24/1995	The New York Times	Sect.6,part 2, p.20,col.1	Split personality
9/29/1995	Daily News Record	Vol.25,no.187,pg.1	Nautica profits sail ahead 36% in 2d quarter
9/30/1995	Rocky Mountain News	Pg. 4 D	

NAUTICA APPAREL, INC.

Oct – Dec 1995

Third Party Articles

Date	Publication	Page	Headline
10/1/1995	Chicago Tribune	Pg. 4	5 defining details
10/1/1995	The Commercial Appeal	Pg. 1F	What's cool at school
10/2/1995	Footwear News	Vol.51,no.40,pg.2	US Customs busts 43 for counterfeiting
10/2/1995	The Australian	Not specified	Old man of sea Mickleborough rates highly in best of company
10/6/1995	The Tampa Tribune	Pg. 3	New men's suits match all attitudes
10/8/1995	The New York Times	Sect.6;p.95;col.1	A Little Style
10/8/1995	The Boston Globe	Pg. 11	Dressing Down
10/13/1995	St. Louis Dispatch	Pg. 10C	Bigger mall nearly ready
10/16/1995	St. Petersburg Times	Pg. 1B	Tampa Bay and state
10/17/1995	Daily News Record	Vol.25,no.197,pg.6	Spring '96 trend report
10/19/1995	The Virginian Pilot	Pg. E 1	Fall fashions for men
10/22/1995	Sun Sentinel	Pg. 3 E	Surf's up
10/26/1995	The Toronto Star	Pg. C 3	Cashing in on the casual craze
10/29/1995	Charleston Gazette	Pg. 02 E	Vests are key to fall style
11/1995	Harper's Magazine	Vol.291,No.1746,pg.6	Eyebrow pencils
11/2/1995	St. Petersburg Times	Tampa Today; pg. 1B	Dillard's hangs its hat
11/5/1995	South China Morning Post	Pg. 9	Nautica opts for hi-tech
11/8/1995	Hartford Courant	Pg. E 1	Setting the tones
11/8/1995	Daily News Record	Vol.25;no.213;pg.16	Nautica expands in-store shops
11/10/1995	Orange County Register	Pg. E 03	Shopping Notebook
11/13/1995	News & Record	Pg. B 4	Lord & Taylor opens first store in state
11/13/1995	Seattle Post Intelligencer	Pg. C 2	Black and white make a strong pair
11/16/1995	The Toronto Star	Pg. H 7	Menswear departments gear up for a dressing down
11/19/1995	The Toronto Sun	Pg. C 9	Bay Watch
11/19/1995	Pittsburg Post Gazette	Pg. C1	The ups & downs of retailing
11/20/1995	Buffalo News	Pg. 7 B	Dressed for the weather
11/21/1995	Chicago Tribune	Pg. 1	Hunters wives open own season
11/26/1995	Pittsburg Post Gazette	Pg. G 2	The scent of a man
11/26/1995	The New York Times	Sect.6,pg.62,col.1	Landmark status
11/30/1995	The Post Standard	Sect.1,Pg.61,col.2	Evening Hours
12/3/1995	Los Angeles Times	Part E, pg. 2	RSVP/ The social city
12/4/1995	Daily News Record	Vol.25,No.229,pg.22	Limited's structure gets image overhaul
12/5/1995	The Times Union	Pg. C 1	Fad glasses are on the eyes of their beholders
12/6/1995	Daily News Record	Vol.25,no.231,pg. 12	Jacobson's doubles men's space in Sarasota store

NAUTICA APPAREL, INC.

Oct – Dec 1995

Third Party Articles

Date	Publication	Page	Headline
12/12/1995	Austin American Statesman	Pg. E 10	George 2nd is as much fun as debut issue of magazine
12/14/1995	The Toronto Star	Pg. J 6	Gift Guide
12/17/1995	The Virginian Pilot	Pg. D 1	Cultural Crafts discount mall
12/20/1995	Daily News Record	No.241, Vol.25, pg. 2	Report Lanier getting Nautica clothing line
12/22/1995	The Washington Times	Part E, Pg. E 39	Bob Storck
12/24/1995	Pittsburg Post Gazette	Pg. H 3	A domestic Denmark
12/26/1995	The Boston Globe	Pg. 55	Sneak peak
12/27/1995	Chicago Tribune	Pg. 1	For sharp shoppers
12/28/1995	The Baltimore Sun	Pg. 1 E	Shopping the trends

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1995) and leq (6/30/1995)) (Edit Search | Suggest Terms for My Search)

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Trade marks in the Andean Pact countries Managing Intellectual Property 1995

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Managing Intellectual Property

1995

SECTION: Trade Mark Yearbook Pg. 15-17; ISSN: 0960-5002; CODEN: MNEYAB

LENGTH: 1405 words

HEADLINE: Trade marks in the Andean Pact countries

BYLINE: Cardenas, Bernardo; Adarve, Luz

BODY:

PROTECTION OF WELL-KNOWN TRADE MARKS

Decision 344 of the Cartagena Agreement, applicable to the Andean Pact, states that it is not permitted for third parties to register trade marks when they constitute the reproduction, imitation, translation or total or partial transcription of a distinctive sign which is well-known in the country where the registration is being applied for. Neither can it be registered in the subregional or international arena. Said prohibition is applicable independently from the classification, both in cases where the use of the sign is made in similar products or services covered under the well-known trade mark as well as in those cases where the use is to be made in different goods and/or services.

For the purposes of determining whether a trade mark is famous world-wide, the examiner shall take into account the following criteria:

(1) the extent to which the trade mark is known among consumers, as a distinctive sign of the goods or services for which it was adopted;

(2) the intensity and the scope of the diffusion and advertisement or promotion given to the trade mark

(3) the length of enforceability of the trade mark and its constant use; and

(4) the analysis of production and marketing of the products distinguished under the trade mark.

Several decisions have been recently issued by the Colombian Trade Mark Office in this regard. One of those decisions concerned the trade mark JORDACHE. In this case, the application for registration filed by JORDACHE ENTERPRISES INC. was the subject of an opposition by a local pirate which in the past had applied for registration of that same trade mark. The Colombian Trade Mark Office declared the opposition ill-founded and granted the trade mark JORDACHE in favour of its true owner basing its decision on the fact that the trade mark was a well-known mark in Colombia, the Andean Pact countries and all over the world. The decision also stated that by proving adequately the scope of diffusion, the volume of sales and the registrations of a determined trade mark around the world, the similarities between two identical trade marks are not admitted as an argument for rejecting registration of a well-known sign.

Additionally, protection given to well-known trade marks has been strengthened by the possibility set down in Decision 344 of initiating a cancellation action against a trade mark when it is identical or similar to a

trade mark which was well-known or famous at the time when the registration was applied for. In other words, this is a new instrument for foreign companies which own famous trade marks, against marks registered in the Andean Pact countries by pirates. This action can be requested before the competent national offices at any time and by the legitimate proprietor of the trade mark.

NAUTICA APPAREL INC recently obtained the cancellation of a trade mark registration for **NAUTICA** which was applied for in Colombia by a local company in 1988 and granted in 1992. The foreign company proved that by the date of the application in 1988, **NAUTICA** was a famous trade mark in Colombia, the Andean Pact countries and all over the world.

Even though in this particular case the foreign company did not show sales in the Colombian market, the Trade Mark Office stated that since the mark was widely advertised, the Colombian consumer public to which this kind of product is offered, would have known about the trade mark in the international market and consequently would have broad and sufficient knowledge of it.

OTHER RIGHTS CONFERRED TO FOREIGN TRADE MARKS

The first application for a trade mark registration validly filed in a member country of the Andean Pact, or in another country which provides reciprocal treatment to applications from the member countries to the Cartagena Agreement, confers the applicant a priority to request registration for the same trade mark in any one of the member countries. Said application has to be filed for the same goods or services as the ones contemplated in the initial application.

Furthermore, Andean Pact legislation entitles the owner of a trade mark registered in one of the member countries to file oppositions in the remaining member countries if an application for registration of a trade mark is identical or similar to the one which he owns.

COEXISTENCE OF TRADE MARKS IN THE MEMBER COUNTRIES

Decision 344 of the Cartagena Agreement does not permit the commercialization of goods marked with a registered trade mark within the territory of another of the member countries if an identical or similar trade mark registration granted to another person which covers the same type of goods already exists in that country.

In such a case the commercialization of the products marked with that trade mark is only possible if the owners of the identical trade marks execute an agreement wherein the coexistence and commercialization of the goods is regulated.

However, importation of goods or services shall not be prohibited when found within the situation described above, if the registered trade mark has not been utilized in the territory of the importer country. It is considered that the trade mark is being used when the goods or services distinguished thereby have been placed in commerce or are available in the market under the stated trade mark, in amounts and in the manner normally related thereto, taking into account the nature of the goods or services and the methods under which their commercialization takes place in the market. It shall also be considered that a trade mark has been used when it distinguishes goods destined exclusively for export from any of the member countries.

The use of a trade mark in such a way that it differs from the manner in which it was registered concerning certain aspects or elements which do not alter its distinctive nature, shall not cause the cancellation of the registration on the grounds of non-use, neither shall the protection corresponding to the trade mark be diminished.

In the event of the execution of agreements for the coexistence of trade marks, the parties shall adopt the necessary measures to avoid confusion among the public, with respect to the origin of the goods or services involved. This should be done by using outstanding characters which shall provide appropriate information to the consuming public. Such agreements shall be recorded in the competent national offices

and shall respect any regulations concerning commercial and competitors' promotional practices.

At the present time, a very popular case is being sued before the Colombian courts between the Venezuelan corporation BIGOT and PHILLIP MORRIS regarding the trade mark BELMONT.

PHILLIP MORRIS has the trade mark BELMONT registered with the Colombian Trade Mark Office but it has not been used in Colombian territory. On the other hand, the Venezuelan corporation has its trade mark BELMONT registered in Venezuela. BIGOT has now applied for registration in Colombia and is faced with an opposition filed by PHILLIP MORRIS on the basis of its prior trade mark registration, BIGOT initiated a cancellation action due to the non-use of the trade mark but this action has been recently turned down by the Colombian Trade Mark Office accepting Phillip Morris's arguments that importation restrictions had not allowed them to make use of their trade mark. In the meantime, PHILLIP MORRIS initiated precautionary measures before the Colombian civil courts in order to hinder the introduction of Venezuelan products into the Colombian market. A final decision from the courts is still pending.

LICENCE AGREEMENTS

Since the new trade mark law provided the possibility of initiating cancellation actions due to non-use into the subregional market, the recordal of existing licence agreements of registered trade marks in the member countries has become quite important.

Consequently, all foreign companies which have their trade marks registered in any one of the member countries and are using them through a local licensee should, record such agreement before the national competent office of the country where the trade marks are registered. This should be done to prevent cancellation actions from third parties.

Use by the owner of the trade mark directly or through a recognized and recorded licensee in any one of the member countries avoids cancellation for non-use.

JOURNAL-CODE: MPR

ABI-ACC-NO: 01021707

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Nautica Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Nov 30 The New York Times January 5, 1995, Thursday, Late Edition - Final

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January 5, 1995, Thursday, Late Edition - Final

SECTION: Section D; Page 10; Column 3; Business/Financial Desk

LENGTH: 118 words

HEADLINE: Nautica Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Nov 30

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.(NAUT,NNM)

Qtr to Nov 30	1994	1993
Sales	86,978,000	67,560,000
Net inc	9,501,000	6,622,000
Share earns	.68	.54
Shares outst	13,892,063	12,162,670
9mo sales	194,817,000	150,165,000
Net inc	b17,634,000	c11,822,000
Share earns	1.27	.98
Shares outst	13,882,063	12,104,219

b-Included gain of $ 632,000, or 5 cents a share, from successful negotiations with the state of Maine which resulted in "significant" tax relief to the company.

c-Included gain of $ 826,000, or 7 cents a share, from life insurance proceeds accrued as a result of the death of the company's chairman of the board.

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DATELINES Newsday (New York) January 11, 1995, Wednesday, NASSAU EDITION

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Newsday

Newsday (New York)

January 11, 1995, Wednesday, NASSAU EDITION

SECTION: NEWS; Pg. A29

LENGTH: 525 words

HEADLINE: DATELINES

BYLINE: Written by Alexander C. Kafka.

BODY:

CEDARHURST /

Lawyer Faces Theft Charges

A Brooklyn attorney who practices in Cedarhurst has been charged with stealing more than $ 192,000 from clients.

Carl Field, 63, of 5621 Fillmore Ave., Brooklyn, was charged with two counts of second-degree grand larceny and two counts of third-degree grand larceny. He was arraigned Thursday in First District Court in Hempstead, before Judge Anthony Falanga and released on his own recognizance. He could not be reached for comment, and his attorney, Stephen Scaring of Garden City, said, "We really can't comment on the facts."

Nassau District Attorney Denis Dillon's office alleged Field took money left in escrow accounts with his firm, Field Field & Field, and spent it himself. Field was disbarred a couple of months ago over these complaints, said Dillon spokesman Ed Grilli.

In 1991, Dillon's office said, Field represented the General Electric Capital Corp. and negotiated a settlement for them with attorneys for a bank. He was given a $ 70,000 check made payable to the corporation, but never gave the money to it, using it instead for his personal expenses, the district attorney's office said. He allegedly did the same with a second check to the capital corporation that same year, that one for $ 40,305.

Another corporate client, Tilden Commercial Alliance, gave Field $ 82,000, which was supposed to be held in escrow until a pending lawsuit was resolved, Grilli said. Field allegedly also stole that.

A partner of Field's, Edward Stahl of Cedarhurst, was disbarred last year, also for allegedly stealing clients' money, according to a panel of judges who heard the 10th Judicial District case.

MASSAPEQUA PARK /

Busy Bee Vendors Arrested

Four vendors at Busy Bee Flea Market in Massapequa Park were arrested Sunday and charged with selling fraudulently labeled clothing, Nassau police said.

The vendors had sold a total of about $ 10,000 in merchandise, mostly jeans and sweatshirts falsely labeled as Guess, Polo, Fila and **Nautica** brands, said Seventh Squad Det. Lt. Andrew Fal. The four are scheduled to be arraigned Jan. 18.

Charged with second-degree trademark counterfeiting, a felony, were Albert Vanunu, 51, of 17 Holly Lane in Jericho; Joo Kang, 42, of 48-49 192nd St. in Fresh Meadows, Queens; and Ashok Lound, 19, of 675 Center Ave. in Lindenhurst. Charged with third-degree trademark counterfeiting, a misdemeanor, because of alleged sales less than $ 1,000, was Silvio Morgenstern, 40, of 6 Williamsburg Lane in Nesconset.

ROOSEVELT /

Charge in Date Rape, Beating

A Roosevelt man, 45, was arrested and charged with the rape and beating of a woman he had gone on a date with, Nassau police said.

Victor Holness, of 104 West Centennial Ave., was held without bail yesterday after his arraignment on a charge of first-degree rape in First District Court in Hempstead. The 34-year-old victim said she'd had dinner with him and he asked her to have sex, the First Squad reported. She refused, and he punched her in the head and face and raped her, police said. They said she was admitted to Nassau County Medical Center for treatment.

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Star trekkies: these bright styles glimmer on the horizon of high-tech hiking looks. Footwear News January 16, 1995

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Footwear News

January 16, 1995

SECTION: Vol. 51 ; No. 3 ; Pg. S6; ISSN: 0162-914X

LENGTH: 565 words

HEADLINE: Star trekkies: these bright styles glimmer on the horizon of high-tech hiking looks.

BODY:
If this season's trekkies are going to be beamed anywhere, it will be in a pair oftechnical hiking or trekking boots, looks that will be hot commodities for fall '95.

It's the kids who will be buying into this category, and they'll want the real thing: Names like **Nautica,** Vasque, Merrell and Polo Sport are some of the brands to watch. But as the look gains momentum, it will slowly filter down into more mainstream, less authentic versions that will appeal to a mainstream customer.

Authentic outdoor footwear that starts with upscale hikers also includes snowboarding boots, a popular look with the younger crowd. Firms like Airwalk and Vans have been offering these items to their customers and are certain to be joined by others as fall rolls around. It's a look that's performance-oriented in nature, but will certainly be seen on the streets.

As the more traditional end of the shoe market gets more high-tech, it's up to retailers to make sure they understand the finer points of this kind of footwear. If consumers will be paying for performance features, stores must be able to explain their benefits.

If snowboarding boots are not for everyone, then plenty of more basic waterproof oxfords and rugged boots are around that can be worn outdoors as well as indoors. These multipurpose footnotes come dressy enough for a suit or casual enough for a pair of khakis. Bottom line, they feature a range of unit soles to further battle the elements.

While waterproof footwear is no longer a new concept, it grows and grows with each season. Like comfort features, waterproofing is becoming a rule rather than the exception. The newest shoe on the block (or rather one of the oldest that's making a comeback) is the duck boot, sure to be popular with the younger, as well as older, consumer.

Webbed feet are not necessarily a criterion for wearing boots, as the boot category continues to gain momentum. Also added to rugged looks are dressier versions in a gentry rather than rugged mood. Here, matte leathers are often replaced by more polished materials with antiqued and hand-rubbed finishes.

Whatever detailing is applied to dress shoes can easily be translated to dress boots, with this category often stepping in for more traditional footwear. Details include wing tip and cap-toe styles in ankle versions that work with sport coats and suits. It's an elegant way to do boots and one that will win kudos with a

more sophisticated customer.

Although boots may be hard to avoid this fall, there are still occasions when more traditional dress footwear is required. However, more often than not these days, it's become a replacement or price point issue.

However, dress shoes may be regaining some of the ground they had lost to rugged footwear when they double up on the soling or are set on combination bottoms. And shoes designed with just the right framework, welting and extensions will go to new limits.

While shoes are often being looked at from the bottom up these days, don't think consumers are ignoring the uppers completely. Algonquins and monk straps are finally being accepted at retail in a big way and will continue next season.

To give these looks a new angle, make sure they're done on obliqueand square-toe lasts, a silhouette that's anything but new, yet one that's taken several years to catch on in the American market.

GRAPHIC: Photograph

SIC: 3143 Men's footwear, except athletic

IAC-NUMBER: IAC 16047923

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A Timely Way to Say 'I Love You' The Associated Press January 27, 1995, Friday, BC cycle

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January 27, 1995, Friday, BC cycle

SECTION: UNDEFINED

LENGTH: 636 words

HEADLINE: A Timely Way to Say 'I Love You'

BODY:
For AP Special Features

You can't buy love. You can't buy time, either. But Valentine's Day might be a good time to give a watch as a way of telling your main squeeze that your love is forever.

And remember that each glance at the watch is a reminder of you, so make the timepiece something special.

Many of today's watches tell more than local time, and they don't require a lot of cash for a lot of kick. True, there's a one-of-a-kind diamond-encrusted pocket watch from Piaget for $ 1.5 million. And there's the status of the gold Rolex, the prince of wristwatches, for about $ 10,000 to $ 13,000. But there are plenty of spiffy unisex styles for $ 100 and under, now that fashion houses such as Anne Klein II, Carolee, Guess, Liz Claiborne and **Nautica** have entered the marketplace along with Swatch and time-honored companies such as Timex.

An Anne Klein II dress watch with four-strand faux pearl bracelet has a suggested retail of $ 95. Sportier styles such as Guess' night-light Indiglo watches range from $ 55 to $ 65.

There's also a trend, not necessarily for men only, toward sport watches.

"They're usually water-resistant to at least 100 feet, with additional buttons such as those on a diving watch," Steven Leed, president of Royal Jewelers, says. The shop in Andover, Mass., outside Boston specializes in limited-edition timepieces. "We're selling a lot of chronographs, too."

Leed says his best-selling sport watch is the high-tech Breitling Chronomat, up to $ 22,000 in 18-karat gold. For the airborne, the Navitimer by Breitling, starting at $ 1,800 in stainless steel, determines via chronograph your total flying time and how quickly you'll reach a certain altitude at a certain climb.

Nautica has chronographs at prices closer to sea level. From $ 65 to $ 295, they offer multi-dial face and water-resistant leather strap.

And The Sharper Image catalog describes its $ 200 Outdoorsman Watch thusly: "You're descending a ridge

at 7,960 feet, on a bearing of 225 degrees. The air temperature is 34 degrees; the time is 2:37 p.m. ... Falling barometric pressure indicated a storm approaching. Your source for all this critical information? Your watch!"

Timex, in keeping with the times, has introduced a Star Trek group, including the Klingon Chronometer and the Star Trek Chronoscanner, for $ 30 to $ 50. Features include dual time displays, daily alarm, night light and optional hourly chime.

While women like the practical aspects of sporty, water-resistant watches, there's still a place in their wardrobe for dressier, feminine styles.

"Women's watches have changed over the years, and the biggest change is they consider them to be items of jewelry, not just practical, mechanical devices for telling time," says Lisa Barlerin, director of public relations for Piaget in Lyndhurst, N.J.

"With larger faces and beautiful stone-encrusted dials, watches have really become an expression of a woman's fashion sensibility and personal style," she adds.

An example is Piaget's Grand Soiree, $ 100,000 in 18-karat yellow gold and diamonds.

At Cartier, platinum is part of the luxe look. Since 1993, all of the jeweler's top lines have been made in platinum as well as gold.

"There is a perception of platinum as the ultimate metal in terms of luxury, cost and pure richness," Ralph Destino, Cartier's chief executive officer, says. "So when you talk about watches as jewelry, a consumer would wish to own the ultimate jewelry metal, hence platinum."

Speaking of the watch as jewelry, Cartier takes the term literally. In a new charm collection featuring mini versions of some of its most popular pieces, Cartier included designs of four watches, including the tank watch commemorating World War I. The watch charms, in 18-karat gold, are $ 2,000 each. The bracelet is extra.

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POINT TOWARD KERCHEVAL Detroit Monthly February 02, 1995

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February 02, 1995

SECTION: Feature; Pg. 26

LENGTH: 1407 words

HEADLINE: POINT TOWARD KERCHEVAL

BODY:
The Grosse Pointes exude a certain refinement, a taste level that emanates from the distinctive boutiques on the Hill and the classic clothiers in the Village. Neither quaint nor trendy, the Pointes continue a long tradition of subtlety, elegance and restraint in fashion and in atmosphere.

Though posh surroundings often seem intimidating, merchants are warm and welcoming. Don't come here seeking cutting-edge decor or whimsy. Rather, celebrate the area's timeless style and well-edited collections. Note: All phone numbers are in the 313 area code.

ENVIRONS

One of the most breathtaking mansions along Lake St. Clair is the Edsel & Eleanor Ford House (1), 1100 Lake Shore Road, just south of 9 Mile Road and east of I-94; 884-4222. The 60-room Cotswold-style home features rich wood floors and paneling and an impressive art collection. Tours of the house, gardens and Play House are available. An exhibition of Mexican folk art is displayed through Feb. 26.

The Grosse Pointe War Memorial (2), 32 Lake Shore Drive; 881-7511, was built in 1910 for the Russell A. Alger family. The Italian Renaissance-style home was eventually dedicated to serve as a memorial to the 3,500 Grosse Pointers who served and the 126 who died in World War II. Simultaneously, it serves as a center for educational and charitable activities.

SHOP TALK

THE VILLAGE

Banana Republic, Ann Taylor, The Gap, Talbots, Harmony House Classical , Laura Ashley and Jacobson's nestle among smaller specialty stores in the several blocks between Cadieux and Neff.

Walton-Pierce (3), 16828 Kercheval; 884-1330, is a women's apparel store known for personal service. Clientele shop for Bicci suits and Sigrid Olsen sportswear.

At Dawood (4), 16840 Kercheval; 881-0655, a huge mirrored wall opens to reveal "the vault," a repository for beaded evening dresses. Dawood aims to appeal to all ages and a variety of pocketbooks ($150-$7,000).

Lighthouse and nautical enthusiasts spend hours browsing through the limited edition prints of The Great Lakes Collection at Posterity: A Gallery (5), 16847 Kercheval; 884-8105.

For more than 60 years, the Valente family has kept society mavens in diamonds, pearls and Rolex watches. Valente Jewelers (6), 16849 Kercheval; 881-4800, specializes in custom design, antique jewelry restoration and watch repair.

An entire corner of the Village Toy Company (7), 16910 Kercheval; 882-1300, is devoted to personalizing that special birthday gift. For collectors, Steiff bears abound.

Hadden's of London (8), 17005 Kercheval; 885-1215, smells as pretty as it looks. Hadden's delights with Crabtree & Evelyn-imported toiletries, White House coffee, vintage dresses and antique jewelry.

"We specialize in self-indulgence," says Danielle Harris, owner of Danielle, Inc. (9), 17009 Kercheval; 882-4101. Collectors can find antique porcelain teacups and sought-after pieces of dollhouse furniture.

Young Clothes (10), 17027 Kercheval; 881-7227, is the village's specialty children's store. Favorite labels are here, including Florence Eiseman, Pegeen and Sylvia Whyte. Don't forget to mix and match some Flapdoodles, the hip playwear for kids of all ages.

Lace, potpourri and vanity decoratives fill the shelves of the French boutique, Sutton Maison (11), 17110 Kercheval; 886-3110. Owner Ann Sutton recommends a gift basket called "The Magic of Mozart," which includes cookies, Scottish jams, herbal tea, chocolates and a Mozart cassette ($40).

Leave the French boudoir and enter Victoria's Garden (11), 885-2555, the floral design shop that shares space with Sutton Maison. Garlands of evergreens, mosses, fruit, berries, ribbons and flowers spill from urns and drape the walls and ceilings.

The new kid on the block is Bon-Loot (12), 17114 Kercheval; 886-8386, the brainchild of clothing designer and artist Alice Schultes. Her signature cotton fleece jackets and hand-painted silk skirts are the store's main attraction.

Lifestyle dressing is what Hickey's (13), 17140 Kercheval; 882-8970, is all about. The only men's store in the village, Hickey's is known for impeccable tailoring, quality and service. Tommy Hilfiger and **Nautica** are its premier sportswear lines.

THE HILL

Linda Williamson scouts the European countryside for pieces of Italian majolica pottery to adorn the shelves of her antique shop Wildflower (14), 5 Kercheval; 882-0164. She also purveys Victorian silver.

The League Shop (15), 72 Kercheval; 882-6880, is a one-stop emporium for brides-to-be. Endless patterns of china, flatware and crystal fill the lower level, while the main floor features stationery, picture frames and functional tableware.

Although the objets d'art at William Denler Company (16), 77 Kercheval; 882-0656, look like priceless untouchables, this interior design/antiques/gift gallery scatters some surprisingly affordable home accessories among its well-chosen heirlooms.

Karen Sklar continues a 50-year tradition of providing designer and private-label collections to an appreciative clientele in her mother's namesake salon, Margaret Rice, Inc. (17), 78 Kercheval; 881-7020. Sklar invites her customers to relax in silk-upholstered chairs while encouraging doggy visitors with a tray of yummies.

If you long to see the meaning of life proclaimed on a decorative pillow, ogle the selection at Tassels (18), 84 Kercheval; 882-3969. Words to the wise are silk-screened, needlepointed and embroidered on pillows in every shape and size.

Grab your kitchen gadget of choice at Pointe Pedlar (19), 88 Kercheval; 885-4028, from Jar Pops to Nut

Twisters, then follow your nose to the bakery in the back of the store. Croissants, French breads and cookies entice.

Something Special (20), 85 Kercheval; 884-4422, is an authentic country store with something for everyone, including twig furniture. Don't miss Camille Beckman's vanilla-scented Glycerine Hand Therapy. Down the street at Something Special Too (21), 97 Kercehval; 886-4341, you'll be amazed at the quantity of rubber stamps and the magic they can create.

Rooms-to-grow are the specialty of Young Furniture (22), 110 Kercheval; 884-3902. Invest in their hand-painted wood furniture. The Periwinkle line is a particular favorite.

THE PARK

A trip to the Pointes wouldn't be complete without checking out the less mainstream Kercheval in the Park, between Chalmers and Whittier. Known to some as the "cabbage patch" and others as "GroHo," this up-and-coming enclave exhibits its own, more avant-garde, personality. Here you'll find Caffe Cup-A-Cino (23), 15104 Kercheval; the eclectic artists' market, Impact Art (24), 15110 Kercheval, debuting a steamy erotic art show on Feb. 11; Pointe Pet's Supply (25), 15133 Kercheval, where you'll meet Kercheval, a Bouvier who models the shop's dapper paisley collar and kerchief; Third Coast Booksellers (26), 15129 Kercheval; and Lloyd David Antiques (27), 15302 Kercheval, where every treasure in the basement is half price.

DINING FINE

It'd be a long walk, but you'd cover an interesting dining gamut by making your first stop at One23, the top end, both literally and figuratively, and working your way to Rustic Cabins, which really has nothing to do with food but is a must-stop anyway. One23 (28), 123 Kercheval; 881-5700, is comfortably upscale, creative in its multi-faceted American cuisine and just about the best on the East Side.

Jumps (29), 63 Kercheval; 882-9555, well, we like to think is one of our special discoveries. Subterranean, tiny, with a plain-spoken menu ("roasted turkey -natural sauce") that belies its exquisite food.

Then there's Janet's Lunch (30), 15033 Kercheval; 331-5776, actually the archtypal breakfast joint: variant egg platters, hash browns, etc.

At Sparky Herbert's (31), 15117 Kercheval; 822-0266, the yuppie has never died. It was here that we saw our first sockless diner, and we think he's still at the bar. Interesting crowds, dependable eats.

And last, you have to stop at Rustic Cabins (32), 15209 Kercheval, Grosse Pointe Park; 821-6480, simply because Jack did. That's Jack as in Kerouac, who used to hang out here for a brew or two during his Grosse Pointe sojourn (it's true). But don't come hungry. Ask the bartender for food and you get, "Chips, subs, stuff like that."

Linda Bachrack is a free-lance writer based in Birmingham. Ric Bohy is Detroit Monthly's restaurant critic.

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'ATTACHED WITH AN INVISIBLE STRING' The Miami Herald February 3, 1995 Friday FINAL EDITION

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February 3, 1995 Friday FINAL EDITION

SECTION: SPORTS; Pg. 1D

LENGTH: 933 words

HEADLINE: 'ATTACHED WITH AN INVISIBLE STRING'

BYLINE: SUSAN MILLER DEGNAN Herald Sports Writer

BODY:
'ATTACHED WITH AN INVISIBLE STRING'
SAILING DUO ASPIRES TO '96 OLYMPICS
Linda Wennerstrom's introduction to Tracy Hayley in 1991 came on a softball field, sometime between a pop-up to the outfield and a relay throw to the infield.

"Hey, Linda," shouted the cocky Ransom Everglades senior shortstop to the shy freshman outfielder during practice. "How much do you weigh?"

Replied Wennerstrom in a huff: "What's your name again?"

The tall-and-still-growing 14-year-old eventually revealed her weight -- 135 -- and Hayley found what she needed: a crew strong enough for the 1992 International Yacht Racing Union's **Nautica** Youth World Championships.

The sailors from Miami won the world championship in Portugal -- if not a softball title -- and have grown so close that, according to each, their "personalities have begun to merge."

"We're both weird," said skipper Hayley, 20.

Said 18-year-old Wennerstrom: "We're attached with an invisible string."

The youngest members of the U.S. Sailing Team's 470-class for women now aspire to win a berth in the 1996 Summer Olympics. Hayley and Wennerstrom, ranked third nationally, opened their first day of sailing in the Miami Olympic Classes Regatta on Thursday. They finished 11th, 13th and seventh in three races for a 10th-place showing on Biscayne Bay, the temperate water on which they learned to sail as children.

Leading the 24-boat women's 470 field with finishes of third, second and first: Anette Patrunky and Hanne Pilz of Berlin.

The 37-boat men's 470 field is led by Italians Matteo and Michele Ivaldi. Morgan Reeser of Wilton Manors

and Kevin Burnham of Coral Gables, silver medalists in the 1992 Olympics, are in ninth place.

Sailors in all 10 Olympic events will compete in up to three races daily through Sunday, with each crew's worst performance being thrown out after a minimum of four races.

"It was brilliant today," an exuberant Pilz, 24, said of the 10- to 15-knot shifting winds. "Very sunny, very windy. Our new sails are so fast."

The women's field includes 1992 Olympic gold medalist Teresa Zabell, 29, of Barcelona, who teams with Begona via Dufresne, 24. Zabell, the IYRU's female world sailor of the year, was awarded $1 million by her country for the gold-medal performance. She and Dufresne were in third place Thursday, pending a protest they made that also would move up Hayley and Wennerstrom if decided in their favor.

Zabell protested that Lena Carlsson and Boel Bengtsson of Sweden crammed their boat inside the mark when there was no room to do so and they didn't have the right-of-way. The tight squeeze forced Hayley and Wennerstrom's boat to collide with Zabell's as the Swedes sailed to a third-place finish in the day's final race. Meanwhile, the Miami team's boat dropped from third to seventh and Zabell was runner-up.

"Basically," Wennerstrom said, "we got pushed out of the race."

Added Hayley: "Yeah, the first day is important, but there are still three more days to race. I haven't hit a massive depression yet."

Also sailing in Miami: 1988 Olympic gold medalists Allison Jolly, 38, of Long Beach, Calif., and Lynne Shore, 35, of Newport, R.I., in fourth place.

Because they are full-time students at UM, Hayley and Wennerstrom haven't trained together much. Before September, when Hayley transferred temporarily from Connecticut College in New London, they sailed in regattas with no preparation.

In high school, they were so busy with volleyball, basketball, softball, tennis, swimming and water polo, sailing was just one of many extracurricular passions.

Now it's their only passion. Wennerstrom, an All-Dade volleyball player at Ransom Everglades who has sprouted to 5-10, has Olympic genes. Her father, Stig, won the Star-class silver medal for Sweden in the 1972 Olympics. This week he's sailing Stars in Miami, and finished Thursday in a disappointing three- way tie for last.

Linda Wennerstrom, in fact, is a Swedish citizen awaiting U.S. citizenship. She was born in Gothenburg and came to the United States as an infant. She said she has been assured her application will be processed before the 1996 Olympic Trials, a prerequisite for her to compete.

Wennerstrom and Hayley finished fifth at the SPORT regatta last weekend in St. Petersburg. In August, they placed 10th at the world championships in Helsinki, Finland. They'll spend the summer in Holland, Sweden and Germany, European waters home to the strongest female 470 sailors in the world.

"We have to find that European groove and discover what makes them so good," said Hayley, who steers the boat, makes the tactical decisions and describes herself as "very intense, very high-strung."

"Linda really brings me back," she said. "She talks to me and gives me clear, calm readings.

"Communication in this sport is incredibly important."

Said Wennerstrom: "We think alike, dress alike -- same shoes, same sunglasses, same life jackets -- and have the same goals."

Hayley: "We want to be the best together."

* Mark Herrmann, the top-ranked U.S. Finn sailor, was in fourth place after the first day of sailing. His finishes: 12th, second and seventh.

cutlines

CHARLES TRAINOR JR. / Herald Staff

NO, THIS IS NOT THE WAY: Lena Carlsson of Sweden climbs onto the centerboard of her boat after it overturned during the women's 470 race Thursday in the Miami Olympic Classes Regatta.

cutlines

CHARLES TRAINOR JR. / Herald Staff

WITH EASE: Linda Wennerstrom hangs in the trapeze as Tracy Hayley steers in preparation for the women's 470 race in the Miami Olympic Classes Regatta.

GRAPHIC: color photo:Linda Wennerstrom and Tracy Hayley (A);
photo:Lena Carlsson (a)

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A GREAT YARN; A LITTLE ADDICTION MAKES HIM CRAZY FOR SWEATERS St. Louis Post-Dispatch (Missouri) February 5, 1995, Sunday, FIVE STAR Edition

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LENGTH: 633 words

HEADLINE: A GREAT YARN; A LITTLE ADDICTION MAKES HIM CRAZY FOR SWEATERS

BYLINE: Jabari Asim Of the Post-Dispatch Staff

BODY:
OK, SO I HAVE a sweater fetish. It's nothing to be ashamed of. After all, there are far worse addictions. Any obsession that has thus far escaped the notice of talk-show hosts and the producers of "Hard Copy" can't be all bad.

Even so, occasionally the nightmare returns: A familiar voice announces, "On today's 'Oprah,' threadbare cardigans and the men who love them." There I am in full disguise, platforms, bell-bottoms and a wide psychedelic tie. Oprah, clad in a flatteringly tailored Donna Karan ensemble, wraps me in her trademark hug and coos in dulcet tones, "All right 'Bill,' tell us how it began."

"I was 4," I say, as the camera zooms in for an intimidating close-up, "in the boy's department at Stix, Baer & Fuller. My grandmother let me try on a red blazer with a coat-of-arms stitched on its breast. When she tried to remove it, I yelled bloody murder. It was embarrassing, but it worked - I got to keep the blazer. After my darling grandma paid for it, of course. From blazers I graduated to miniature wingtips and clip-on ties. They nearly laughed me out of kindergarten, but I pressed on. It's been one fashion item after another ever since."

Inevitably, my spouse elbows me from the cold clutches of sleep. I wake up damp, muttering unintelligibly. My 1979 navy Izod cardigan (Yeah, I sleep with it. So what?) is pressed tightly to my chest.

Yes, my current affair is with cardigans, and it's no secret. I practically live in them, and going to work without one would be like leaving home naked. Green, brown, blue, forest, timber, azure - they're as connected to my workplace identity as my hopelessly messy desk. Once a leering colleague said, "Tell me, did those sweaters come with the job?"

Let them smirk.

In my spare time, I take comfort in remembering my favorite scene from "American Gigolo." Richard Gere, highly paid lover-for-hire, carefully drapes several shirt-tie assemblages on his bed and gives them the once-over. He smiles in smug self-satisfaction, admiring his immense array of color-coordinated Giorgio Armani creations while the soundtrack pulsates seductively.

I love to re-create that scene, only with sweaters. I pop Blondie's "Call Me" in the cassette deck and begin to pile sweaters on the bed while my wife sighs loudly. Let her sigh, I'm busy right now. First, my mainstays: the warm brown Pendleton cardigan with the shawl collar and suede elbow patches; the kelly

green cardigan from the Gap, and the multi-hued creation from Duplex Designs, the one that looks like a Persian tapestry with sleeves.

But we can't stop there, can we? The song is only partly over. There's time enough to raid the cedar chest for my favorites from days gone by. These are the threadbare relics relegated to the slag heap of memory, partially unraveled, pocked with stains and quarter-sized holes and destined for that great dry cleaners in the sky. But I refuse to let my wife discard them. Much to her considerable chagrin, I tell her they're perfect for leaf-raking and car-washing - activities I engage in about as often as I lunch with Joseph Abboud.

I can't say enough about sweaters. Their versatility makes them suitable for office wear or just lounging around the house, and there's a beautiful sweater for nearly every budget. Their warmth, comfort and durability are the same qualities a fashion fanatic like myself values in one's lifelong friends.

And speaking of friends, should any of my pals chance upon this humble essay, here's a few subtle suggestions for Valentine's Day or birthday gift-giving. I'm especially fond of that new frosty green cardigan from Izod Lacoste, a textured silk CPO sweater from Structure would be nifty, and oh, heck, I'm not choosy, anything from Missoni.

Now. Shall we talk about socks?

GRAPHIC: PHOTO; (1) Color Photo by Wendi Fitzgerald/Post-Dispatch - A model relaxes in a cotton and wool cardigan of tartan plaid by **Nautica** ($ 105), here with **Nautica's** banded-collar shirt ($ 78, both from Dillard's). (2) Color Photo by Wendi Fitzgerald/Post-Dispatch - Coogi's take on cardigans, a wild mix of yarns ($ 385), is modeled here with CK Calvin Klein's rayon-knit T-shirt ($ 95, both from Neiman Marcus).

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Safe or Brash: Men's Shows Walk the Line The New York Times February 5, 1995, Sunday, Late Edition - Final

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HEADLINE: Safe or Brash: Men's Shows Walk the Line

BYLINE: By DAN SHAW

BODY:
TEN days ago, Judy Rice, a fashion show producer, started auditioning models for the sportswear designer Barry Bricken's first runway show.

"How was Milan?" she asked Troy Hixson, a model who had just returned from the men's shows in Italy, where some male models carried clutch pocketbooks on the runway at both the Versus and Moschino shows and wore red nail polish at Dolce & Gabbana.

"Milan was miserable," said Mr. Hixson, a blond and blue-eyed specimen. "All the guys who did the shows were these emaciated-looking things. I got canceled from Dolce because I was too apple pie!"

But Mr. Hixson's wholesome look should be more in demand for the next four days, as American designers (and a couple of foreigners) join together to show their collections in a central location for the first time. The New York Men's Shows -- taking place in sound and video studios on West 54th Street, between Ninth and 10th avenues -- are being staged by Seventh on Sixth, the nonprofit organization that since 1993 has run the much ballyhooed women's shows under tents in Bryant Park.

Now that their shows are being centralized and hyped en masse, traditional American men's wear designers face a conundrum: how to entertain their audiences and reap press coverage, while still proving to the buyers from Macy's and Marshall Field that their clothes are indeed wearable and salable. With television crews from "Entertainment Tonight" and CNN expected to cover the 23 shows, the designers will have their presentations compared with the more telegenic productions put on by the European avant-garde. And some of them are a bit worried.

"You can't be too normal," Mr. Bricken said. "But if you go past a certain taste level, you lose people."

John Bartlett, whose outre shows have become a hot ticket, thinks that men's wear designers have a harder time than women's wear designers when it comes to staging. "The problem is that the shows tend to get boring," Mr. Bartlett said. "It's basically jacket, pants, shirt."

Moreover, many of the participating New York designers -- Mr. Bricken, Sal Cesarani, Robert Comstock, Tommy Hilfiger, Alexander Julian and **Nautica's** David Chu -- produce down-to-earth sportswear that would look odd worn by men with tattoos and nose rings, not to mention lipstick and feather boas.

"I don't want my models to look like they're in costumes," Mr. Cesarani said. "I want them to look

comfortable."

It is a fine line many designers must walk as they prepare their shows, making sure they don't emphasize theatrics over wearability -- or vice versa. As Mr. Chu said, echoing many of his colleagues, "How can we go to the edge without going over it?" The fact that mainstream clothiers want to navigate the cutting edge is no longer so surprising, given that rappers and other musicians have made what were once preppy clothes part of the hip urban wardrobe.

Meanwhile, the cutting edge is not even where all the important men's wear trends are taking place.

"The major change in men's fashion is Friday dressing and casual dressing for the workplace," said Karen Alberg Grossman, the editor of MR: The Magazine of Menswear Retailing, a trade publication. "The problem for American men is they don't know how to put this look together, and fashion shows that do this will help."

That's one reason, Mr. Bricken says, he is staging a runway show for the first time in 25 years. "The market has shifted to Friday wear, and the look still has to be defined," said Mr. Bricken, one of several designers jumping into the runway scene, apparently not wanting to be left behind as men's fashion becomes an armchair sport.

"My definition of the look is that you must be able to work all day and without changing go for dinner at the finest restaurant in town," he said. "It's not looking like you just came from your boat, your garden or your golf club."

Mr. Bricken's staff is worried that his look -- chenille blazers, gabardine trousers and silk-and-cashmere polos -- won't translate well on the runway. "We need models with character to work against our look," said Jerry Dellova, the company's creative director. "If we go too clean-cut, the show will be boring."

No one has ever accused Mr. Bartlett of being boring. Last summer, his gender-bending show included men in lipstick and high heels, which got him a lot of publicity but didn't necessarily help sell his clothes.

"I don't have the same drive to do shocking things this season," said Mr. Bartlett, who makes mod versions of the classics. "There is a concern that we should be entertaining these people who have seen everything. But more and more, I want to reach the retailers."

Fashion shows are not necessarily the best way to reach them, either. Though Donna Karan and Calvin Klein are both staging their shows under the auspicies of Seventh on Sixth, Ralph Lauren is not participating.

"We do beautiful and elaborate presentations in our showroom where editors and retailers can really see the clothes in an intimate setting," said Dolores Barrett, the vice president for public relations at Polo Ralph Lauren.

But for designers without the reputation of a Lauren, the runway is the quickest way to advertise their fashion philosophy.

"The show will project what **Nautica** is all about," Mr. Chu said. "We will show that we are not just a Friday-to-Sunday line. The emphasis will be on how our clothing can be worn and mixed."

Mr. Chu, who founded **Nautica** in 1983, argued that the American shows may be more newsworthy than the European shows. "The American men's wear industry has more influence on world dressing than Europe does," he said. "How men dress is now universal. My clothes are sold in Brazil, Mexico, Korea and Thailand. It's the globalization of American fashion."

Elsa Klensch, whose fashion reports for CNN are seen around the world, said designers like Ms. Karan, Mr. Klein and Mr. Lauren have universal appeal. "There is an enormous interest around the world in the

American life style," she said. "What Americans wear is extremely interesting to people."

Like all the participating designers, Mr. Chu will have a videotape made of his show, to be used in department stores to help sell his clothes to consumers. And that means the presentation cannot be directed only at a jaded audience of fashion professionals.

"The video is one of the main reasons to do a show," said Patti Cohen, the vice president for public relations at Donna Karan. "They are a very important selling tool at retail."

Good fashion and good television are not always the same thing.

"We don't look at fashion as clothes; we look at presentation and spirit," said Jeanne Beker, the host and a producer of "Fashion Television," a nine-year-old half-hour program that runs on VH-1.

Ms. Beker, who just returned from Paris, where she covered the men's collections for the first time, was not planning to report on the New York men's shows this season.

"Donna Karan and Calvin Klein will be great, of course, but it will still be sportswear," she said. "It doesn't seem quite as appealing on a theatrical level as Paris."

GRAPHIC: Photos: Do men's wear designers have it harder than women's when it comes to staging runway shows? Yes, say some, like John Bartlett, who last season sent out a model in high heels and bare legs. For this week's shows, models auditioned at Barry Bricken and at **Nautica,** where Jean Francois Bizallon, a stylist, applied finishing touches to an outfit. (Photographs by Jill Graham for The New York Times; Star Black for The New York Times)(pg.49); Jean Francois Bizallon, a stylist, with a model in preparation for the men's shows. (Jill Graham for The New York Times)(pg.52)

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Nautica's ship came in; stages runway show Daily News Record February 6, 1995

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HEADLINE: Nautica's ship came in; stages runway show

BYLINE: Walsh, Peter

BODY:
NEW YORK -- This coming fashion week marks the first time that **Nautica** will stage a runway show. Many of the firm's licensing partners are expected to participate, thereby helping to present the whole **Nautica** picture.

At the end of a fashion show it is customary for the designer of the collection to step out from behind the backdrop to take his or her bow. David Chu, designer, has not yet decided whether he will do so. "I'll probably tip my hat," he said with some trepidation. Chu is president of **Nautica** Apparel Inc., which is the licensing arm of **Nautica** Enterprises Inc., and president of **Nautica** International Inc.

"This is a major step," Chu said in a one-on-one interview in his downtown design studio. "This is a new way for us to show the clothes. It's very exciting."

While the man behind the name may choose to remain humble, his vision for **Nautica** is anything but modest. The firm is intent on making a name for itself worldwide, having signed 14 licenses for everything from ties to cars and operating 50 freestanding stores outside the U.S. "We want to take a stand on the international market," Chu said, emphasizing that he strives to make sure all the **Nautica** products, from watches to rainwear, reflect the same philosophy.

But as his aspirations are soaring, he feels that remaining in control is just as important. "Every designer would like to have a big, huge company," he continued. "Entrepreneurs want to get to a certain level, but you build in other ways too," Chu said. "A lot of designers kill themselves to get to a certain volume. To me, that the consumer recognizes **Nautica** as a value is enough."

Chu started the company in 1983 six years after graduating from the Fashion Institute of Technology. He always liked illustration, sketching and drawing, wanting someday to pursue architectural studies, but found himself designing outerwear instead.

His idea was to produce functional pieces that were nautically inspired. He was working for Cresco, the outerwear division of Kayser-Roth, in design and merchandising when he noticed a distinct absence of exciting outerwear in the market.

He started out with six jackets for the spring '83 season. "They were very functional in very powerful, bold,

classical colors. I think I sold them to Barneys New York, Saks and Bloomingdale's," Chu remembered.

"The idea was to stick to the same thing and create more ideas and continue to come up with innovative things," Chu said. In 1984, his **Nautica** A.W.O.L. outerwear company was purchased by State-O-Maine Inc., which was then run by his current partner, Harvey Sanders, who is currently chairman of the board and president of **Nautica** Enterprises Inc.

In 1990, **Nautica** began moving beyond the successful outerwear programs into active sportswear, casual sportswear and just last season, clothing. Last year, State-O-Maine changed its name to **Nautica** Enterprises Inc. because of **Nautica's** strength, Sanders said. "It [the **Nautica** label] grew to 70-75 percent of the corporation's value. It's had tremendous accomplishments."

The nautical theme of the line comes from Chu's personal tastes. "I like the spirit of sailing and competition," he explained, adding that was the reason why **Nautica** chose to sponsor the Pac '95 sailboat racing team. "It's the youngest team and the least capitalized on. They have high spirit and they thrive on that spirit."

The **Nautica** spirit thrives in many different product categories. Aside from the Lincoln Mercury division of Ford Motor Co., the **Nautica** name is licensed to Halston Borghese for **Nautica** Fragrance; Timex Corp. for watches; Leisure Merchandising for luggage; Speedway Enterprises for caps; National Hosiery Corp. for hosiery; Johnston & Murphy for footwear; State-O-Maine for dress shirts and loungewear; J. Schoeneman for clothing and rainwear; Zyloware for eyewear; Cipriani for leather goods; Essex Mfg. for umbrellas and Hampton Industries for youthwear. The firm also recently signed a license with Mallory & Church for neckwear.

When not working, which is rare, Chu said playing golf and spending time with his wife and playing with his kids help him relax. Otherwise, he's pushing the design team that works on the collection each season.

The latest venture, the clothing license, seems to go against the active lifestyle theme that permeates the line. "Clothing is a very important part of a man's wardrobe," Chu explained, "and it's changing rapidly, but it will never go away. Suits are exclusive to men's wear, and I personally like jacket dressing. I want to continue to develop the theme about mixing clothing and sportswear. That's the way we go to work. Today, it's not about the power suit. It's about mixing the blazer with casual trousers or a sport coat with a functional outerwear jacket, shell or storm coat."

Chu said there is a market willing and eager to be tapped. "A man can wear **Nautica** Friday, Saturday and Sunday, but only certain men can wear it Monday through Friday," he said. "We want to get men to wear it from the weekend through the workweek."

Staying on track is crucial, according to Chu. "From day one, we knew we could have a strong business if we just stayed focused and designed a good line every season. Our challenge is to get the designs right. Face it, all of us have plenty of shirts. I mean, do we really need another shirt? We have to get the consumer to want another shirt."

Nautica has been in business about 11 years and "we still have a long way to go," said Chu. "It's fun, but when it's not fun anymore, I'll do something else." With the men's lines nearly complete, underwear being the only category not covered, Chu said, looking to the future, the firm could start on a ladies' license "down the road."

GRAPHIC: Illustration; PhotographENGLISHGeneral; Trade

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Classic men's suit is no longer conservative USA TODAY February 8, 1995, Wednesday, FINAL EDITION

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February 8, 1995, Wednesday, FINAL EDITION

SECTION: LIFE; Pg. 2D

LENGTH: 175 words

HEADLINE: Classic men's suit is no longer conservative

BYLINE: Elizabeth Snead

DATELINE: NEW YORK

BODY:
Start suiting up.

The return of tailored clothing is the loud message from U.S. menswear designers Nick Hilton, Barry Bricken, David Chu for **Nautica,** Hugo Boss and Tommy Hilfiger at this week's fall '95 previews.

But their strong suits aren't stuffy or stodgy.

Quite the opposite.

Like the new suits Gianni Versace showed off in the recent Milan shows, they're funky, colorful, often in shiny satin, soft velvet or corduroy.

Apparently designers see a huge market of young men who don't want to wear the kind of suits their fathers - or even their older brothers - wore. They want hipper suits.

One more thing: That old fashion rule of never mixing stripes with checks? Out the window.

At the usually sportif Hilfiger show Monday night, cutting-edge pattern mixes in his strong new suit line (to be priced around $ 400-$ 500, made by Hartmarx) were all over the map. Shirt, tie, vest, slacks and jacket were in different stripes, checks and plaids.

The new style rule: the more you look like you got dressed in the dark, the better.

GRAPHIC: PHOTO, b/w, Joe Tabacca, AP

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Sweatsuit BRANDWEEK formerly Adweek Marketing Week February 20, 1995

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BRANDWEEK formerly Adweek Marketing Week

February 20, 1995

SECTION: APPAREL MARKETING; Pg. 24

LENGTH: 2023 words

HEADLINE: Sweatsuit

BYLINE: By Elaine Underwood

HIGHLIGHT:
Haute may have ahd its day, as American spurn high for low fashion. It's make sweats or sweat it out.

BODY:
Menswear designer David Chu, who creates the $ 200 million-a-year upscale department-store brand **Nautica,** has a fondness for khakis, rugby shirts and other casual classics.

Chu designs what his gut tells him to, an instinct that has led to a 30% net sales increase in 1994. And his gut tells him the definition of acceptable dress continues to broaden. For fall 1995, **Nautica** will feature gray sweats as the pants to wear with almost anything -- including tweed jackets and pressed oxford shirts.

"With thermal fleece pants, you can put on a blazer or a parka," said Chu. "The approach today is in the mixing. There are no rules on how to dress. How you feel most comfortable is the state of mind."

Forget high fashion. *Haute's* had it, for now anyway. Nike's $ 713 million 1993 apparel sales made it the 10th largest publicly traded clothing brand in the U.S., bigger than anything Paris has to offer.

In department stores, top-sellers are American classics like Tommy Hilfiger and **Nautica** for men and simplified bridge collections like DKNY, CK and Company by Ellen Tracy for women. Hot retailers include Talbots, Ann Taylor, Sears and J. C. Penney, each an avowed arbiter of the mainstream.

Beyond the occasional casual Friday and weekend cocooning binge, the kinds of clothing people buy and where they buy them has changed fundamentally.

"The importance of apparel to consumers has changed dramatically," said Wendy Liebmann, a New York apparel and retail consultant. "This is predominantly due to the changes in fashion/work ethics. We no longer have to dress so formally to go to work and that is affecting how we dress when we go to weddings, funerals, the theater, you name it."

Fashion designers blame stagnating sales on the economy and temporary fashion misfires. Fashion looks seesaw from grunge to glamor in an attempt to infect shoppers with the fashion bug.

But consumers aren't buying because they have changed; fashion trends just aren't as important. "They [designers] think it's the economy," said Liebmann. "I like to say, 'It's not the economy, stupid.'"

If fashion doesn't matter to most consumers, strategies behind the $ 1 billionplus spent annually on fashion ads-which typically serve up supermodels in superunrealistic situations-need examining. Advertisers who position clothing as comfortable, easy and flattering score more points with pragmatic shoppers.

NPD Group of Port Washington, N.Y., noted that total apparel sales inched ahead 5.3% in 1993. Some estimates for 1994 indicate sales gains as low as 3%. In '93, men's suits sales fell 2.3%; women's dresses dropped 6%. The growth: knit tops, sport shirts and the like.

Clothing sales initially dipped during the recession of the late 1980s. And many consumers discovered they didn't care so much about fashion. Their dollars today are going toward computers, home furnishings and health care.

A benchmark national survey of the clothing preferences of 3,600 Americans, sponsored by Cotton Inc., clarifies the mood. The survey, taken between October and December 1994 reveals how little looking stylish means. A majority of respondents, 58% of men and 52% of women, say they don't like to get noticed because of the clothes they wear.

"The average person is looking at fashion as somewhat important," conceded Berrye Worsham, director of market research at Cotton Inc. "But function is more important. People are wearing clothes that are comfortable. And they are not overly influenced by outside factors like fashion changes."

For example, 39% of those surveyed say they stop wearing a garment when it no longer fits, compared to only 13% abandoning an article of clothing because it's out of style. Oprah Winfrey beats Cindy Crawford as the woman women consumers wish they could dress like.

Most women also say they like their men in jeans or casual slacks. Only 17% say the suit-and-tie look was sexy.

Sporting casual clothing in formal situations is now a banner of success as exhibited by the Hollywood power execs Steven Spielberg, David Geffen and Jeffrey Katzenberg who wear jeans and loafers and shun ties and socks. The message: millionaire entrepreneurs don't have to wear suits, corporate clones do, at least four days a week.

Even women in the fashion industry profess to practical tastes. In a November survey of 1,000 female fashion execs by the Newspaper Association of America, the Gap, Banana Republic, Ralph Lauren, Sears and Target were among those cited as having the best ads. Sixty-five percent say fashion ads based on realistic situations are more effective than glamour/fantasy themes, which rated 38.5%.

The trend now is toward five-days a week casual, with IBM and Ford Motor Co. two of the latest corporate giants to adopt it. A Levi Strauss/Campbell Research poll says 35% of office workers can now dress down five days a week.

Apparel manufacturers like Hartmarx, the country's biggest tailored clothing maker at $ 718 million in 1994 sales, are shifting to emphasize casual collections through such golf/weekend collections as the licensed Jack Nicklaus to the younger, dress-down suits of Tommy Hilfiger. Casual collections now make up more than 50% of Hartmarx sales, a feat accomplished in less than five years.

During the depth of the recession and the subsequent rise of casual work dress a few years ago, Chicago-based Hartmarx was floundering in $ 300 million debt. The company's main brands -- the buttoned-up Hickey-Freeman and Hart Schaffner & Marx suit lines -- were missing the mark and analysts stayed clear.

"Change is the name of the game in the apparel business," mused Elbert O. Hand, chairman and chief executive officer of Hartmarx. "It's always been that way." Last year, Hartmarx pushed its Jack Nicklaus and Bobby Jones golf lines, linking their distribution to stores that carried Hart Schaffner & Marx and Hickey-Freeman, respectively.

"They became our answer to being on the casual side of the business -- they're not just for the golf course, but for the casual workforce," said Hand. He noted that unit sales of sportscoats have been increasing at the rate of 10% annually, while suits are gaining at 4% to 5%.

To appeal to younger men, Hartmarx signed up the rights to make suits for sportswear giant Hilfiger. Last year, Hartmarx formed Novapparel, a business unit devoted to seeking out young talent. In the fiscal year ending November 1994, Hand had winched debt down 40% to $ 188 million. Pre-tax earnings were up 64% over 1993 to $ 10.6 million.

Cotton Inc.'s survey found that 60% of Americans purchased what they already "own and like" when clothes shopping, something researchers may have learned in 1990 if they'd seen what was going on at women's apparel retailer Talbots.

The 319-unit private-label apparel chain rattled its conservative-classics formula that year to include trendier items like fringed blanket skirts and denim shirts. Sales promptly fell 7% and Talbots dropped the experiment.

Back on track by 1992, Talbots has stayed true to its formula of red, navy and white natural-fiber classics and has seen sales increase at an average pace of 10% a year. Sales hit $ 737 million in 1994, fueling expansion into children's wear, and accessories-and-footwear boutiques.

"We don't believe a lot of the styles put out are appropriate for the way American women live their lives," said Clark Hinkley, evp and chief operating officer at Talbots. "We look at fashion as an evolutionary thing not a revolutionary thing."

The Talbots customer epitomizes the upper middle class of middle America. The company resists the pressure to cater to young Gen X-ers and focuses squarely on women age 35 and up.

Following suit, the Limited Stores abandoned young-and-trendy fashions to its sister chain, Express, and reverted to the classic fashions favored by its 30ish customer base.

Unburdened by fashion's whims and risks, Talbots hews to a proven formula of selling mostly silk or viscose and linen blend career separates in the spring and timeless wood flannel and wool gabardine items in the fall. Customers return to find the same mid-calf dresses, pleated skirts, duffel coats and button-down shirts, modified only by the occasional detail and color, season after season.

Talbots' mainstay may be classic career wear, but casual is its hottest category. "During 1994 we saw a major change toward casual," said Hinkley. "We started to see casual merchandise as selling, we think partly from the standpoint of women's expanded choices in what clothes they can wear to work." At Talbots, that means more pants and shorts moving out the door.

At Avon Style, the direct sales cosmetics company's year-old apparel spin-off, sensible is the style.

"Women want to look good but they want to be comfortable," said Cheryl Frazier, marketing director at Avon Style. "Given the demands we have in our day, people are looking for things that are not glamorous and form-fitting."

In its first nine months in business, Avon grossed $ 120 million in sales of cotton-fleece separates, tunic sweaters and lingerie. In August, the company will launch Diane Von Furstenberg The Color Authority, a line of casual separates. "Almost 40% of our business is coming from plus-sizes," said Frazier. "Avon is a real people type of company."

Sears turned around its moribund women's apparel business by accurately reading the broad middle market's clothing needs. In 1994, sales of stores open more than a year grew 8.3%, on top of 8.9% gains in 1993. Other retailers report same-store sales gains of 5% or less.

"I don't think Paris has a lot of relevancy to our average customer," said Robert Mettler, president of the apparel/home fashions group at Sears. "They care about what's in, but they mostly care about what looks good on them."

In the men's department, Sears has seen strong sales in knit tops and chambray shirts. Dresses and casual knit separates are succeeding in women's.

"I think the switch is probably more evident in men's than women's apparel," noted Mettler.

Like movies and music, Chu at **Nautica** believes the American culture of dressing casually is crossing borders. He cites **Nautica** shops in Hong Kong, Thailand and Mexico as doing particularly well.

"I even find the trend toward casual dressing is picking up in Japan," he said.

Unlike other fashion movements, few think the casual-clothing boom will go the way of the fedora. Once such innate concepts as comfort and function take hold, people won't want to go back to collar bars and seamed stockings.

Hand, who likes to say "achievers are not going to dress like slobs," agreed the casual clothing trend has fundamentally changed his business but believes that suits are due a fashion comeback.

"In the early '70s, people thought all men's suits and sportscoats would go to double knits," said Hand. "Today there is not a single double-knit jacket in the country. I don't think casual [professional] wear is going to disappear like that. In the future, there is not going to be one irrevocable trend."

And the Survey Says . . .
Function beat fashion on every turn in Cotton, Inc.'s survey of the clothing prefenrence of 3,6000 consumers by Belomy Research of Winston-Salem, N.C. For the inital study, which will be updated monthly, men and women age 16 to 55 spent some 30 minutes responding to questions about fashion and appearance.

I Like To Get Noticed Because of The Clothes I Wear

	Male	Female
Yes	41%	47%
No	58%	52%

Question: Main Reason for No Longer Wearing Garments

Out of Style	13%
Haven't had right occasion to wear.	20%
No longer comfortable, doesn't fit.	39%
Worn out or stained.	25%

Question: What Best Descibes Your Feeling About Clothes Shopping
Don't like it. I try to avoid it.
If I need something I get it, then leave.
It's not my first choice for fun, but I don't mind once I'm there.
I enjoy shopping. I wish I had more time and money.
I love to shop.

GRAPHIC: Illustration, no caption, by Caty Bartholomew; Graph 1, Would You Rather be on Time and Look OK or be 10 Minutes Late and Look Great?; Graph 2, Good-Looking Men Look Sexiest In; Graph 3, Best Describes Your Fashion Changes; Picture, no caption

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Metal Urges Women's Wear Daily Accessories Supplement March 1995

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March 1995

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HEADLINE: Metal Urges

HIGHLIGHT:
Metal is leading trend in sunglasses and ophthalmic frames other trends include clip-ons, emerging demand for serious sports performance eyewear, oversized plastic frames

BODY:
Metal is the leading trend in sunglasses and ophthalmic frames due to the material's durability and relatively affordable prices. Other trends include clip-ons, the emerging demand for serious sports performance eyewear, oversized plastic frames -- often with metal accents, and vibrant colors. Marchon & Marcolin says sunglass clip-ons are helping to spur optical sales, and the company is adding them to nearly 70% of its new styles in the Calvin Klein collection. Optical Affairs/Christian Roth, is planning to launch a new wraparound frame made of aluminum that is great for the city or beach. Eric Domege, the company's co-owner, also cites key looks in blue lenses, crystal and clear frames with reflective lenses, and an emerging demand for basic, clean styles in slightly heavier plastics in tortoise and black.

The full-metal look is prevailing one in the eyewear world now.

NEW YORK -- Be it stainless steel, copper, gold, silver, pewter or even brown, the leading trend in both sunglasses and ophthalmic frames is pure metal, metal and more metal.

Now that technology has come far enough to allow even the strongest-prescription lenses to be fitted into thin metal frames, it's a look that can be worn by everyone. In addition to durability, metal frames are also available at relatively affordable prices, addressing the ongoing consumer demand for value at the price.

In addition to all the metals, there are plenty of other things for retailers to focus on, much of which can be seen at Vision Expo, which opens it's East Coast edition here on March 31 at the Jacob K. Javits Convention Center among them:

Clip-ons. From designer to moderate, many companies are adding clip-ons to their assortments in greater percentages than ever before.

The emerging demand for serious sports performance eyewear for everyday use, often by people who aren't participating in sports.

Oversized plastic frames reminiscent of Hollywood's glamour days, often with metal accents.

Color is still important, specially since the vibrant hues previously seen only in plastics are now available in metalized versions.

Riding the metal wave for sometime now is Luxoticca, the Italian firm with U.S headquarters in Port Washington, N.Y.

"We don't ever expect to see plastic coming back to what it was," said Henry Sand, vice president of sales and marketing. "Our proportion of plastic to metal still favors metal, and we believe it hasn't peaked yet. Only the ultra-high fashion boutiques will go with plastic."

A key theme in Luxottica's dozen collections now is that of super-thin styles made of what they have labeled Luxlite - a new material that enables them to carve out thinner profiles than ever before.

As for size, Sand noted that "smaller is still big," although shapes are evolving from rounder frames to shallow ovals and geometrics like octagonals and rectangulars - what they call new vintage shapes.

Clips have been added to Luxottica's most popular metal styles in all of their collections that include, among others, Giorgio Armani, Emporio Armani, Yves Saint Laurent, Valentino and Briko, the high tech performance line. Sand added that Luxottica will feature more sports performance eyewear than ever before at Vision Expo and will launch apres-ski styles, as well.

Sunglass clip-ons, the biggest trend for Marchon & Marcolin, is helping to spur optical sales, as well as nourish it's growing sunglass business, according to Donna Rollins, director of marketing.

We're adding clip-ons to nearly 70 percent of our new styles inn the Calvin Klein collection and also including them in the best-selling styles from the Marchon and Flexon lines," Rollins said.

Exclusive to its Marchon line, the company is also launching a "quick change cable." Rollins explained that it is an interchangeable temple that unlatches, enabling the wearer to go from a comfort cable temple that wraps around the ear to a traditional skull temple.

Metals are even important to its Fendi line, which features big, glamorous, plastic frames, but relies on metal accents to highlight the line's whimsical side. Bamboo and sundial motifs will be predominant at Vision Expo, Rollins said.

New advertising campaigns for Calvin Klein and Marchon will also make their debuts in New York during Vision Expo. Models Christy Turlington and Mark Vanduloo are featured wearing sunglasses in the Calvin Klein ads, and Vendela is the 1995 point-of-purchase model for the Marchon line. Vendela will also make a personal appearance on Friday, the opening day of the show.

The **Nautica** collection, which also features a high percentage of metals, is relatively new, having only been launched at last August's Vision Expo in California.

Chris Shyer, director of marketing, said that the line's department and specialty store distribution has added a whole new direction for Zyloware, its Long Island City, N.Y.-based licensee.

Until now, the company has focused on mostly optical lines, including Sophia Loren, Stetson, Gloria, Vanderbilt and Pierre Balmain.

The **Nautica** collection of 14 styles comes in about 40 sizes and unusual colors that are appropriate for men and women.

"We've been successful at introducing colors that men will find wearable, like our matte blue," said Shyer.

Most of the line offers sunglass clip-ons with polarized optical- quality lenses, which are great for beach and

boat wear. And for the first year of distribution, the company has created and eyeglass holder that is included with a purchase of sunglasses. It incorporates a yellow rubber boat float, similar to what boat keys are kept on.

In addition to small metal frames, Eric Domege, co-owner of Optical Affairs/Christian Roth, believes that glamour combined with protection and space-age design is very important now.

The company, which will show its collection in its showroom here, will launch a new wraparound frame made of aluminum -- what Domege calls "a mutation of a sport look with a ski mask."

Although a very strong statement, Domege said this look is "great for city wear on the beach. It's very light and comfortable and covers a big part of the sensitive parts of your face."

Known for its cutting-edge designs, Domege is in favor of the oversized plastic look that have recently been featured in magazines, even though he knows that they aren't necessarily for the mainstream.

"Still, we've experienced good sellthroughs already -- women want to feel glamorous again."

Other forward looks that Domege cited as key include blue lenses, for their protective qualities crystal and clear frames with reflective lenses, and ann emerging demand for basic, clean styles in slightly heavier plastics in tortoise and black, that recall nerdy Fifties looks.--WENDY HESSEN

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NO MAN'S LAND; DESIGNERS BOLDY GO WHERE MOST MEN FEAR TO TREAD The Washington Post March 05, 1995, Sunday, Final Edition

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March 05, 1995, Sunday, Final Edition

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HEADLINE: NO MAN'S LAND; DESIGNERS BOLDY GO WHERE MOST MEN FEAR TO TREAD

BODY:
After a while, one gets to recognize the aura of a hot-ticket fashion show. It attracts more people -- prosperous-looking retail execs, young art students in interesting hats, whole flotillas of editors from the fashion mags -- than can possibly find seats in the hall/tent/showroom. There's an expectant quiet in the few moments between the lights' dimming and the sound system's cranking. The most daring ensembles paraded down the runway bring applause, cheers, high-pitched whoops. Afterward, dozens of folks make the pilgrimage backstage to smooch the designer's cheeks and drawl about how fabulous the collection was.

All of which actually did happen when John Bartlett showed his fall line in New York recently. The brass from Bergdorf's and Saks and the unbearably hip Charivari, all in their regulation black accessorized with bottles of Evian, were seated in the front row. The admiring and costumed young stuffed themselves into the bleachers, among them one carefully coiffed cross-dresser who was the very image of Ivana Trump. Bartlett drew appreciative yelps for his powder-blue tweed suits, body-embracing peacoats and metallic evening wear accented with jeweled brooches and eye patches.

So why hasn't the world, or at least that element that cares about fabric and color and the curve of a well-made seam, heard more about John Bartlett? It's not for lack of talent: At 31, in only his third year as an independent designer, he's already won the Perry Ellis Award for new fashion talent. It's not because his clothes are unconventional -- "fashion-forward," in the vernacular; that's brought nothing but attention to such other provocateurs as Jean-Paul Gaultier and Todd Oldham.

There's a far simpler reason: John Bartlett, a rising star in a subordinate firmament, designs for men. And menswear has always been the Avis of the fashion world, trying hard but never coming close to the Hertz that is women's apparel.

"THE MALE SPECIES in the natural world unself-consciously displays his plumage, his antlers, his finery," Bartlett wrote somewhat plaintively in the program for his fall collection. To underscore the point, he actually sent a couple of models down the runway with impressive antlers twined into their hair.

In the human world, however, Western men turned their backs on plumage and finery about 150 years ago, and getting them interested again is a distinctly uphill battle. "In America, men are not brought up to think about wanting to look good," Bartlett said philosophically in his tiny workroom, a few weeks before the fall shows. "They're not raised to think about buying clothes. It's almost taboo -- that's something girls do."

That was true in Cincinnati in the '70s, when a teenage John Bartlett learned to either keep quiet about his

fashion forays to Salvation Army thrift shops or face his peers' scorn. And it's true in the '90s in Washington, where Bartlett has yet to find a retail outlet for his award-winning designs. If he were a women's designer, he'd already have a fragrance on the market and be steaming toward licensed bedding. But men regard fashion with wariness, if not downright scorn, and as a result the menswear business takes a perennial back seat.

Look at the sales figures. Of the $ 170 billion spent on clothing in 1993, the American Apparel Manufacturers Association estimates that women's apparel accounted for 53 percent, men's for about 30 percent. (The remainder was spent on kidswear.) These are ratios that have barely budged in 25 years. Women's clothing is sold in many more retail outlets. Furthermore, the industry rule of thumb is that 60 or 70 percent of the men's apparel sold is actually purchased by women shopping for husbands and boyfriends. In the rag business, it is distinctly not a man's world.

Look at the attention men's fashions receive. Compared with the endless seasonal media blather about women's wear, it's insignificant. "There are eight women's magazines out there exploring the phenomenon of fashion, five from Conde Nast and three from Hearst," says Alan Millstein, publisher of Fashion Network Report, a retailing newsletter. "There's only one lonely men's magazine, GQ. Its circulation hasn't grown dramatically in the past five years." He's leaving out some publications, such as Details ("Men want to look at Sports Illustrated, not Details," Millstein huffs), but the point remains: It's hard to avoid news of women's hemlines, even if you wish you could. And it's hard to find news about menswear unless it involves sneakers and endorsement deals.

Last fall, a telephone survey by EDK Associates handily confirmed any number of cliches about gender and shopping. How often do you go shopping for fun? the pollsters wondered. More than half the men, sounding surly no doubt, replied "rarely" or "never." (Whereas 62 percent of the women said "often" or "sometimes.") If you had some spare time, would you like to spend it shopping at a factory outlet? Oh, sure. Men said they'd far prefer to take a nap.

IN THE FACE of such attitudes, you almost have to admire the gumption of the forces working hard to restore menswear to the prominence it enjoyed when the Founding Fathers wore wigs and waistcoats. There are those who actually think they can foresee a day when men's and women's apparel reach parity in sales and sizzle. "I certainly can," said Stephan Weiss, husband and business partner of Donna Karan, watching an even bigger crowd than Bartlett's wedge into his wife's menswear show. Though Weiss was careful to add, "I wouldn't predict when, where or how."

The shows themselves were evidence of this campaign. American men's designers didn't stage runway shows for buyers or the press at all until a couple of years ago. When several decided to begin, their shows were scattered in lofts and showrooms all over New York City, sending audiences ping-ponging uptown and down to see the new collections. But last month, a group called 7th on Sixth took matters in hand.

Formed by the Council of Fashion Designers of America, 7th on Sixth had previously taken on similar anarchy in women's wear, collecting dozens of fashion shows (Seventh Avenue is New York's fashion center) in a central location: large tents in Bryant Park (on Sixth Avenue, get it?) behind the New York Public Library. Attendance, press coverage, celebrity spottings and other forms of attention whose impact on retail sales is hard to document -- but is considered significant nonetheless -- all skyrocketed.

So when 7th on Sixth found four spaces on far West 54th Street this winter and invited men's designers to coordinate their shows (while 7th on Sixth provided press lists, security, lighting), 23 agreed to participate (Ralph Lauren was the major holdout). And there did seem to be more camera crews, a few stars to keep gossip columnists happy, a general buzz. (As for the models, "some shows the men are drop-dead sexy and some march down like they're in boot camp," notes 7th on Sixth director Fern Mallis.) "It's fantastic," said designer Barry Bricken after his show. "You get twice as many people, a tremendous increase in press, everybody making the rounds."

Menswear is coming off a couple of healthy sales years, probably aided by several high-profile crossovers. Calvin Klein, who'd been in menswear years back and then out of it, came in again. Donna Karan entered

the field in 1991; now her menswear business has reached 35 percent of her women's collections sales. "It was a big B-12 shot for the menswear industry, that two of the real locomotives in women's fashion came in," Millstein says. "It pumped a lot of hype, gave the stores something to talk about."

Menswear marketers like **Nautica** and Tommy Hilfiger, who spend vast amounts on advertising, are showing what's possible. Their 1993 sales hit $ 151 million and $ 138 million, respectively. Joseph Abboud introduced an eponymous fragrance last year. Alexander Julian designs bedding.

Still, the presumption that real men abhor fashion is entrenched. Menswear moves slowly; styles change discreetly, not dramatically. "You're working with a pair of pants, a jacket and a shirt," Bartlett notes. "You might change a pocket or a collar . . . The emphasis is always on subtlety, working within very established boundaries." At the Fashion Institute of Technology, where he studied menswear design (he couldn't get into the more in-demand women's program), the focus was on business, more than art. "They basically say, you're all going to be merchandisers anyway, so why do you need to learn to draw?"

UNLIKE SOME GENDER differences, Western men's fear-of-fashion doesn't date to prehistoric times. It began, says fashion historian and FIT professor Valerie Steele, in mid-18th century England with the development of capitalism. Until then, pink velvet and lace-trimmed shirts weren't "feminine," just indicators of wealth and high status. "But the new ruling class was a capitalist bourgeoisie, rather than a hereditary aristocracy," Steele recounts. "It had to be sober-looking and serious. Would you trust your money to a banker in a Nehru collar or a paisley vest? So the style changed, first in England and then elsewhere."

Dressing up became not only anti-capitalist but anti-democratic, frivolous and (the worst epithet of all) French. It was fine for women to remain frivolous adornments, of course, but by the 19th century a man on a London street in a brocaded waistcoat risked having mud flung at him along with derisive cries of "French dog!" America's Puritan heritage helped cement the great rift: While gals can still be fashionable, guys should shrug and lace their good old wingtips.

Steele is very skeptical of the predictions of an imminent revolution in menswear. Such proclamations were easy to encounter at the menswear shows -- "The men's market is just beginning to explode," Fern Mallis said. They seem to crop up periodically (remember Carnaby Street?), then be forgotten for another decade or two. If anything, Steele believes, women's mass movement into the capitalist workplace over the past 25 years means women's fashion is adopting certain male values -- with day wear increasingly functional and uniform and less frilly or flamboyant -- rather than the reverse.

Of course, it may not be such a bad thing, this resistance to fashion dictates that men learn. It can make women quite envious, in fact. Do they really wish on their husbands, brothers, sons and friends the sort of persistent manipulation and resultant anxiety that women often fall prey to? Should men too learn to be continually conscious of whether to shorten or lengthen their clothing, sew shoulder pads in or pull them out, search desperately for low-heeled shoes in a high-heeled year? No one who gets dressed each morning can be entirely immune to the machinations of the rag biz, but the idea of a jacket and trousers that are appropriate for every occasion except weddings and funerals, that won't go "out of style" and brand its wearer dowdy for at least five years -- that's an appealing notion.

But not one the fashion industry appreciates, of course. It's working hard to reverse history. "Men are very dense," Fern Mallis said cheerfully as she planned the week's fashion shows. "It takes a while to get through to them." Sometimes, when the flash of camera strobes temporarily obscures the fact that Fruit of the Loom rings up about 12 times the underwear sales of Calvin Klein, it seems almost possible. The Donna Karan show last month, for instance, was a glamorous hypefest worthy of Paris or Milan. When she ventured into menswear in 1991, worried advisers, including her husband, urged her to find some other label for the collection. Men, ever fearful of seeming effeminate, wouldn't buy clothing that carried a woman designer's name, they argued. But Donna Karan Menswear is doing just fine. "I'm not afraid to say I was wrong," Stephan Weiss said as the show was about to begin.

It featured dramatic lighting, a pulsing soundtrack, hunky guys (none of them in antlers) modeling

everything from the DKNY urban-cowboy look -- leather jeans, satin shirts -- to swank double-breasted boardroom ensembles in black cashmere. The requisite stars had shown up (Tommy Tune, Jon Bon Jovi, artist Julian Schnabel, film star John Turturro), along with the expected throng of groupies, top retailers, reporters and camera crews both domestic and foreign.

Karan took the designer's traditional end-of-show strut down the runway with her models, blowing a kiss to Tommy Tune, then hugged Weiss and faced the press. "What's happening with men is probably the most exciting thing in fashion," she announced, with that common industry bravado in which announcing a trend is supposed to make it occur. "Their antennas are up. They're listening. They're thinking, 'Maybe I'll try it.' Men are really cool right now."

Paula Span, who writes frequently for the Magazine, covers New York for The Post's Style section.

GRAPHIC: Illustration, nola lopez, ON THE RUNWAY AT JOHN BARTLETT'S SHOW.

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HONEY-BEES STILL BUZZING AROUND TOWN Chicago Tribune March 6, 1995 Monday, NORTH SPORTS FINAL EDITION

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March 6, 1995 Monday, NORTH SPORTS FINAL EDITION

SECTION: SPORTS; Pg. 3; ZONE: N; Odds & Inn.

LENGTH: 837 words

HEADLINE: HONEY-BEES STILL BUZZING AROUND TOWN

BYLINE: Terry Armour.

BODY:
Just about a year ago, Albert Williams was all abuzz about his Chicago Honey-Bees joining the Women's Basketball Association for the 1995 season. That's the last we heard from the Honey-Bees, who never entered the league, paving the way for the Chicago Twisters, who next month open the season as this city's WBA addition. So what ever happened to the Honey-Bees? "Oh, we're still around," said Williams, the team's founder and president. The entry fee for a new WBA team was more than Williams anticipated and he heard some horror stories about former franchises, so Williams abandoned his idea of joining the WBA. Instead, the Honey-Bees joined the new Women's Basketball League, which has teams in Rock Island, Rockford, Aurora, Springfield and Peoria. The league hopes to expand to Joliet and southern Illinois in coming months. More importantly to Williams, the Honey-Bees have been operating as a non-profit organization that puts on basketball clinics for girls. Williams also has started a mentoring program for his players to work as role models. Williams recently received a laudatory letter from Gov. Jim Edgar commending the Honey-Bees on their community work. "We just decided to change our focus," said Williams, who played high school basketball at Hales Fransiscan. "The Chicago Honey-Bees will be successful because of our relationships we are building in the community. We have a team of young ladies who are committed to becoming positive role models to girls throughout Chicago and Illinois. We're helping them focus on having a more positive lifestyle."

Larger than life: Reebok's new "The Big Hurt's Backyard" billboards featuring White Sox slugger Frank Thomas have started popping up all over the city, but keep an eye out for a giant 75-by-35-foot wall painting of the Big Hurt to be unveiled by Reebok somewhere in the Loop this week.

On the outs: Apparently figuring they have too many sportscasters, officials at WFLD-Ch. 32 have decided not to renew the contract of "Fox Thing in the Morning" sportscaster Joe Zone when his pact runs out in May. Zone, on vacation until March 14, appeared to be the expendable one. This could open the door for Ch. 32 to use very early-morning sports guy Bruce Wolf for "Fox Thing in the Morning," too. The problem is Wolf also works with Steve Dahl as part of "The Morning Team" on WMVP-AM 1000. Stay tuned.

Random thought: Nobody should complain when Duke is invited to the NIT with a sub-.500 record after Florida International (11-18) won the Trans America Athletic Conference tournament and is headed to the NCAA tourney. Of course, Duke could win the Atlantic Coast Conference tournament for a trip to the "Big Watusi." Stranger things have happened.

Faxing frenzy: Somebody from the Utah State athletic department faxed releases to a few of the voters in the Associated Press college basketball poll to make sure the Aggies were being considered. Utah State on

Friday beat Pacific 74-64 to win its first Big West Conference title since 1980. The release points out that the Aggies lead the conference in six statistical categories and have won 22 of their last 27 Big West games and 11 of their last 13 conference road games. Hmmm.

Last laugh: Officials of the USA/Mobil Indoor Track and Field Championships, held over the weekend in Atlanta, wouldn't let Sheila Hudson-Strudwick participate in the long jump because of a paperwork snafu. Hudson-Strudwick, who is represented by First Atletieko Inc., a Chicago-based sports management company, was a little mad but still managed to set an American indoor record in the triple jump with a leap of 46 feet 8 1/4 inches Saturday. That erased her record of 46-5 3/4 set at the Northern Arizona University Indoor Invitational Feb. 25.

More from Atlanta: First Atletieko also represents Lynda Tolbert-Goode, who happened to upset Jackie Joyner-Kersee in the 60-meter high hurdles with a time of 7.93 seconds.

Signed, sealed and delivered: Agent Mark Childers of Skokie-based Pro Promotions Inc. helped former Bulls Norm Van Lier and Artis Gilmore sign a deal with the Ted Williams Card Co. Van Lier and Gilmore will appear in the company's 1994-95 NBA Draft Pick trading card set under Larry Bird 's Hardwood Legends subset.

Firsthand experience: Chicago insurance broker Ruben Villegas was picked as the 17th crew member of the 75-foot America's Cub racing yacht Young America over the weekend. Villegas was part of the PACT 95 team as the America's Cup team tested sails and tactics before its first race in the fourth round of the Citizen Cup in San Diego. Villegas won a contest sponsored by **Nautica** International Inc.

In closing: Chicagoan Curly "Boo" Johnson, in town with the Harlem Globetrotters at the Rosemont Horizon over the weekend, got his nickname from his father. His father figured that if Johnson had the nickname "Boo," he'd think people were cheering for him even when he was being booed. No kidding. The Cubs and Sox might want to do that for their replacement players.

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Wall Street sees big year for big men's companies.clothing firms, 1995 Daily News Record March 6, 1995

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HEADLINE: Wall Street sees big year for big men's companies.clothing firms, 1995

BYLINE: Ryan, Thomas J.

BODY:
NEW YORK (FNS) - Continuing acceptance of dress-down days at work should lead to boom years for many men's wear firms, according to Wall Street analysts.

Tommy Hilfiger Corp. and **Nautica** Enterprises Inc. are expected to continue to lead this trend. Strength in FridayWear led to turnarounds in 1994 for the men's wear operations of Warnaco Group Inc., led by Chaps by Ralph Lauren, and Liz Claiborne Inc. Both men's wear businesses are expected to do well in 1995.

Although casualwear is expected to show the strongest gains, overall business at most larger men's wear firms should also see improved results in 1995.

On the downside, Edward F. Johnson, at Johnson Redbook Service, expects wrinkle-resistant pants makers to see some more pressure in '95.

"They are going to have a little tougher time because capacity has caught up to demand and pricing is starting to be under more pressure," Johnson said. In particular, the launch of Dockers' WR line has intensified competition.

Farah Inc. is expected to have a down year this year while Haggar Corp. should have a moderate increase.

The WR shirt picture is somewhat brighter. Oxford Industries Inc. and Phillips-Van Heusen Corp. are expected to show better results after getting hurt by start-up costs for WR shirts in 1994.

Overall, Hartmarx should benefit from improved orders and lower debt levels, while Fruit of the Loom Inc., Russell Corp. and Tultex Corp. should see strength in underwear, fleece and T-shirt businesses. Levi Strauss and VF Corp. should be helped by strong jeans sales in Europe. The sports licensing business should remain under pressure.

Despite strength at many of the larger firms, Wall Street still expects a difficult apparel climate, particularly for smaller firms.

"I just see more companies struggling and on the edge of extinction than ever before," said Todd Slater, at UBS Securities. Slater said consolidations at retail such as Federated and R.H. Macy and increasing power of larger retailers such as Wal-Mart Stores Inc. and Target Stores will make it hard for undercapitalized

smaller firms to fill orders.

"More mom & pops and some of the smaller players will be acquired or go away. I just see an accelerating in the consolidation in the industry," he said, adding this "bodes well for larger, more flexible, well-capitalized players."

In the fourth quarter, profits for 25 apparel firms slid 3.1 percent while sales grew 13.3 percent. In the year, the group's earnings were flat, excluding a non-recurring accounting charge at Levi Strauss Associates Inc., while sales gained 9.7 percent.

Hilfiger's sales surged 50 percent in 1994 while **Nautica's** climbed 26.8 percent, both driven by strong brand recognition.

Dana L. Telsey, at Bear Stearns, sees a lot of room left to grow in the dress-down business.

"Forty one percent of offices have some form of casual day, and now with IBM and Ford coming on-stream, you're going to see it trickle down to smaller offices," she said.

She expects Hilfiger to earn 95 cents a share in its March 1996 fiscal year against 77 cents. For the year ending March 1996, she expects $ 1.18 a share. She said Hilfiger is being helped by continued expansion of its in-store men's shops and boys' fixtured areas within department stores, as well as lucrative licensing agreements, she added.

Like Hilfiger, **Nautica** also benefits from the expansion of in-store shops. Edward F. Johnson expects **Nautica** to earn $ 2.05 a share in its year ended February 1995 against $ 1.70. He looks for $ 2.45 for February 1996.

Both Warnaco Group Inc.'s and Liz Claiborne's men's wear businesses were helped by restructurings in 1993.

At Warnaco, men's wear sales were down last year due to discontinuance of brands, but margins improved substantially on the strength of Chaps by Ralph Lauren. Slater expects sales of Ralph Lauren brands to grow 25 percent this year, and looks for Warnaco to make $ 1.33 this year against $ 1.

At Liz Claiborne Inc., men's wear sales rose 21.4 percent to $ 98 million, estimated Jennifer Black Groves, at Portland, Ore.-based Black & Co. She estimates Claiborne's men's wear sales to jump 28 percent in 1995.

She said a shift to more modern stylings at Claiborne's men's wear operations in 1993 allowed Claiborne to capitalize on the casual dressing trend. Groves projects Claiborne's net earnings to rise to $ 1.50 this year from $ 1.30.

Telsey said the acquisition of the Gant and Izod brands will give P-VH a big push into the casualwear market to grow both its outlet and wholesale businesses. P-VH's overall earnings in 1994, which have not yet been reported, were hurt by sluggish dress shirt and shoe sales, and marketing and start-up costs to introduce WR shirts.

"I think the wrinkle-free shirt business will do better in 1995 with more availability of product," she said. Telsey expects P-VH's earnings to reach $ 1.05 to $ 1.10 in its year ended January 1995, down from $ 1.60 earned a year earlier. For January 1996, she looks for P-VH to earn $ 1.36.

Oxford Industries' sales are healthy, but earnings are under pressure due to costs in building capacity in WR shirts and pants.

"It costs them money in the short term, but I think over the long term it's going to pan out well," said Eileen Gormley, an analyst at Jersey City-based Pershing, a division of Donaldson Lufkin & Jennette.

Gormley expects Oxford to earn $ 2.60 a share in its May 1995 year, up from $ 2.35 in 1994.

Johnson expects most of the WR pants business will be replenishment going forward. He expects Haggar to earn $ 3.15 in its year ended September 1995 from $ 2.95, and looks for $ 33.50 in September 1996. He sees potential for Haggar in new markets, such as shorts, sport shirts, boys' pants, and outlet stores.

Farah dropped into the red in its first quarter ended Feb. 3, hurt by Dockers' entry, margin pressure from capacity catching up with demand, and cost of building new plants. Slater said Farah's WR Savane brand's business has picked up in recent weeks and he suspects "the impact from Dockers is starting to diminish."

Slater said Farah is positioning itself to become "the most important suppiler in the pants business" and is being helped by its finishing expertise. The company has agreed to supply WR pants to the Gap, Dillard's, County Seat and Ashworth, and is talking with J.C. Penney.

He called 1995 a "retooling situation" and looks for stronger results in 1996. He expects Farah to earn 75 cents in its year ended October, down from 78 cents on a fully taxed basis. He looks for earnings to bounce back to $ 1.15 in 1996.

Laurence C. Leeds Jr., managing director at Buckingham Research, expects strong results in 1995 from Quiksilver Inc., a young men's and boy's apparel firm. Earnings at Quiksilver climbed 61 percent last year on a 33 percent hike in sales.

Leeds said Quiksilver and many young men's private-label companies are being helped by a "massive movement" by department stores to build young men's departments after the bankruptcy of Merry-Go-Round Enterprises Inc. and the death of the "ethnic, grungy look."

Johnson expects VF Corp. will earn $ 4.55 this year against $ 4.10 in 1994. He said strength in jeans in Europe and a pickup in the fleece market are offsetting weakness in the sports licensing business and a maturing jeans business in the U.S.

Strength in core T-shirts, underwear and fleece businesses should help offset weakness in sports licensing and higher cotton costs for Fruit of the Loom, Russell and Tultex.

GRAPHIC: Table

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS

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Boxer Shorts Choice for Men This Year Omaha World Herald (Nebraska) March 9, 1995 Thursday

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March 9, 1995 Thursday SUNRISE EDITION

SECTION: FASHION; Pg. 35SF

LENGTH: 342 words

HEADLINE: Boxer Shorts Choice for Men This Year

BYLINE: KATHLEEN BROWN, WORLD-HERALD FASHION WRITER

BODY:
Deciding what style of swimwear to take on a cruise or wear this summer will be a lot easier for men, says Massimo Iacoboni, fashion director for the Fashion Association.

The dilemma of whether to don snug briefs or baggy boxer shorts is no more, Iacoboni said from his New York office.

Boxers will be the most popular style - for winter vacations to warm, sunny locales as well as this summer at the beach or poolside, Iacoboni said.

Cruise wear now on the market reflects the trend, with manufacturers offering traditional nautical themes in navy and white as well as mix-and-match variations of the classic patriotic motif in red, white and blue.

Also popular for cruise and this summer, the fashion director said, will be batik and ethnic-inspired prints.

"Rather than using bright, multicolored prints as in season's past," Iacoboni said, "designers are using tonal prints, mixing the same colors in different shades such as blues and greens." For the resort and cruise-bound vacationer, Iacoboni gives these packing tips: - For easy and care-free dressing, keep your shorts, T-shirts and swimwear in the same color family.

- If your windbreaker is in a red, white and blue stripe take along shorts in a solid color such as red, white or blue. Or buy the separates in stripes that are made by the same manufacturer that are designed to be mix d and matched with the jacket. Do not try to add another print (a plaid or floral pattern) in another color family. The result will be too busy.

- If you prefer a baggy, boxer style for swimming, look for swim shorts that can double as shorts.

Although some of the baggy styles still almost reach the knees, Iacoboni said, the newest look in men's shorts is a shorter, 9-inch inseam rather than the traditional 12-inch inseam.

As for those who prefer a snug suit that hugs the body and is briefer in length, Iacoboni said, "Speedo, for example, offers the competition look . . . in stripes, checks, florals, animal prints and Madras plaids."

GRAPHIC: Color Photos/5; B&W Photo/2; FIGURE ENHANCERS: Tiffany Whitney, left, and Delene Wedel model swimwear designs that flatter the bust. Miss Whitney's hot pink one-piece suit by Sessa ($ 70) with a gold zipper on the front is from Younkers at Westroads Shopping Center. Miss Wedel's two-piece suit by

Barefoot Miss ($ 65) in a floral print with a push-up bra top and pants with a high waistline for extra tummy control is from Dillard's at Oak View Mall.; PATRIOTIC MOTIF: Britteny Morrow dons a popular tank style swimsuit from the Looney Tunes collection at J.C. Penney at Westroads Shopping Center. The red, white and blue one-piece design ($ 24) features Tweety Bird on the front of the suit as well as on the T-shirt coverup ($ 16) that Miss Morrow has tied around her waist.; MEN'S CRUISE WEAR: Brad Luchsinger, left, models mix-and-match swimwear separates in red, white and blue. Larry Ferrell teams a solid T-shirt with his swim shorts in a colorful abstract print. Outfits are by **Nautica.**; ONE SUIT, TWO SIDES: Miss Wedel, left, and Miss Morrow show lattice-style back and simple front of a basic black one-piece suit by La Blanca.; TIE-DYE TANK: Tiffany Whitney's Mossimo one-piece suit in a retro print is similar to the tie-dyes worn in the late 1960s and early 1970s.; RETRO DESIGN: Delene Wedel wears a colorful swimwear ensemble by Le Cove ($ 36) that dates back to the 1940s and '50s.The style offers the mature figure a comfortable elastic waist and extra coverage in the thigh area.; VERSATILE STYLES: Jenny Haines, left, and Britteny Morrow show how the popular halter and tank style swimsuits this season can be turned into poolside party wear by adding wrap skirts or scarves at the waistlines. Miss Haines' suit is by Sea You; Miss Morrow's tank and matching scarf are by Cazimi. For prices, stores for swimwear, see Page ??. The women's swimwear models are members of the Omaha Racers cheerleading squad. Photo site: Henry Doorly Zoo., Phil Johnson/World-Herald/5sf/2

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TGIF;Friday wear works and plays Pittsburgh Post-Gazette (Pennsylvania) March 26, 1995, Sunday,

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March 26, 1995, Sunday, FIVE STAR EDITION

SECTION: THE GAZETTE, Pg. 16

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HEADLINE: TGIF;
Friday wear works and plays

BYLINE: Jane Crawford Photos By Thomas Ondrey

BODY:
The Fashion Association in New York calls for spring to herald "tradition reinvented." From casual Friday office dressing in good-looking sweaters, band-collar shirts and lightweight suits to leisure time in linen slacks and vests, men have options galore. In fact, pieces in either category can be worn interchangeably.

Updating classic looks translates into comfortable clothes that are easy on the eye.

Norman Karr, executive director of the Fashion Association, sees wider shoulders, an elongated silhouette and layering of double-breasted jackets over vests among the trends for spring. "Linen seems to be all over the place -- true linen or the look of linen. It's back to the idea of the gentleman dresser, very countrified," he said.

On the other hand, "they're doing vests over bare skin -- a young inner-city look that may not be seen everywhere," Karr said. But it increases the options for the man who follows trends.

As far as the casual Friday look goes, Karr sees it as an effort by business "to try to improve the quality of life by offering employees the chance to dress casually and comfortably if they want." But that doesn't necessarily mean a tie-less day. There are many ties with boating and other leisure themes that are fine for a casual work environment. And, Karr said, if you have a problem with a tie, "It's not the necktie that's making you uncomfortable -- you're wearing the wrong size shirt."

From the local point of view, Larry Rubin, owner of Specialty Clothing, Downtown, sees a lot of pastels in heather earthtones like browns, beiges and olives. "Linen and silk blends in suits and sport coats" also will be important, Rubin said. And the fabric will be repeated in dress slacks. One-button and three-button ventless jackets should be strong sellers, according to Rubin, and the double-breasted jacket will be prominent, too.

Among the designers' offerings:

Nautica, the sports and outerwear manufacturer, stays on course with all-American sporty looks. Designer and company president David Chu has created the gear for the PACT 95 team challenge for the America's Cup. Function and attractiveness are hallmarks of **Nautica** styles. For sailing or merely navigating through rainy days, the exclusive fabric Nautex repels water and retains radiated body heat. High-tech design details include oversized non-fumble zipper pulls.

The company also is branching out, debuting a golf line, featuring essentials like cotton lisle shirts in glen plaid, cotton poplin shorts and trousers and links-motif sport shirts. Linen band-collar shirts and cargo shorts are on the horizon, as well as a new line of tailored clothing which debuts this spring.

Shirt options for spring -- with band collars being the most popular -- can be oversized, be made with wrinkle-free fabric and come in a wide variety of stripes and checks, as well as solids. Van Heusen seems to lead the pack with selection.

The jacket is another foundation for the season, and Giorgio Armani is a specialist in this area. His jackets are likely to sport a shirt-like construction that is soft and fluid -- with and without collars and lapels. Washed linens, cottons, silks and ramie are the fabrics of choice, and color runs from a cool shade of white to medium khaki to cedar green and metal gray.

Back on the American side, Ralph Lauren's Double RL line spotlights suit separates, such as an unconstructed three-button seersucker jacket. Faded shirts with that worn look are teamed with suspenders and a white T-shirt that is visible.

Robert Comstock's Endurance line features breezy shirts in plaids and batik, as well as tailored pants and shorts. Cotton/linen vests go equally well with pleated pants, shorts and striped, drawstring pajama styles.

Timeless good looks are expected from Perry Ellis, who this season concentrates on classic blazers, simple vests, open-collar shirts, flat front trousers and soft suits. Neutral and mixed patterns complement military styling and Perry Ellis signature prints.

Retro styling comes into play with a combination of seersucker shorts, a white camp shirt and Argyle sweater vest.

JCPenney is a popular shopping alternative for many men (and women who shop for them), and this spring's fashionable guy will find choices from the golf-wear boom, versatile vests, wrinkle-free fabrics and business casualwear. Penney's take on dress-down clothes isn't just for Friday at the office. Rather, it's a philosophy that approves of merging clothes for work and leisure by, for example, choosing a nubby vest with a tailored suit or a sport coat with a band-collar shirt or wrinkle-resistant cotton slacks.

Loose and layered is the look for much of Donna Karan's collection. Crew-neck pullovers with wide necks, vests over T-shirts, linen jackets with matching pull-on pants and linen six-button, high-neck jackets are part of the picture. There is even a pareo (skirt, to most people) for men from Karan. With that option for spring, there truly is something for everyone.

NOTES:
Jane Crawford is a Post-Gazette features writer who covers men's fashion. Thomas Ondrey is The Gazette staff photographer.

GRAPHIC: PHOTO (5), PHOTO: The band-collar shirt from Joseph Abboud ($65) is spring's ticket to being fashionably correct. Teamed with a navy striped linen vest ($90) and cuffed pants ($98) from Tommy Hilfiger, it's a look that's going places. (All from London Dock, Squirrel Hill.) ; PHOTO: Pierre Cardin's one-button suit ($359.75) is perfect for casual Fridays at the office or slipping into a trendy dinner spot. A black T-shirt ($49.75, Specialty Clothing, Downtown) makes it happen. The soft, natural leather chair is from the Icon Collection ($2,119, Perlora).; PHOTO: It's a look that's great if you can pull it off: The duster ($169.75, Specialty Clothing) is popular from here to Butte -- with or without the dogies. Long and full, it's a special look from Arrowhead for that dude in you.; PHOTO: Style and comfort for the active guy on his off hours: Shorts ($28) and a striped Rugger ($28) over the essential white T-shirt ($18) are complemented by Birkenstock sandals ($84, all from American Eagle Outfitters). ; PHOTO: Dockers can dress a man for a casual evening with khaki slacks ($42) and a golf shirt ($42). The tassled loafers are by Nunn Bush ($49.99, all from Lazarus). The woven leather chair is $1,630 (from Perlora, South Side).

LOAD-DATE: November 8, 1995

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1995) and leq (6/30/1995)) (Edit Search | Suggest Terms for My Search)

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Company Picnic The New York Times March 26, 1995, Sunday, Late Edition - Final

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The New York Times

March 26, 1995, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 45; Column 1; Men's Fashions of The Times Magazine

LENGTH: 13 words

HEADLINE: Company Picnic

BODY:
The grass is green. The sky is clear. But play it cool. The boss is here.

GRAPHIC: Photos: On the preceding page, clockwise, from far left: Man's soft-shoulder silk and linen jacket, $135, and pants, $75, by Lance Karesh for Basco. At Barneys New York. Dayton's, Minneapolis. Washed-silk short-sleeved shirt from Artifact, $145. At Charivari, all stores. Sandals from Gucci.; Man's blue and white seersucker jacket, $275, pants, $98, cotton short-sleeved shirt, $76, cotton T-shirt, $27.50, and linen sweater, $98. All from Double RL by Ralph Lauren. At Bloomingdale's. Polo Sport, 888 Madison Avenue. Polo/Ralph Lauren, Beverly Hills, Calif.; Man's nylon jacket from Emporio Armani, $410. At Emporio Armani boutiques. Lightweight wool jeans by Gianni Versace, $325. At Versace Jeans Couture, Miami Beach. Knit sweater from Istante.; Cotton shirt from A.P.C., $138. At A.P.C., 131 Mercer Street. Pants from CK Calvin Klein, $125. At Barneys New York. Bloomingdale's. Neiman Marcus.; Man's suede sport jacket, $1,195, and linen trousers, $375, from Donna Karan Men. Both at Barneys New York, selected stores. Bergdorf Goodman Men. Pants also at Saks Fifth Avenue. Cotton shirt, $34. At the Gap.; Man's linen jacket, $495, pleated trousers, $175, and linen shirt, $125, from Polo by Ralph Lauren. At Polo/Ralph Lauren, 867 Madison Avenue. Pants and shirt also at Polo/Ralph Lauren, Beverly Hills, Calif.; Woman's T-shirt, far left, from A.P.C. Woman's dress, center, from Banana Republic. Woman's cotton and Lycra dress, far right, from Istante. Children's clothes from the Gap.; Opposite page, top: Cotton pullover jacket with drawstring waist from J. Crew, $78. At J. Crew stores nationwide. Cotton sweat pants from Russell Athletic, $28. At major department stores and sporting goods stores. Hiking boots from **Nautica.** Sunglasses from Rayban.; Opposite page, bottom: Goretex jacket from Marmot, $439. At Eastern Mountain Sports, 20 West 61st Street. Paragon Sports, 867 Broadway. Linen, rayon and nylon pleated pants from DKNY, $175. At Macy's Herald Square. Hiking boots from Aga. Sunglasses from Rayban.; This page, top: Cotton seersucker jacket, $495, and trousers, $225, by Calvin Klein. At Bergdorf Goodman Men. Louis, Boston, Boston. Wool crewneck sweater from Lacoste, $174. At Lacoste Boutique, Bal Harbour, Fla., or for local stores, call (800) 452-2678. Sunglasses from Persol.; This page, bottom: Linen jacket, $795, and pants, $365, by Dries Van Noten. At Barneys New York. Viscose and cotton sweater by John Bartlett, $250. At Bloomingdale's. Traffic, Los Angeles. Cotton shirt from Lacoste. Sunglasses by Romeo Gigli.; Opposite page, top left, from left: Linen jacket by Lance Karesh for Basco, $172. At Barneys New York. Stanley Korshak, Dallas. Linen pants by Donna Karan, $375. At Bergdorf Goodman Men. Charivari 57. Neiman Marcus.; Linen shirt by Calvin Klein, $150. At Neiman Marcus. Merino wool vest, $137.50. At Paul Stuart. Cotton pants by Tommy Hilfiger, $95. At major department stores.; Brushed-cotton gabardine car coat, $407. At Industria, 755 Washington Street. Linen shirt by Calvin Klein, $175. At Louis, Boston, Boston.; Opposite, top right: Cotton shirt from Pivot Rules, $49.50. At Bloomingdale's. Lord & Taylor. At Saks Fifth Avenue. Pivot Rules stores nationwide. Mock turtleneck from Hanro, $63. At Amalgamated Foundation, 13 Christopher Street.; Opposite, bottom right: Khaki windbreaker by John Bartlett, $220. At Bloomingdale's. Traffic, Los Angeles. Linen pants from Moschino Cheap and Chic Uomo, $295. At Untitled, 26 West Eighth Street. Cotton sweater from Joop Menswear, $295. At Saks Fifth Avenue.; Opposite, bottom left: Silk top, $75, and linen shorts, $105, from

More Dash Than Cash. At Tootsies, Houston.; This page: Merino wool vest, $137.50. At Paul Stuart. Cotton shirt, $155. At A.P.C., 131 Mercer Street. Pants from STNT, $95. At Charivari, all stores. Belt, Industria.; Man's acrylic-blend textured camp shirt by Dolce & Gabbana, $250. At Charivari 57 and Charivari 72. Crushed-cotton and nylon wide-legged pants, $195. At Charivari, New York City. Ultimo, Chicago.; Woman's sweater made of rayon knit, $350, and pants made of stretch silk-satin, $686, by Alberta Ferretti. At Saks Fifth Avenue. Greta, Beverly Hills, Calif. Child's linen shirt from Gapkids. (Tim Simmons for The New York Times)

LOAD-DATE: March 26, 1995

Source: News & Business > Combined Sources > **News, All (English, Full Text)** [i]
Terms: **nautica and date(geq (1/1/1995) and leq (6/30/1995))** (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, April 5, 2006 - 8:48 PM EDT

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COLLARING CASUAL NICHE RATES A 'BUY' ON STREET Crain's New York Business March 27, 1995

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Crain's New York Business

March 27, 1995

SECTION: News; Pg. 123

LENGTH: 560 words

HEADLINE: COLLARING CASUAL NICHE RATES A 'BUY' ON STREET

BYLINE: PHYLLIS FURMAN

BODY:
For Bruce Klatsky, chairman of shirt manufacturing giant Phillips-Van Heusen Corp., 1994 was like a too-tight collar around his neck. Squeezed by falling demand for men's dress shirts and the high costs of introducing a wrinkle-free line, Van Heusen saw its earnings dive and its stock plummet.

But the worst should be over for Mr. Klatsky and his company, which also manufactures Bass shoes and operates more than 800 outlet stores. Thanks to Van Heusen's recently completed acquisition of Crystal Brands Inc., the company that once epitomized the buttoned-up corporate look is poised to become a major force in the red-hot men's dress-down market. "This acquisition should help Phillips-Van Heusen become a key player in the rapidly growing men's casual market," says Faye Landes, an apparel analyst at Smith Barney.

Cheered by the Crystal Brands deal, Prudential Securities analyst Jack Pickler recently put a "buy" rating on Van Heusen, which has been trading at around $16, just up from its 52-week low. With profits from Crystal Brands' three labels-Izod, Gant, and Salty Dog-kicking in during second-half 1995, Mr. Pickler projects earnings per share of $1.40 in the year ending Jan. 31, 1996, compared with the previous year's earnings per share of $1.12. "Bruce now has two of the best casual brands in department stores, Gant and Izod," Mr. Pickler says. "They are sleeping giants, with exceptional appeal to 25- to 44-year-olds, the heaviest buyers of apparel."

It is a market segment that Mr. Klatsky was slow to target. While two other publicly held menswear companies, **Nautica** and Tommy Hilfiger, soared last year by selling casual clothes to younger men, Van Heusen stuck to its age-old dress shirts. Mr. Klatsky also took his time introducing a wrinkle-free line, a strategy his archrival Arrow had long ago embraced.

The big expenses associated with converting to wrinkle-free put a heavy crease in Van Heusen's bottom line. Earnings for the fiscal year ended Jan. 31 declined 41% to $36.9 million, though sales rose 8% to $1.3 billion. The stock, which reached $39 a year ago, plunged to $14 in December. Mr. Pickler expects the stock to bounce back to $21 over the next 12 months.

In addition to pushing Van Heusen into the casual market, the Crystal Brands deal will help the company improve its ailing outlet business. Up until now, Van Heusen had been operating private-label outlets under the names Windsor Shirt and Cape Isle Knitters. Unlike true outlet stores, these chains disappointed shoppers, who were looking for real department store brands at discounted prices.

Mr. Klatsky is expected to convert these stores into Gant and Izod sites. In the face of the waning outlet

store industry, whose sales declined 6% last year, he will also likely reduce Van Heusen's dependence on its retail stores.

LOAD-DATE: April 14, 1995

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Eighteen Montgomery Clients Make Fortune's List of America's 100 Fastest Growing Companies Business Wire April 5, 1995, Wednesday

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Business Wire

April 5, 1995, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 286 words

HEADLINE: Eighteen Montgomery Clients Make Fortune's List of America's 100 Fastest Growing Companies

DATELINE: SAN FRANCISCO

BODY:
April 5, 1995--The Fortune rankings of America's 100 Fastest Growing Companies released this week include 18 Montgomery Securities clients. Among the 18 were 10 companies that had made the list in previous years.

Montgomery's clients on Fortune's 1995 list of America's 100 Fastest Growing Companies include: Alternative Resources Corp. (ALRC); Argosy Gaming Co. (ARGYG); Callaway Golf Co. (ELY); Chipcom Corp. (CHPM); CIDCO Inc. (CDCO); Cyrk (CYRK) Inc.; Fore Systems (FORE) Inc.; FTP Software Inc. (FTPS); Global Village Communication Inc. (GVIL); Hollywood Entertainment Corp. (HLYW); HomeTown Buffet Inc. (HTBB); Lone Star Steakhouse & Saloon Inc. (STAR); Oxford Health Plans Inc. (OXHP); Papa John's International Inc. (PZZA); PETsMART Inc. (PETM); Safeskin Corp. (SFSK); Video Lottery Technologies Inc. (VLTS); and VTEL Corp. (VTEL).

This is the second time in six months that Montgomery underwritings have been heavily represented in a national magazine's best-of list. In November 1994, Forbes ranked five Montgomery clients among the top 10 of America's best small companies. These companies included: Lone Star Steakhouse & Saloon (STAR) Inc.; **Nautica** Enterprises Inc. (NAUT); Landry's Seafood Restaurants Inc. (LDRY); Papa John's International (PZZA); and FTP Software (FTPS). Included were three that made the lists in both magazines.

Privately held and based in San Francisco. Montgomery Securities is the nation's premier investment bank specializing in growth companies.

CONTACT: Montgomery Securities
Robert Ferri or Kristie Callahan, 415/627-3172

LOAD-DATE: April 6, 1995

Source: News & Business > Combined Sources > News, All (English, Full Text)

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1995) and leq (6/30/1995)) (Edit Search | Suggest Terms for My Search)

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Hip-hopping to the top THE DALLAS MORNING NEWS April 12, 1995, Wednesday, HOME FINAL EDITION

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THE DALLAS MORNING NEWS

April 12, 1995, Wednesday, HOME FINAL EDITION

SECTION: FASHION!DALLAS; PROFILE; Pg. 5E

LENGTH: 573 words

HEADLINE: Hip-hopping to the top

BYLINE: Michele Ingrassia, New York Times Special Features

BODY:
The fashion industry is littered with crash-and-burns, companies whose celebrity and credibility flamed out before next season's fabric shipment arrived.

Los Angeles designer Karl Kani is determined not to be another victim.

Wait, that's too tame.

The man who put inner-city America into baggy, hang-off-your-butt jeans and inspired legions of homeboy wannabes is absolutely consumed with proving he's not a one-trick wonder.

From the way his staccato gum chewing punctuates a conversation to his dead-on gaze, Mr. Kani seems afraid to lose focus, even for a moment.

Ask where the next innovation is coming from and he fairly crackles.

"From the person who's hungriest," he says. "And I'm hungrier now than I've ever been before."

He'd better be.

A year after his split from Cross Colours - the company that helped put him in business and first harnessed hip-hop into hot fashion - Mr. Kani and his new company, Karl Kani Infinity, face stiff competition.

Some pressure comes from black-owned firms, such as Cross Colours and Russell Simmons' Phat Farm, but mainstreamers like Polo, Tommy Hilfiger and **Nautica** are also making inroads into Mr. Kani's audience of relentlessly trendy - and sartorially fickle - young black men.

But so far, Mr. Kani is still the king of streetwise style - and probably the best-known African-American designer since the late Willi Smith.

He's predicting sales of more than $ 40 million a year, expects to open his first department-store boutique in mid-May - at A&S in Brooklyn - and now has a shop in Macy's.

In Dallas, his line is carried in Foot Action, Gadzooks and Merry-Go-Round stores.

Just as important, Mr. Kani hasn't lost his appeal. Says customer Snoop Doggy Dogg, the rail-thin rapper:

"I can't wear that Levi stuff or them other white-boy jeans."

Long before he started turning out oversize clothes emblazoned with his oversize signature, Mr. Kani, 26, seemed to know what hip young men wanted.

On the streets of Brooklyn in the late '80s, Carl Williams - as he was known before he adopted a variation on "can-I" - would deck himself out in custom-made shirts and pants. Soon, friends were pleading, "Could you make me one of those suits?" and Mr. Kani was taking orders from his gold BMW.

He longed to be in music. "I knew I couldn't sing or dance or rap," Mr. Kani says, sitting in his L.A. office behind a glass table etched with his logo. "But I could provide the clothing."

In 1989, he headed to L.A. and opened a store in South-Central.

He didn't hit big, though, until three years later, when he hooked up with Threads 4 Life, the parent company of Cross Colours. It was a smart move for both.

Cross Colours, which mixed multicultural themes with blazing colors, was already hot among rappers, but few people over 18 could carry the look. Mr. Kani took urban couture to a more wearable level, with muted colors and shapes that attracted real people.

Mr. Kani is shy and rarely smiles, adding to his tough-guy veneer. He cultivates the steely persona, saying it makes him a better businessman.

These are already tough times for hip-hop clothing. Topflight labels have been plagued by counterfeiters and copycats. Cross Colours couldn't keep pace and regrouped into a smaller design firm.

Says Alfred Edmonds, assistant managing editor of Black Enterprise magazine, "His best bet is to let America cross over to him." If it does, he'll be ready.

GRAPHIC: PHOTO(S): 1. Karl Kani 2-5. Men's fashions by Karl Kani

LOAD-DATE: May 31, 1995

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1995) and leq (6/30/1995)) (Edit Search | Suggest Terms for My Search)
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Skin care solid in Southwest.retail sales of men's skin care products; Men's Toiletries WWD April 14, 1995

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WWD

April 14, 1995

SECTION: Vol. 169 ; No. 72 ; Pg. S22; ISSN: 0149-5380

LENGTH: 648 words

HEADLINE: Skin care solid in Southwest.retail sales of men's skin care products; Men's Toiletries

BODY:
Williamson, Rusty

DALLAS - Saving face is on the minds of more Southwest men.

That's the consensus of several retailers, who said treatment items specifically targeting men - including Aramis's Lift Off and the Polo Sport regimen - are hot.

Though more of a seasonal, gift-giving category than women's, the men's toiletries business, boosted by this growing interest in skin care, continues to grow in the Southwest. Sales gains of 5 to 10 percent are expected this year, according to the local merchants.

Big promotional plans for Father's Day are expected to help propel J.C. Penney's men's toiletries business, which is planned to be up 7 to 9 percent this year, said Kathy Hebert, fragrance buyer.

"The business is good," she stated, adding that plenty of Father's Day activities are on tap, including gift sets, customized fragrance baskets and direct mailers. In addition, two full-page newspaper ads, set to run in June, could reach 40 million homes, Hebert said.

One of the store's best-selling men's scent is Compar's Aqua Quorum, which Penney's launched in January. It's already a big hit, especially with younger customers, said Hebert.

"Customers love the lighter scent - it's one of the oceanic fragrances," she explained. "It beat plan."

In addition to Aqua Quorum, best-sellers so far this spring have included Baryshnikov for Men, Royal Copenhagen, 4711, Elizabeth Taylor's Passion for Men, Lagerfeld Photo and Halston Z-14.

Men who shop at Neiman Marcus are showing stronger interest in bath, body and skin care items, said John Stabenau, vice president and divisional merchandise manager. Polo Sport and Aramis's Lift Off are bestsellers, as are bath and body aromatherapy products from various vendors.

"About 50 percent of our Origins sales are to men buying for themselves," said Stabenau, who said the men's toiletries business at Neiman's has been "excellent."

Best-selling men's fragrances at Neiman's include Boucheron for Men, Aramis, Cartier's Pasha, Hermes, Donna Karan's DK Men, Annick Goutal, Havana from Aramis and Kenzo for Men. Stabenau added he is

looking forward to the launch of L'Eau d'Issey Pour Homme from Issey Miyake.

Specialty Retailers Inc., an apparel chain based in Houston, is projecting men's toiletries gains of at least 10 percent this year, according to Judi Siff, divisional merchandise manager for cosmetics.

She cited brand loyalty and solid promotional support as being behind strong sales for Davidoff's Cool Water, Drakkar Noir, **Nautica** and Ralph Lauren's Polo and Safari for Men. Night Flight, a Joop fragrance, will launch this season.

Facial treatment products are luring male customers at The Village Pharmacy here, said Wilhelmina Von Heflick, cosmetics manager.

"Whether snow skiers needing a moisturizer, joggers wanting bath salts or someone simply wanting a hand cream, skin care is increasingly "more important to male customers," she said.

Men's toiletries sales are ahead 8 to 10 percent at The Village Pharmacy and Von Heflick projected the pace to continue through the end of the year.

Best-selling fragrances include Halston Z-14, Jacomo, Yves Saint Laurent's Kouros, Drakkar Noir, Burberrys, Jaguar, Pancaldi, Baryshnikov for Men, Trumper - an English brand of colognes and shaving accessories - and 4711.

Kelly Cowman, cosmetics manager at Dougherty's Airway Pharmacy, Dallas, said the men's toiletries business is seasonal, but noted that more men are showing interest in skin care.

"They'll buy herbal bath products, aromatherapy shower gels and bath salts, especially from Kneipp," she said, adding that customers also like Polo Sport items - for the scent and the price.

Hot fragrances at the drugstore, where business at the men's counters is planned to be up by 5 percent, include CK One, Ralph Lauren's Polo, Aramis, Obsession for Men and Giorgio for Men.

GRAPHIC: Photograph

SIC: 2844 Toilet preparationsIAC 16830882

IAC-CLASS: Trade & Industry

LOAD-DATE: October 23, 1995

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1995) and leq (6/30/1995)) (Edit Search | Suggest Terms for My Search)
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Nautica net jumps 27.2% during fourth quarter; Nautica Enterprises Inc., fourth quarter ending February 28, 1995; Brief Article Daily News Record April 19, 1995

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Daily News Record

April 19, 1995

SECTION: Vol. 25 ; No. 75 ; Pg. 3; ISSN: 0162-2161

LENGTH: 294 words

HEADLINE: Nautica net jumps 27.2% during fourth quarter; **Nautica** Enterprises Inc., fourth quarter ending February 28, 1995; Brief Article

BODY:
Brady, Jennifer L.

NEW YORK (FNS) -- Robust sales of men's sportswear and casual apparel for the workplace drove profits at **Nautica** Enterprises Inc. ahead 27.2 percent in the fourth quarter and 42.7 percent in the year ended Feb. 28,1995.

In the quarter, earnings grew to $ 6.3 million, or 45 cents a share, from $ 5 million, or 38 cents, a year ago.Sales rose 23.5 percent to $ 52.8 million from $ 42.8 million.

David Chu, president and CEO of the **Nautica** division, attributed the favorable results to "great sales" throughout the business. He singled out "strong growth in collection sportswear," which performed especially well at leading department stores.

Chu added that casual collection sportswear is also doing very well, with "casualwear in the workplace really taking hold."

Laurence C. Leeds Jr., analyst at Buckingham Research, said the men's sportswear firm's numbers were in line with his estimates, noting that the company has its products "In the right place.

"The company has more products on the floor, but its rate of sales is higher than the year-ago, which augurs well for the future," Leeds said.

In the full year, profits advanced to $ 24 million, or $ 1.72, from $ 16.8 million, or $ 1.35, a year ago. Sales moved ahead 28.3 percent to $ 247.6 million from $ 192.9 million.

Profits in 1995 were boosted by a $ 632,000 tax gain related to its State-O-Maine division. Year-ago earnings included a $ 826,000 gain due to life insurance proceeds from the death of the company's former chairman, Milton Weinick, on Aug. 17,1993.

The company also announced a three-for-two stock split in the form of a 50 percent stock dividend.

Despite the strong results, **Nautica** stock fell 1 7/8 to 29 5/8 Tuesday in over-the-counter trading.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTSIAC 16842330

IAC-CLASS: Trade & Industry

LOAD-DATE: October 30, 1995

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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SHOPPING NOTEBOOK Orange County Register (California) April 24, 1995 Monday

Copyright 1995 Orange County Register
Orange County Register (California)

April 24, 1995 Monday MORNING EDITION

SECTION: ACCENT; Pg. E02

LENGTH: 561 words

HEADLINE: SHOPPING NOTEBOOK

BYLINE: JENNIFER LOWE;GARY KRINO, The Orange County Register

BODY:
Outlet mall near Palm Springs ready to undergo expansion

More outlets are on the way for Southern California. Desert Hills Factory Stores, the outlet mall just west of Palm Springs, plans to open an additional 50 shops May 1.

The mall's second phase, which will double its size, will include four new names on the local outlet scene: Burberrys, Crabtree & Evelyn, BOSE and Founders Club.

Four of the new stores are based in Southern California; all are clothing stores: Big Dog Sportswear (Santa Barbara), and Laundry, B.C.B.G. and Max Studio (Los Angeles).

Cabazon's addition will make it the largest outlet mall in the area, with Barstow's Factory Merchants mall a close second. The new Tanger Factory Outlet Center in Barstow still makes that high-desert town the biggest collection of outlets locally.

Other new stores due in Cabazon include Ann Taylor Loft, Anne Klein Petites, Carter Childrenswear, J. Crew, Mikasa, **Nautica,** Rockport, Tommy Hilfiger and Unisa. For more information, call (909) 849-6641.

Top money-saving tips: Sometimes it doesn't hurt to hear or read them again every now and then. That's why "66 Ways to Save Money," a pamphlet from the Consumer Literacy Consortium, might be a good thing to keep on file. Though its tips are pretty basic, they make good sense. Among them:

You can save up to $ 100 a year on gas by keeping your car engine tuned and your tires properly inflated.

If you can't pay off a large credit-card balance, switch to a card with a low interest rate.

You'll spend less on food if you shop with a list.

To get a copy of the brochure, send a check for 50 cents made payable to the Superintendent of Documents to Save Money, Pueblo, Colo. 81009.

Indian handcrafts: Jewelry, pottery, weaving, silverwork, kachina dolls, art prints, basketry and music tapes are some of the items you'll find in the spring edition of the Indian Handcrafts catalog from The Southwest Indian Foundation.

The particulars: Sunface flower earrings of inlaid turquoise, coral, jet and shell in sterling silver, $ 68; medicine wheel Navajo sand paintings (16 by 16 inches), $ 60; armadillo fetish (hand-carved pipestone with turquoise eyes, 1 1/4 inches long), $ 49; hand-carved cedar American Indian flute (24 inches long), $ 249.

For more information or to receive a free catalog, call (505) 863-4037.

Green tip: When shopping for a lawn watering system, consider soaker hoses and drip irrigation instead of sprinklers wherever possible. They waste much less water. _ From "The Green Pages" by The Bennett Information Group

"Pet pampering has gone way beyond buying manicures for toy poodles and hand-knit sweaters for chihuahuas. Today, Fifi and Fido have their own mail-order catalogs, hotels, groceries, transportation services, and even grocery stores. "

AMERICAN DEMOGRAPHICS MAGAZINE noting that people spent $ 15 billion on their pets in 1993

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Knit, woven sport shirts off to strong start at retail. Daily News Record April 25, 1995

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Daily News Record

April 25, 1995

SECTION: Vol. 25 ; No. 79 ; Pg. 4; ISSN: 0162-2161

LENGTH: 1280 words

HEADLINE: Knit, woven sport shirts off to strong start at retail.

BODY:
Spevack, Rachel

NEW YORK -- Sport shirts are off to a good start this spring at East Coast specialty stores, with wovens and knits vying for the top spot.

Although the business isn't expected to peak until May and June, strong-selling styles so far include crewneck knits in stripes and dobby patterns; classic piques by Polo, **Nautica** and Dockers; pigment-dyed indigo linen shirts; banded-collar shirts in rayons and linens; and Forrest Gump-styles -- oversized camp shirts with notched collars and elbow-length sleeves.

At Cohen's Clothiers in Cockeysville, Md., an 8,000-square-foot men's and boys' specialty store that carries both tailored clothing and sportswear, sales of cut-and-sewn woven sport shirts have softened. Gilbert Cohen, owner, said he expected this to happen and planned accordingly by beefing up his knit buy, both for the current season and for next fall. "Our buy of cut-and-sewn wovens! for next fall is down 30 percent. Our buy for knits is up a comparable amount."

In Cohen's opinion, younger customers just aren't drawn to wovens during the spring and summer -- they want to wear knits. "What we have found here is that as soon as it gets warm, customers -- and I'm talking younger customers -- immediately move into shorts. If you take the average younger customer, he'd much rather wear a knit shirt with a pair of shorts than a cut-and-sewn." He stressed that this isn't the case in the winter.

Knit business has been very good this season so far, even though the peak selling period hasn't hit yet, Cohen said, adding that "May and June are the two best months for selling these products." Henley styles have been very strong, and the store has also done well with crewnecks in a variety of different stripes and dobby patterns as well as classic pique shirts from Polo, **Nautica** and Dockers. All of these shirts are short-sleeved, he noted.

Cohen's Clothiers has reordered "short-sleeved henleys and many styles from **Nautica** and Dockers and Polo in the classic piques." It's also reordered several striped crewneck styles from various surf vendors it carries. "If they customers are buying shorts from any of the eight or nine surf vendors we carry, they usually will buy shirts from those same vendors. If we sell a guy a pair of Rusty shorts, he won't necessarily buy a shirt by Rusty, but he might buy a shirt by Quiksilver or Gotcha."

At Rosey Jekes in Hanover, N.H., a 3,750-square-foot specialty store carrying men's and women's better

sportswear, oversized camp shirts with notched lapels are replacing a lot of inexpensive knitwear business, said Kenny Fabrikant, owner. The shirts have full half-sleeves that extend to the elbow, and most have straight bottoms.

He used the term "Forrest Gump shirts" to describe them, but said he prefers to call them "Uncle Julius" shirts because they "almost feel like a shirt you stole from your Uncle Julius. They're similar in attitude to Kramer Shirts, but the Kramer Shirts had to do more with bowling styles."

The camp shirts are selling in washed poplin, lightweight lawn, seersucker, pucker crepe and rayon yarn-dyes, Fabrikant said. Patterns are graph plaids, muted '50s ombre plaids, small neat checks, crepe boucles and "interesting seersucker twists. I have a couple in beautiful overdyed madras with lots of reds and browns and deep greens and blues."

They're selling at full price, from 28 to $ 90, depending on the quality of the fabric. The bulk of the business is in those styles priced in the high $ 30s to mid-$ 40s. "For my store that's a good buy because most of my shirts are $ 60, $ 70, $ 80," he said. "For summer someone can come in and buy two and satisfy their need for something different." Fabrikant declined to name any of his resources, but said he's using both domestic and European suppliers.

In knits, Rosey Jekes is featuring "modified stripings in really interesting colorations -- coral with indigo and cream stripes or brown grounds with red and dark green thrown in." These fine-gauge cotton shirts, which range in price from $ 28 to $ 60, look good with khakis, Fabrikant said. "Someone could wear it under an oxford shirt or as a T-shirt. Independent specialty stores really need to step away from the Gap and Banana Republic and offer something unique. Our stores can't appear all light blue and khaki or all khaki because that's what those stores look like."

The importance of price cannot be underestimated, Fabrikant said. "I think price has become incredibly significant, but it's not going to rule my business because I'm a specialty store and I have to give people special merchandise which costs a little more. I have to be price-aware but I'm not going to be price-dominated because it takes the joy out of the product. I think we're going to have a good second half of spring and summer and I base that on buying really unique merchandise and making sure I am address' price issues.

Sport shirt business is very good at Church Street Trading Co., two specialty stores that carry men's and women's wear, upscale antiques and home furnishings. (One unit is in Great Barrington, Mass., and the other is in New Milford, Conn.) Bob Rush, owner, said that pigment-dyed solid indigo linen shirts by American Terrain have been the single best-selling style, which he attributed to their soft hand. They're the only style he's reordered to date.

Banded-collar shirts are still selling at Church Street, he said. "They have to be almost like outer shirts in very drapable fabrics -- rayons and linens. Last year we sold packaged basic banded-collar shirts whereas this year they have to be a little more interesting. We hang them and they sell with shorts or pants."

Church Street goes after woven sport shirt business, not knit business, Rush said. "I think there's just too many basic knits around at lower prices. We do have one polo in the store from JJ. Farmer. It's pigment-dyed herringbone cotton. It's got great colors because it's pigment-dyed. We're afraid of very basic polos. We do sell basic pigment-dyed T-shirts as an impulse item. People just grab 'em. They'll wear a band collar over a nice pigment-dyed T-shirt."

Business in general is "fair," he said. "At this time of the year in the Berkshires and Litchfield County, business really doesn't open up till May. The weekenders come back in May and that helps a lot."

At The Rogue, a 9,000-square-foot men's and boys' wear specialty store in Jackson, Miss., that carries both sportswear and tailored clothing, woven sport shirt business has outpaced knit business until now, but that will change as soon as the temperature gets above 85, said Jeff Johnson, buyer and chief merchant.

"With the casual look in Friday dressing sort of making its presence felt, guys have wanted something other than a dress shirt or tie to go with a sport coat. We do a nice silk/cotton shirt from Cypress Grove. The styling of the shirt is very simple. When a guy buys a sport shirt to go with a sport coat, it needs to be pretty clean because he wants the sport coat to do most of the talking." The Cypress Grove shirt retails for $ 110.

Within the last six weeks, the linen long-sleeved sport shirt business has started to pick up because banded-collar shirts are so strong, Johnson said. The shirts have been selling particularly well in patterns, such as little houndstooth checks and ombre plaids.

"In knits we still have a huge washed pique business both in solid piques and printed piques. Once summer gets here that starts to really pick up for us," Johnson said.

The Rogue has placed reorders on some solid linen shirts with straight collars.

GRAPHIC: Photograph

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FATHER'S DAY BIZ OUTLOOK: SMALL GAINS DNR May 5, 1995

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May 5, 1995

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HEADLINE: FATHER'S DAY BIZ OUTLOOK: SMALL GAINS

HIGHLIGHT:
Retailers are preparing for moderate increases in Father's Day furnishings and accessories sales

BODY:
Retailers are preparing for moderate increases in Father's Day furnishings and accessories sales. Overall the accessories business is good. The one soft spot is neckwear, according to Doug Weiss, divisional merchandise manager for men's dress furnishings at Saks Fifth Avenue. There have been very good sell-throughs in men's jewelry, particularly in novelty items. Crowley's (Detroit) is establishing corporate casual shops in its 10 stores in time for Father's Day. Overall accessories business should trend higher than neckwear, according to Steven Mechanivch, general merchandise manager of men's, children's, and home. Mr Mechavich blamed the difficult neckwear climate on casual dressing, and the company is trying to educate consumers. Crowley's will present head-to-toe casual offerings, dress shirts and neckwear along with pants and sport coats. The company mailed a casual-lifestyle Father's Day advertising book to about 500,000 customers on its mailing list.

Expect shirts, belts and loungewear to set pace

By CATHERINE M. CURAN

NEW YORK -- Retailers are gearing up for moderate increases in Dad's Day furnishings and accessories sales but expect gains to be fueled by dress shirts, loungewear and belts.

As for the old Father's Day standby, neckwear, expectations are all over the lot, with some stores projecting healthy increases, some seeing modest gains and some saying business may be flat.

While neckwear remains a tough category, there are pockets of strength in textured looks and some better lines, retailers noted. Across the board in accessories, unique looks are crucial to creating excitement, they contended.

"Overall the accessories business is good. The one soft spot is neckwear," said Doug Weiss, divisional merchandise manager for men's dress furnishings at Saks Fifth Avenue.

Weiss said there have been very good sell-throughs in men's jewelry, particularly in novelty items. In dress shirts, Donna Karan, CK Calvin Klein, Zegna and Valentino are topping the hot-sellers list. "There's been a

lot of excitement in dress shirts in terms of coloration and texture," Weiss noted. Armani sunglasses have also been strong sellers.

Victor Jackson, men's furnishings and accessories buyer for Jacobson Stores, Inc., based in Winter Park, Fla., said sales of belts and loungewear are strong. "I've been doing very well with belts in unique looks ... if it's basic-looking, people don't want any part of it." Hot belt brands include Trafalgar, retailing in a range from $0 to $65 Cole-Haan, retailing in a range from $55 to $65 and Paolo de Ponte, retailing from $70 to $85. The leather belts feature embossed woven patterns, basketweave looks and mixes of imitation prints such as alligator or lizard on the leather.

Jackson cited modest success in loungewear, adding, "I'm hoping for better things for fall and holiday." He noted he has placed a substantial order for **Nautica** loungewear including cotton pique tops and bottoms, coordinating long pants and shirts, henleys and crew-neck T-shirts. Retail prices range from $18 to $28.

Paul Ginsburg, president of New York-based Moe Ginsburg, said: "I expect modestly good results with accessories, but ties have taken a back seat." He cited strength in casual belts and braces, alternative dress shirts, boxer shorts with messages, and socks with interesting textures and colors. Ginsburg expects accessories sales to increase in the low single digits.

Steven Mechavich, general merchandise manager of men's, children's and home, Crowley's, Detroit, said overall accessories business should trend higher than neckwear, which he expects to be flat to slightly ahead. He blamed the difficult neckwear climate on casual dressing, but said the company is working to educate consumers. Crowley's is setting up corporate casual shops in its 10 stores in time for Father's Day. The shops will present head-to-toe casual offerings, dress shirts and neckwear as well as pants and sport coats. Crowley's has also mailed a casual-lifestyle Father's Day advertising book to about 500,000 customers on its mailing list.

At J.C. Penney, wrinkle-resistant dress shirts have been very strong, said a spokeswoman. She said Van Heusen WR dress shirts retailing in a range from $32 to $35, and the company's Stafford Executive brand, retailing for $29.50, are hot sellers. Another strong category at Penney's is loungewear.

While reports on neckwear were mixed, even those expressing the most caution singled out unique looks that are selling well.

Brooke Cundiff, accessories and furnishings buyer for Bigsby & Kruthers, Chicago, said she expects neckwear to be strong, powered by texture, sophisticated dressy wovens and exclusive designs. Horizontal patterns have also sold well. A Hugo Boss tie retailing for $80 has been a hot item.

But, Crowley's Mechavich said hot items in neckwear include "anything with texture. More-relaxed looks and texture as a general statement," he said. Strong sellers include Superba's Palatina line and Randa's Minatore by Geoffrey Beene, retailing in the mid-to-upper $20 range.

Sak's Weiss added: "Better resources are where we're having our success in neckwear." Valentino, Zegna, Ferragamo and Versace have been selling well. Retail prices range from $70 to $105. The look is updated traditional, with bold accent colors. Sophisticated jacquards that add texture and dimension in the pattern, and classic wovens with updated patterns and colorations are important.

One neckwear buyer, who spoke on condition of anonymity, said her company should make last year's neckwear figures and might even achieve a little bit of an upside. However, to post gains the store is taking a much more promotional stance than last year. "The customer wants value, whether it's perceived or real," she said. She noted that margins shouldn't suffer too badly because the promotions were planned.

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Lincoln-Mercury establishes link to America's Cup The Atlanta Journal and Constitution May 5, 1995, Friday,

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May 5, 1995, Friday, ALL EDITIONS

SECTION: WHEELS, Pg. 2S, Linda Sharp

LENGTH: 593 words

HEADLINE: Lincoln-Mercury establishes link to America's Cup

BYLINE: Linda Sharp

BODY:
"Nice guys finish last." It's a saying we hear a lot, hopefully in jest more than in actual belief.

But for John Marshall and the crew of his Pact/95 America's Cup yacht, Young America, it's reality.

In late April, Pact/95 had all but eliminated Dennis Conner's Stars & Stripes, then Marshall agreed to a regrouping of the field for the finals to determine which yacht would defend America's Cup against the New Zealand challenger. The other entry in the finals was the America, with a nearly all-female crew.

After the negotiation, Pact/95 was awarded two points, which gave it an advantage over Stars & Stripes and America's yacht, Mighty Mary. Then Bangor, Maine-based Pact/95 hit a slump. Last week it was eliminated from competition, but there is still some good to come out of defeat for the Pact/95 effort. As befits a crew whose boat is christened Young America, they still offer a lot to the youth of America.

From the inception of the Pact/95 team, part of Marshall's plan had been to offer unique educational opportunities to schoolchildren. This notion was paramount in securing Lincoln-Mercury's involvement with the effort.

The auto industry has a serious problem with the lack of students qualified in mathematics and science from the nation's school systems.

A former teacher, Marshall had the vision to make these often tedious subjects more fun and more appealing to students by tying them to sailing. Pact/95 offers free programs that connect sailing to school courses. It also offers the opportunity for classrooms to interact via the Internet with the Pact/95 team.

Lincoln-Mercury spokesman Keith McGee says the company saw this as a multisided opportunity.

Putting something back

"Our first consideration was that in addition to publicity, Pact/95 gave us the opportunity to put something back into the community. Secondly, it helps to generate the educational expertise our industry needs. And third, it gave us the opportunity to address a market base much younger than our current customer."

"Currenty, the average age of a Lincoln-Mercury customer is the mid- 40s. By focusing on the school-age children, we reach a mid-30s base audience."

To follow through on a more youthful image, Mercury is marketing two vehicles in conjunction with its Pact/95 sponsorship, a Young America edition of the Mercury Mystique and a **Nautica** model of the Mercury Villager.

These vehicles are white with interiors highlighted by nautical trim and white leather seating. Natty cars for a pretty natty concept.

What prompted Marshall to include education in his Pact/95 effort? How does someone go from the classroom to the premier class of world yachting competition?

Marshall says, "I got into America's Cup racing through the back door."

While a teacher, Marshall sailed as a leisure activity. He was able to turn his pastime into his occupation, eventually heading up one of the major sail manufacturers in the world. From weekend sailor, he went on to Olympic sailing competition and eventually found himself as a crew member on an earlier Conner Stars & Stripes.

His next challenge was to form his own team, Pact/95, and mount an assault on America's Cup.

Lucky for America's kids, he never forgot his roots. Now, with the '95 America's Cup competition behind them, both Pact/95 and the educational program will continue with preparation for the next competition.

Linda Sharp is a training consultant to auto manufacturers. Her column is written exclusively for The Atlanta Journal-Constitution.

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SUIT YOURSELF ,Shapely swimwear conceals, enhances The Commercial Appeal (Memphis) May 7, 1995, Sunday,

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The Commercial Appeal (Memphis)

May 7, 1995, Sunday, Final Edition

SECTION: IMAGE (Sunday Only), Pg. 1F

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HEADLINE: SUIT YOURSELF ,
Shapely swimwear conceals, enhances

BYLINE: Barbara Bradley, The Commmercial Appeal

BODY:
Marilyn Monroe was photographed once on the beach in a white swimsuit quite modest by today's standards. Yet she looked dazzling, a palomino Venus unveiled by the surf.

Now bathing beauties from the '40s and '50s return as swimwear becomes increasingly curvy, constructed and feminine. Coverage is more generous, cuts are kinder, colors are brighter.

In men's swimwear, boxer shorts ride high in a wave of almost nerdy traditionalism.

"What's important now (for women) is construction and flattering the body," said Christina Porter, designer of Sirena and Rose Marie Reid swimwear. "The look carries over from the '40s and '50s when you had bra cups, lower legs and heavy tummy control. It was a girdle fit, really. Everything was done to keep the eye flowing up and down and to make the body look longer. Detailing was very important."

"When I'm designing a suit I think, 'This is the closest a woman comes to being nude in public, so the suit has to be comfortable,' " she said. "There must be beautiful prints and styling to make her feel feminine."

"Cleavage is what women want," said Debbie Coryell, a spokesman for Jantzen Inc., which is offering an armada of 30 suit styles with built-in, push-up bras. "Some of it is the retro influence," she said, "but a lot of it is just the aging Baby Boomer who has had children and needs more support than she did in the past."

Even Anne Cole, noted for her clean designs with an athletic tilt, offers rhinestone trim, a chemise skirted suit and a group of mesh-trimmed suits she called her "tabloid divas." They include the "Paula Jones" model with demure mesh at the waist, and the "Tonya Harding," a not-so-demure number with racer back and deep mesh side panels.

Retro influences show up in halter looks, one-shoulder suits, skirted and draped suits, boy legs (like short shorts), girdle-style bottoms, wider straps and narrow belts at the waist. From the '70s come the high-necked maillot and crop-top designs.

Supporting the illusion are padded bras, underwire bras and soft molded cups often backed up with tummy panels or "power net" linings for extra control. Even tank styles usually offer at least a shelf of lining to which one may discreetly sew in circular pads. (According to one local retailer, almost every customer who buys such suits does so.)

Fabrics that camouflage bulges include rich prints and lots of thick textures that hold as well as hide. Prints leave almost no ethnic stone unturned, and reflect especially the American Southwest, the Far East, the Orient, Egypt and the tropics. Batiks, stripes and animal prints are strong.

Sweater girls return in crocheted, knitted and cable designs. Some suits are puckered while others offer carved waves pointed in strategic directions.

When styles are not dramatic and sophisticated, they draw on the innocent, wholesome, flirtatious spirit of '50s American beachwear.

"The freshest look in swimwear across the board is the Daisy Mae return to innocence," said Corbin Seitz, fashion spokesman for Target stores. Look for gingham, denim and sunflower prints; rickrack, eyelet, bows and applique trims; suits with tie fronts or laceup styles. In a similar mood are traditional American Lolitas with their underwire bikinis in madras, plaid, polka dot and mini-floral prints. Very popular at Target are two-piece styles with mix and match bottoms that allow a woman to customize her level of exposure. Each piece is $ 15.

After a season of earthy spice tones and pastels, color is back. There are rich blues, hot pinks and bright corals as well as baby pastels, metallics and jewel tones. Solid white is statement. Black and white is strong. Navy, wine and forest green offer an alternative to black, the consumer's perpetually favorite shade.

Seitz recommends a man's white shirt as a great coverup for white suits or many of the more casual styles. A big hit with glamor girls are Gottex's short, thrown-on, chiffon sarong skirts (about $ 120) which drape

beautifully.

For men, oversized, loose-fitting boxer shorts in water repellent cottons have eclipsed lycra biker shorts of past seasons, said Massimo Iacoboni, fashion director of The Fashion Association. "Swimwear is less body-conscious," he said. It's following an anti-fashion, conservative, nerdier feeling he calls "the Forrest Gump" look.

There are nautical, patriotic and ethnic prints; plaids; patchwork looks and color blocking. Strong but muted colors are wine, forest green, red, yellow and navy.

Apparently men like the look. "Our swimwear business is up from last year. It's a silhouette more people can wear," said Laynie Wootten, men's area sales manager at Dillard's. Men often buy coordinating knit shirts and baseball caps to extend their suit's use beyond the pool. Sales clerks say such swimwear by **Nautica** and Tommy Hilfiger attracts just as many women buyers as men. Women find the trunks, worn as shorts, a good value, and they like the loose-fitting, care-free fabric.

Swimsuits all by Gottex from Tan & Cruise. Star print and stripe trunks are $ 39 each at Dillard's. Models are Aja Evans and Allan Forbes from Robbins Models and Talent Inc.

GRAPHIC: Photo (4),

Photographs by Steve Jones,

(Color) Suits by Gottex both distract and enhance. This gold-painted maillot ($ 150) offers surplice drape and bust details. Pareo is $ 192.

(Color) Marbelized two-piece suit ($ 78) gets a lift from an underwire bra and a higher waist. Patriotic trunks by Tommy Hilfiger.

(Color) An Egyptian design print draws the eye upward in this high-necked maillot ($ 108). Striped trunks by **Nautica.**

Men's swimwear goes back to tradition in easy-to-wear boxer styles.

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Men's wear helps boost earnings at May Co., Mercantile in period.May Department Stores Co., Mercantile Stores Company Inc., first quarter of 1995 Daily News Record May 9, 1995

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HEADLINE: Men's wear helps boost earnings at May Co., Mercantile in period.May Department Stores Co., Mercantile Stores Company Inc., first quarter of 1995

BODY:
Seckler, Valerie

NEW YORK (FNS) - Men's wear was a strong performer and less promotional than women's wear at both May Department Stores Co. and Mercantile Stores in the first quarter.

Overall, cost controls lifted earnings 1.8 percent at May Co. and 25.9 percent at Mercantile, despite heavy promotions of women's wear and overall soft business conditions.

May Co.'s earnings for the quarter ended April 29 grew to $ 114 million, or 42 cents per share from $ 112 million, or 41 cents Retail sales expanded 6.8 percent to $ 2.7 billion from $ 2.53 billion.

Overall revenue at the St. Louis-based May Co., including finance revenue and sales of stores that were closed and not replaced, rose 6.3 percent to $ 2.79 billion from $ 2.62 billion.

Comparable-store sales picked up 2.4 percent at May Co.'s department stores and 1 percent companywide, reflecting a 4.6 percent downturn at its chain of 4,569 Payless ShoeSource stores.

Todd Slater, analyst at UBS Securities, said May Co. had planned for same-store sales growth of about 5.5 percent in the quarter.

Women's wear sales at May Co. were propped up by promotions, while men's wear was one of the retailer's strongest performers and was "not too promotional," noted Philip Abbenhaus, analyst at Stifel Nicolaus, St. Louis.

"When women's apparel sales are very, promotional and they still have a small sales gain, it tells you something about the state of retailing," Abbenhaus continued "One of the strongest categories was men's collections, like **Nautica** and Tommy Hilfiger."

Slater credited May Co. for the "best systems and soundest merchandising strategy" among the major department store retailers.

"They don't increase their inventories too dramatically to grab market share, so their earnings hold up," Slater said.

For his part, Abbenhaus said, "The good news for May is its costs were well managed. Their SG&A costs were up 6 percent while their revenue was only up 6.3 percent."

A number of May Co.'s competitors will turn in weaker first-quarter numbers, predicted Slater, who listed J.C. Penney and Dayton Hudson among them.

Last year and again in January, May Co. was rumored to be in acquisition talks with Mercantile, the 102-store chain based in Fairfield, Ohio.

"I'd look for May to buy Dayton's department stores before they would try to buy Mercantile," said Abbenhaus. "As poorly as Dayton's has been performing, they have to throw a bone to shareholders. Selling the department stores could do it."

However, Abbenhaus said May Co. would have to pay about $ 10 million per store in good will to do the deal, resulting in a purchase price of about $ 60 per share - a price the analyst said "doesn't make sense."

Meanwhile, Mercantile reported earnings in the first quarter surged to $ 10 million, or 27 cents per share, from $ 7.9 million, or 21 cents.

The net reflects a charge of $ 1.4 million, or 4 cents per share, stemming from costs associated with the company taking over management of its credit card business. Mercantile expects to take a larger charge associated with the startup in the second quarter.

Earnings in the first quarter of 1994 include a $ 3 million charge for the consolidation of Joslins management into The Jones Store Co.

Sales at Mercantile grew 1.7 percent to $ 602.9 million from $ 592.5 million. Comparable-store sales crept up 0.7 percent, falling below the company's anticipated 2.5 percent gain, said William A. Carr, treasurer.

Nevertheless, Mercantile hasn't revised its 2.5 percent comparable-store growth forecast for the second quarter since comps rose 8 percent in April.

Strong sellers last month included young men's, which was up 25 percent, along with women's dresses, up 35 percent, and better women's sportswear, up 8 percent, Carr said.

Interest expense in the period was slashed 44.6 percent to $ 4 million from $ 7.2 million, as Mercantile paid down debt from its acquisition of Maison Blanche in 1992.

In view of the weak retail climate, Slater cut his 1995 earnings estimates for Ma Co. to $ 3.30 per share on sales of $ 13.2 billion. He's forecasting the department stores will bring in sales of $ 10.8 billion.

Abbenhaus is projecting May Co. will earn $ 3.23 per share this year, short of Wall Street's consensus estimate of $ 326. He looks for a 10 percent sales gain to $ 13.3 billion.

Carr said he's comfortable with Wall Street earnings estimates of $ 3.00 per share for 1995 for Mercantile, against $ 2.81.

"This quarter the big question is, Are your earnings up?'- not How much are they up?' "said Abbenhaus. "it's as bad as I've ever seen it out there."

Meanwhile, first-quarter profits at Dillard Departmert Stores Inc. were virtually flat at $ 48.4 million, against $ 48.3 million a year ago.

Earnings per share came to 43 cents in both periods.

Sales edged up 3.2 percent to $ 1.37 billion from $ 1.33 billion and same-store sales rose 1 percent.

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Young golfers update a colorful tradition THE DALLAS MORNING NEWS May 10, 1995, Wednesday, HOME FINAL EDITION

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HEADLINE: Young golfers update a colorful tradition

BYLINE: Valli Herman

BODY:
For decades, most golf clothing has been as difficult to look at as the game is to master.

Garish plaids, screaming bright colors and polyester stiff as bark characterized clothing that many men wore, even at exclusive country clubs. Golfers, a gentle sort, nevertheless earned reputations as ruthless style violators. Golfers - sheep in wolves' clothing.

What gives?

"I've been trying to deal with that question, believe me, for 40 years," says Jack Herschlag, executive director of the National Association of Mens Sportswear Buyers.

"To begin, golf comes from Scotland. It is very much steeped in that classical tradition, which includes tartans, madras, the argyles, the knitted cardigans and the bright colors," he says.

Tradition also dictates that newcomers dress the way the sport's best players do.

"I don't think you can name another popular sport where the role models are middle-aged men," says Mr. Herschlag. "Those guys, having grown up with the clothes of a particular generation, haven't changed very much.

"And golf takes a lot of time. You can't go out and do a half hour like you can with tennis," he says. "That means you either have money and can take a day off or you are retired."

Now an emerging group of golf fans are seeking to make amends by reviving retro looks and fine tuning current styles. Professional golfer Payne Stewart makes fashion statements by wearing vintage plus-fours on the course. Jimmy Haggar, through his Dallas-based company, E. Magrath, offers the Byron Nelson Eleven Straight collection of vintage-inspired, dressy golf clothing. And sportswear designers such as **Nautica's** David Chu are becoming golf enthusiasts and developing golf collections to suit their tastes.

Even Guess plans to offer an expanded golf collection this fall.

As a result, golf clothing is in the midst of a renaissance. A wide range of styles are showing up at professional tournaments, such as this week's GTE Byron Nelson Classic at Four Seasons Resort and Club at Las Colinas.

When the tournament opens Thursday, chances are the pros will be wearing the lines they endorse, the spectators will be in khakis and polo shirts, and the Four Seasons golf pros will be in shirts and ties. Mike Abbott, the resort's golf director, has made it his personal mission to improve golf's look. In the tradition of golfers in the '30s and '40s, his pros tuck their ties into woven dress shirts and linen trousers from the Eleven Straight line.

Mr. Abbott says a shift in attitude has helped change how men dress on the course. "It used to be when you came to the course, you sort of brought your golf costume with you," he says.

The costumes resulted from "a combination of men's lack of fashion knowledge and one day somebody thought it was a good idea and it caught on," says James Hilford, president of Pivot Rules, a newer golf clothing company. "All you need is a visible leader to do something and it follows very quickly."

You might also blame the tournaments. Since 1949, the winner of the Masters tournament at Augusta gets a membership to the club and a vivid green blazer, the same one the members wear.

Worse, golf clothing is not governed by a uniform. It has few athletic demands on the clothes and minimal dress code restrictions.

"Golf became an outlet for people who have to be almost necessarily drab," says Mr. Herschlag.

Now designers are trying to stem the tide - or perhaps cash in on the country's 21.2 million golfers, 81 percent of whom are male.

The upscale magazine The Golfer includes sophisticated fashion layouts to match readers' tastes.

"A guy who wears a Ralph Lauren or Armani suit doesn't want to put on Sansabelt pants when he gets on the course," says Andrea DaRif, art director. "He wants a sophisticated palette, natural fibers and sophisticated styling - the same thing he would look for in a fine suit."

Mr. Chu, who plays golf all over the globe, has witnessed and helped push a new golf image. He takes cues from younger golfers who wear street clothes - looser shirts, softer colors and cotton fabrics.

Mr. Abbott, of the Four Seasons, says the introduction of natural fibers almost immediately improved the look of golf clothes: "It's hard to make polyester pants look good on somebody.

But even the polyester is different now. It's microfiber. It's really a high grade polyester."

He personally doesn't wear much of it, but he's in step with fashion's move to retro golf wear. "Golf chic," as it is being shown in 1995, has a lot in common with 1945, when Mr. Nelson won his 11 straight tournament titles.

Mr. Haggar's 2-year-old Eleven Straight line borrows directly from Mr. Nelson's wardrobe of 50 years ago. "We took actual old pictures of his short-sleeve woven shirt and made it into a knit.

And we remade the trousers that he wore at the PGA championship in 1937 - full leg, box pleat, besom side pocket. It's very retro."

He admits it's taking a while for vintage golf wear to catch on.

But he says its classy appeal will be hard for businessmen to resist. Both Mr. Haggar and Mr. Abbott speak of a trend for more men and women to conduct business on the links.

"We always wanted to do an on-and-off-the-course look," says Mr. Haggar. "We think it's not too far off when people may start wearing ties on the golf course again. It's getting so dressy it's scary."

GRAPHIC: PHOTO(S): 1. Jose Maria Olazabel of Spain and Ben Crenshaw sport shamrock green jackets they've won in Masters Tournaments. (Photo: Agence France-Presse) 2. Vijay Singh in lavender 3. John Daly gets expressive 4. Payne Stewart in hs trademark knickers 5. Jose Maria Olazabal is bold but neat 6. Former President Gerald Ford and President Bill Clinton 7. Gene Sarazen sports the old-school look. Golfers often take their cues from the old-timers. (2-7. Associated Press)

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Roughing It, and Flaunting It, With Eddie, Orvis, et al. The New York Times May 21, 1995, Sunday, Late Edition - Final

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HEADLINE: Roughing It, and Flaunting It, With Eddie, Orvis, et al.

BYLINE: By JEFFREY J. TARAS

BODY:
WITH clothes or with cars, it's the image that counts, and that sells. Sports cars evoke youth -- or, perhaps, a midlife crisis. Mini-vans summon up images of suburban parents hauling children to scout meetings and soccer practice. But beyond these blanket associations, auto makers often try to affix to their vehicles brand images established for products far removed from Detroit.

Clothing makers and fashion designers have long been asked to put their stamp on cars. Since 1976, Lincoln has offered models that bear the marks of designers like Bill Blass and Valentino. American Motors tried to revive flagging models like the mid-1970's Matador with gaudy designer interiors, and for 1978 it sold a Gremlin Levi's edition that had a denim interior with copper rivets. These vehicles typically featured distinctive paint and trim, with the designer's logo or signature splashed seemingly everywhere.

More recently, the marketing approach has reached mini-vans -- with a Mercury Villager trimmed by **Nautica,** the sportswear maker -- and sport-utility vehicles. Ford was the first to market a special-edition sport utility, the Eddie Bauer Bronco II, 11 years ago.

The image of Eddie Bauer Inc., a purveyor of rugged outdoor apparel and equipment, includes attributes that Ford wants consumers to associate with the Bronco II: youth, ruggedness, quality and an outdoor life style. Ford now offers Eddie Bauer packages on the Explorer, the Bronco full-size sport-utility and the F-150 pickup. All feature two-tone paint and special interiors, and they come with packages of premium equipment that is otherwise available only as individual options, if at all.

To date, Ford has sold more than 500,000 vehicles with the Eddie Bauer name; so far this year, Eddie Bauer editions account for 16 percent of all Explorer sales.

Considering the success of the Ford-Eddie Bauer association, it is no surprise that Jeep has joined forces with the Orvis Company to offer the Grand Cherokee Orvis Edition. Jeep's mission is similar to Ford's: to market a vehicle using a well-established image. The Orvis model, new for 1995, has accounted for about 5 percent of Grand Cherokee sales this year.

Although Ford and Jeep have had little trouble selling all of the Explorers and Grand Cherokees they can make, the designer editions represent more than an attempt to increase profit margins. Although they are expensive -- the four-wheel-drive Eddie Bauer Explorer starts at $30,015 and the Orvis Edition at $32,345 -- the package price includes luxury equipment that would cost as much, or more, if ordered separately. Because the equipment is standardized, the designer editions are easier to make.

More important to the auto makers, the designer dress expands the potential base of customers, particularly to the affluent young professionals who already buy from upscale retailers like Eddie Bauer. "The Orvis package gives us an avenue to reach a higher demographic," said Mike Gialdini, marketing plans manager for Jeep. "It's image rather than margin."

For both Ford/Eddie Bauer and Jeep/Orvis, the relationships are symbiotic. Ford benefits because its Explorer is prominently featured in mail-order catalogues and store promotions. Jeep reaps the same benefits through the Orvis catalogue and in-store promotions for the Orvis Edition.

In each case, having the retailer's name on the flanks of highly popular sport utilities also serves to advertise Eddie Bauer and Orvis, and that can only help to sell more down jackets and fishing tackle. And for those who are not so image-conscious, or who dislike the prospect of driving a rolling advertisement, careful attention to the order form can create an Explorer or Grand Cherokee with much of the same equipment, but no designer label.

GRAPHIC: Photo: A Ford Explorer with Eddie Bauer trim. For the companies, the benefits are mutual. (Ford Motor Company)

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