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Part 3 of 11

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Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)

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1999 Nautica Malibu Triathlon Raises $ 70,000 for the Elizabeth Glaser Pediatric AIDS Foundation; More Than 2,000 Celebrities, Musicians & Athletes Participate in Sept. 19 Event Business Wire September 21, 1999, Tuesday

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Business Wire

September 21, 1999, Tuesday

DISTRIBUTION: Business Editors

LENGTH: 526 words

HEADLINE: 1999 **Nautica** Malibu Triathlon Raises $ 70,000 for the Elizabeth Glaser Pediatric AIDS Foundation; More Than 2,000 Celebrities, Musicians & Athletes Participate in Sept. 19 Event

DATELINE: MALIBU, Calif.

BODY:
Sept. 21, 1999--More than 2,000 people hit the beach in Malibu on Sunday for the 13th Annual **Nautica** Malibu Triathlon.

The event raised $ 70,000 to benefit the Elizabeth Glaser Pediatric AIDS Foundation. More than 30 celebrity teams participated in addition to hundreds of weekend warriors.

David Duchovny ("X-Files"), Alexandra Paul ("Baywatch"), Patrick Warburton ("Seinfeld") and Michael Ward (rock band The Wallflowers) were among the celebrities who raced.

The **Nautica** Malibu Triathlon is a half-mile swim in the Pacific Ocean, an 18-mile bike ride along scenic Pacific Coast Highway and a four-mile run along Zuma Beach to Point Dume and back.

The celebrity relay division was won by Team Wallflowers, with Craig Hummer (Fox Sports) swimming, Michael Ward (The Wallflowers) biking and Josh Cox (professional runner) anchoring the run. The trio finished with a time of 1:15:52.

Finishing second among the celebrity relays was Team Jesus Jones with a time of 1:17:48. The team consisted of Alex Kostich (Pan Am Games swimming gold medalist) swimming, Michael Edwards (lead singer of "Jesus Jones") biking and Danny Reed (professional runner) anchoring the run.

In third was Team **Nautica,** featuring Brent Imonen (triathlete) swimming, Steve Hegg (Olympic gold medal-winning cyclist) biking and Jose Solano ("Baywatch") running. The team finished with a time of 1:18:34.

The all-female celebrity division was won by Team MTV Blame Game in a time of 1:35:24, with Laura Tanabe (elite swimmer), Desira Utzig (pro cyclist) and Kara McNamara (MTV's "The Blame Game").

The overall individual winner of the 13th Annual **Nautica** Malibu Triathlon was Michael Collins with a time of 1:21:21. The overall winner in the female division was Megan Warner with a time of 1:31:33.

Presenting sponsors of the 1999 **Nautica** Malibu Triathlon include PowerBar and Men's Health magazine.

Nautica is a leading international fashion and lifestyle company with products ranging from men's, women's and children's sportswear and accessories to a complete home collection. Through charity outreach programs like the **Nautica** Malibu Triathlon, the company continually strives to assist in raising awareness and funds for important causes and charities.

The Elizabeth Glaser Pediatric AIDS Foundation is the leading national non-profit organization dedicated to funding and conducting research focused on pediatric HIV/AIDS. Over the past 10 years, the foundation has raised more than $ 80 million and maintained an administrative overhead of less than 6 percent.

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Brian Lover, 212/830-8244
or
MESP
Adam Fell, 818/707-8866 ext. 12

Today's News On The Net - Business Wire's full file on the Internet

with Hyperlinks to your home page.

URL: http://www.businesswire.com

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Nautica Jeans Company Launches Online Scavenger Hunt To Promote New Denim Brand;Zentropy Crafts Website Promotion With Major Online Partners PR Newswire September 28, 1999, Tuesday

Copyright 1999 PR Newswire Association, Inc.
PR Newswire

September 28, 1999, Tuesday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS, RETAILING AND TECHNOLOGY EDITORS

LENGTH: 369 words

HEADLINE: **Nautica** Jeans Company Launches Online Scavenger Hunt To Promote New Denim Brand; Zentropy Crafts Website Promotion With Major Online Partners

DATELINE: LOS ANGELES, Sept. 28

BODY:
"The Hunt is on!" This scavenger theme will play out as a two-month online promotion from **Nautica** Jeans Company (www.nauticajeans.com), created by Zentropy that sends online participants on a search across seven partner sites to seek out **Nautica** Jeans Company icons in a quest for over one thousand dollars in prizes.

Starting September 27th through November 15th, visitors can search the sites of Yahoo! (www.yahoo.com), Sony Online Entertainment Network (www.station.sony.com), E! Online (www.eonline.com), Warner Bros. Online (www.wb.com), Bolt.com (www.bolt.com), The ARTIST direct network (www.artistdirect.com), and Spin.com the online home of SPIN Magazine, (www.spin.com), and, of course, **Nautica** Jeans Company (www.nauticajeans.com) seeking the **Nautica** Jeans Company branded icons hidden on each of the partner sites. When a user collects all 10 icons, he/she will be entered in a drawing for over one thousand dollars in prizes from **Nautica** Jeans Company and the partner sites (prizes include clothing from **Nautica** Jeans, Sony Discman, CD's and movies, branded partner merchandise, and more).

Zentropy recently launched the **Nautica** Jeans web site (www.nauticajeans.com), a **Nautica** initiative aimed at attracting a younger consumer to its new denim brand. **Nautica** Jeans Company is a division of **Nautica** Enterprises, Inc., a public company with shares traded on the NASDAQ national market. **Nautica** Enterprises is one of the leading designers of sportswear, tailored clothing, furnishings, and accessories for men. The company also designs sleepwear, swimwear and watches for women: apparel for infants and children; a home collection; and fragrance for men.

Zentropy (www.zentropy.com) specializes in the development, management and marketing of Web Sites and related Internet services for major entertainment and corporate brands including General Motors, Brooks Brothers, Neutrogena Corporation, Dean & Deluca, Fox Television.

SOURCE Zentropy

CONTACT: Andy Tress, Director, Online Marketing of Zentropy, 323-993-9800, atress@zentropy.com; or Mary Ellen Barone of **Nautica** Public Relations, 212-841-8981, maryellen.barone@**nautica**.com

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NAUTICA'S BUBBLY OVER BASKETBALL; NEW SIGNS ATOP NEW YORK'S AND BOSTON'S BASKETBALL CITY COMPLEXES HOPE TO FURTHER INCREASE NST'S VISIBILITY; Brief Article Daily News Record October 1, 1999

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Daily News Record

October 1, 1999

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HEADLINE: NAUTICA'S BUBBLY OVER BASKETBALL; NEW SIGNS ATOP NEW YORK'S AND BOSTON'S BASKETBALL CITY COMPLEXES HOPE TO FURTHER INCREASE NST'S VISIBILITY; Brief Article

BYLINE: Mui, Nelson

BODY:
Apparel companies are not airlines, so it's unlikely any can afford to affix their names to major sports arenas as Delta, America West and United have done in cities like Salt Lake, Phoenix and Chicago.

Nevertheless, **Nautica** Enterprises has come up with an ingenious and highly visible way of attaching its **Nautica** Sports Tech (NST) brand to two large-scale basketball centers, creating marriages between NST and actual athletic venues in cities like New York and Boston.

Last spring, **Nautica** secured the bubble roof of Basketball City at Manhattan's Pier 63, just north of Chelsea Piers on Manhattan's Lower West Side. The difficult-to-miss blimp-sized roof (150 feet by 30 feet) has NST's logo emblazoned so that it's not only visible from Manhattan's heavily trafficked West Side Highway, but also from planes flying above New York.

Nautica is planning to put the logo on the bubble roof atop a second Basketball City complex in Boston that will open next spring across from the Fleet Center, home of the Boston Celtics.

The company's in negotiations for signage at a third Basketball City that's scheduled to open a year from now on Manhattan's Pier 36 on the East River, just above the touristy South Street Seaport. An estimated 300,000 basketball players come through the doors of Basketball City in Chelsea each year.

While it may be a stretch to compare the visibility of Chicago's United Center with Basketball City in Chelsea, such an association is in line with where **Nautica** has positioned its athletic brand.

From the start, **Nautica** has said NST, which **Nautica** launched for spring '99 with four athletic specialty retailers -- Finish Line, Foot Locker, FootAction and Champs, would be about participation and perspiration. Its agency, Toth Brand Imaging, has built NST's advertising around actual high school athletes (including snowboarder Jared Kirchdorfer of Pittsfield, Mass., and Smoosh Parker of Queens, N.Y.). The agency also has put a clever spin on NST, reinterpreting the initials in the advertising as: Never Stop Trying.

So the association with Basketball City would seem a proper fit.

"Everybody plays basketball -- it's an urban sport, and the sponsorship opportunities were very attractive," said a **Nautica** spokeswoman. "We can work with the facility to sponsor events such as basketball camps, which bring our brand message across to the right audience."

The spokeswoman declined to disclose the cost of partnership with Basketball City.

Meanwhile, Bruce Radler, co-principal of Basketball City, said the company was searching for additional partnership and sponsorship opportunities, although NST will be the exclusive apparel advertiser.

"It has to fit with our clientele, which has many youth programs and schools participating," said Radler. "We're looking to do a three-on-three tournament this spring."

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FIVE QUESTIONS: for MARK MILLMAN;London Fog: The Lessons Are Clear The New York Times October 3, 1999, Sunday, Late Edition - Final

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The New York Times

October 3, 1999, Sunday, Late Edition - Final

SECTION: Section 3; Page 7; Column 1; Money and Business/Financial Desk

LENGTH: 672 words

HEADLINE: FIVE QUESTIONS: for MARK MILLMAN;
London Fog: The Lessons Are Clear

BYLINE: By LESLIE KAUFMAN

BODY:
WHEN London Fog Industries filed for Chapter 11 bankruptcy protection last week, its chief executive, William Dragon Jr., had a culprit: his own stores. In its heyday, London Fog was perhaps the best-known manufacturer of rainwear and outerwear in the country. Its products were sold mainly through upscale third parties, like department stores.

In the last five years, however, London Fog went directly into retail in a big way. Not only did the company roll out a national chain of 140 stores, it also experimented with both small- and large-store formats and with sites as disparate as urban centers, suburban malls and airports.

Mr. Dragon said the strategy was a mistake, in large part because it alienated the brand's most loyal customers -- the department stores. "Previous strategy was to compete in the direct retail sector," Mr. Dragon said in a statement on Monday. "We have reassessed this initiative and have concluded that we should not be competing directly with our retail partners."

According to the filing, the company owes its 20 largest creditors more than $101 million. The company, which is seeking to restructure its debt, will close 110 stores, leaving only its outlet locations open -- and these will be reviewed for performance in the future.

The news could not have been consoling to other manufacturers that have been rushing to open their own stores -- Ralph Lauren, Donna Karan and dozens more. London Fog is a privately held company, but Mark Millman, president of the Millman Search Group, a Baltimore-based retail consultant and outlet store personnel recruiter, has placed many executives with the company and has followed it closely. He discussed how London Fog went awry and what other clothing manufacturers could learn. Here are excerpts from the conversation. LESLIE KAUFMAN

Q. Not long ago London Fog was a pre-eminent retail brand. What went wrong?

A. In surveys as recently as seven or eight years ago, up to 92 percent of Americans recognized London Fog. It ranked right up there with Coca-Cola and Pepsi as a great American brand. It started to go wrong around then, when a new president forced the company to make an ill-fated move from Eldersberg, Md., to Connecticut. It cost the company many top executives. It was the beginning of the end.

Q. What happened next?

A. Someone came in with a very ambitious retail agenda, thinking it would help the brand name. Then they went beyond outerwear and got the company into sportswear. They decided to open up small stores. Then they decided they could be a big-box retailer like Wal-Mart and Home Depot and go into strip centers. Since they are into weather gear, they said, "Let's go into airports and train stations." It all failed miserably.

Q. A lot of other brands are going big into retail. Is this a warning for them?

A. No. Retail can work for manufacturers, if it is done right. For some manufacturers, their retail outlets are now 20 to 30 percent of the business. It can work when you have a limited number of outlet stores in quality locations, and you have infrastructure with people who really understand retail issues like merchandising. Ellen Tracy is very successful, as are **Nautica** and Tommy Hilfiger.

Q. So what did London Fog do wrong in its stores? And what about the department stores that made up its wholesale accounts?

A. London Fog went into 140 locations -- that is way too many. They had no business in opening 40,000-square-foot stores. And they were paying too much money on the leases. Also, the wholesale accounts were competing with retail. The move into retail was ill-timed and ill-fated. London Fog has been slowly, slowly descending since that period.

Q. Some people think London Fog was in descent before retail. Wasn't this inevitable?

A. Not at all. They brought one of the best-branded names in the country to the bottom of the barrel in seven years. It is a sad story, a textbook case in how not to manage a business.

http://www.nytimes.com

GRAPHIC: Photo: Mark Millman

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'Art & Soul' mixes music, art, fashion The Detroit News October 8, 1999 Friday Final Edition

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The Detroit News

October 8, 1999 Friday Final Edition

SECTION: WEEKEND; Pg. 1D

LENGTH: 239 words

HEADLINE: 'Art & Soul' mixes music, art, fashion

BODY:
DETROIT -- Detroit has its share of swanky affairs. But tonight, starting at 6 p.m., the Detroit Institute of Arts will host Art & Soul, an event that mixes the swankiness of the fashion world with the down-to-earth vibe of live jazz and the sublime surroundings of the museum.

Sponsored by **Nautica** and GQ magazine, Detroit is the last stop on a three-city tour for the show, which features a **Nautica** menswear fashion show, a private viewing of classic and contemporary art work and a live performance by Atlantic recording artist and Detroit native James Carter.

"What we set out to do was bring the worlds of fashion, art and music together for our readers, **Nautica** customers and museum-goers," says Melissa Collins Rice, director of fashion marketing for GQ magazine. "We've had well over 1,500 people attend in each (previous) market. The response has been fabulous."

Proceeds from the event go directly to the host museums, and Collins Rice says that GQ is especially excited about Detroit since it's saxophonist James Carter's hometown.

"People are thrilled to see James Carter live," says Collins Rice. "The museums and consumers have given us a great response. It's just a great mix of music and fashion."

'Art & Soul'

featuring jazz saxophonist James Carter, **Nautica** fashions

6-10 tonight

Detroit Institute of Arts, 5200 Woodward, Detroit

Tickets $10 DIA members, $15 nonmembers

Call (313) 833-4005

LOAD-DATE: November 17, 2002

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BRIEFING The Denver Post October 9, 1999 Saturday

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The Denver Post

October 9, 1999 Saturday 2D EDITION

SECTION: BUSINESS; Pg. C-02

LENGTH: 1369 words

HEADLINE: BRIEFING

BODY:
WASHINGTON - MediaOne Group Inc., the U.S. cable-television company being acquired by AT&T Corp., filed with the Securities and Exchange Commission to sell as much as $ 5 billion of debt securities.

The Englewood-based company will use proceeds from the debt sale for general corporate purposes, including financing the activities of subsidiaries, refinancing short-term or long-term debt, and financing investments and acquisitions, according to a filing.

The shelf-registration filing lets MediaOne register the securities in advance and sell them from time to time as financing needs arise. The terms of the securities are generally available at the time of the sale.

AT&T is planning to buy MediaOne for about $ 58.8 billion.

Local

GIFTS.COM TO LAUNCH: Gifts.com, an e-commerce site started by the Reader's Digest Association Inc. and Denver-based StarTek Inc., launches Nov. 1, the magazine publisher said Friday. StarTek, a supplier of packaging and logistics to Fortune 500 companies, is contributing financing and the gifts.com name for a 19.9 percent stake in the venture. Reader's Digest also said it hired Young & Rubicam Inc. to handle marketing for the site, which initially will feature 400 different products, including leading brands such as Escada, Laura Ashley, Burberrys, Lenox and **Nautica.** (The Denver Post)

TRIZETTO GROUP GOES PUBLIC: The TriZetto Group, a California software services company with a strong Colorado presence, raised $ 34.65 million in an initial public stock offering Friday. The company offered 3.85 million shares at $ 9. Also included in the offering were 350,000 shares sold by a co-founder who is no longer with the company. The shares opened for secondary trading on the Nasdaq market at $ 9.375, traded as high as $ 11, and closed at $ 9. The deal's underwriters had previously said they would price the shares at $ 11 to $ 13. (The Denver Post)

EVERGREEN BUYS METHANE INTERESTS: Evergreen Resources Inc. of Denver has acquired coal-bed methane mineral interests and related assets in southern Colorado for $ 5 million. The coal-bed methane purchase consists of a 17.5 percent royalty interest in more than 20,000 acres in the Raton Basin. Evergreen already holds a 75 percent working interest on the same acreage, which it acquired in late 1998. Twenty coal-bed methane gas wells are currently producing on the property, with another 10 wells awaiting completion or pipeline hookup. Evergreen estimates at least 50 additional drill-site locations exist on the acreage. Evergreen also owns and operates compression facilities on the property. (The Denver Post)

LOCKHEED EXECUTIVE PROMOTED: Lockheed Martin Corp. named Anthony Tuffo president of its missiles and space division, replacing Albert Smith, who was recently promoted. In early September, Tuffo became acting executive vice president of the division, which oversees the Astronautics Division based in Jefferson County. He will take his new position effective immediately. Prior to his September promotion, Tuffo was vice president of the division's remote-sensing and space-sciences business. (Bloomberg)

KOALA STOCK TO SPLIT: Koala Corp., a maker of 'family friendly' products for businesses including changing stations for public restrooms, on Friday announced a board-approved 2-for-1 stock split. One additional share of stock will be distributed for each share of stock held by stockholders of record as of Oct. 18. Koala's transfer agent, American Securities and Transfer & Trust, Inc., will distribute the additional shares to shareholders on Oct. 28. Koala currently has 3.16 million shares of common stock outstanding. (The Denver Post)

Nation/World

STOCKS CLOSE HIGHER: Stocks overcame a volatile start to the session Friday and closed sharply higher as investors shrugged off worries about inflation and turned their focus to positive earnings news expected next week. The Dow Jones industrial average gained 112.71 to close at 10,649.76. The blue-chip index rose 376.76 this week. Broader stock indicators also moved higher. The Standard & Poor's 500 rose 18.38 to 1,336.02, and the Nasdaq composite index gained 25.87 to close at 2,886.57. Declining issues outnumbered advancers by a by a narrow margin on the New York Stock Exchange, where volume totaled 1.08 billion shares. (AP)

PHELPS DODGE HOLDS FIRM: Copper giant Phelps Dodge Corp. is staying put in the fight for Asarco Inc., refusing to top the $ 1.17 billion offer made by Grupo Mexico and marking a possible end to the bidding war for the New York-based producer. Asarco's board had agreed Tuesday to be acquired by Phelps Dodge for $ 1.1 billion in cash and stock, but on Thursday, Grupo Mexico came back with a higher all-cash offer. Grupo Mexico, which has a 10 percent stake in Asarco, offered $ 29.50 per share in cash, topping Phelps Dodge's offer by more than 3 percent. Asarco then reversed itself, saying Friday that it was recommending to shareholders that they accept Grupo Mexico's offer. (AP)

E-COMMERCE FIRM'S IPO STRONG: Jupiter Communications Inc., an e-commerce research firm that has become a high-profile source of Internet market analysis, opened 71 percent higher in initial trading Friday and closed at $ 35.50. The New York company's shares opened at $ 36 each after pricing at $ 21, above price estimates of $ 18 to $ 20 a share. The offering's lead underwriter, Donaldson Lufkin & Jenrette Securities Corp., raised the price estimates on the offering from a $ 15 to $ 17 per-share level earlier this week. (Dow Jones)

AMERICAN AIRLINES CUTS AGENT COMMISSIONS: AMR Corp.'s American Airlines followed larger rival United Airlines in cutting commissions paid to travel agents to save money as carriers sell more tickets directly to consumers. American, the second-largest U.S. airline, is cutting commissions to 5 percent from 8 percent on all tickets issued by travel agents in the U.S. and Canada, effective today, it said. Also Friday, Continental Airlines and Delta Airlines each increased excursion fares requiring advance purchase by up to $ 20 per round trip. The increases range generally from 3 to 7 percent for a round trip ticket requiring seven, 14- or 21-day advance purchase. The increases don't apply to top-dollar business fares. (AP)

AIR CANADA FIGHTS TAKEOVER BID: Air Canada sent a letter to shareholders Friday asking them to vote against the $ 772 million cash and stock bid from Onex Corp. and American Airlines. Air Canada also asked its investors to ratify a poison pill defense, which would discourage hostile takeovers by making them prohibitively expensive. The airline sent the letter after Onex won court permission to call a shareholder meeting and force a vote on its offer of $ 5.31 a share for the Montreal-based airline. The meeting is set for Nov. 8. In the letter, Air Canada continued to claim that the price 'doesn't reflect the true value and superior prospects of Air Canada,' and 'appears to have been structured to significantly benefit the interests of' American Airlines. (AP)

PRINTER ALLIANCE ANNOUNCED: Lexmark International Inc. and Eastman Kodak Co. said Friday they are forming a long-term codevelopment and marketing relationship for digital-photography inkjet printers. The new alliance is expected to provide appliances that offer higher-quality, easier and more affordable printing of digital pictures, the companies said. Financial terms weren't disclosed. (Dow Jones)

ERICSSON CLOSES GAP: Ericsson AB, the world's third-largest cellular phone maker, is catching up with bigger rivals Nokia Oyj and Motorola Inc. as it shifts management, introduces a new range of phones and tightens its grasp on costs. Ericsson's American depositary receipts are up 24 percent in the past six months, while Nokia is up 15 percent and Motorola is up 12.5 percent. (Bloomberg)

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Monday Morning The Washington Post October 11, 1999, Monday, Final Edition

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October 11, 1999, Monday, Final Edition

SECTION: FINANCIAL; Pg. F03

LENGTH: 656 words

HEADLINE: Monday Morning

BODY:

$ 1,199,585,084.20

How much the market value of Michael J. Saylor's holdings in MicroStrategy Inc. have increased since April 19. Saylor is chairman, president and chief executive officer -- and holder of 59 percent of the company's voting stock -- of MicroStrategy, a Vienna database software firm. On April 19, Saylor's holdings were worth $ 348.4 million.

DID YOU HEAR? . . .

"We had an emergency meeting [of the local Domino's owners]. Some of the guys were freaking out, saying, 'What did we get into?'"

-- Maryland Domino's Pizza franchise owner Charlie Malament, on fellow franchise owners' reaction to the high-scoring Redskins. They had agreed to a promotion giving $ 1 off for every touchdown the Monday following a game.

Picture This

When Linda Roth sent the word out to 200 Northern Virginia business people asking for pictures that would be used to make caricature paintings for the wall of the soon-to-open Palm restaurant in Tysons Corner, she didn't count on the intimacy shown by Karen S. Kennedy, a well-known PR maven for the technology industry. Kennedy, president of KSK Communications, wanted to make sure Roth got her look just right.

Along with her picture, Kennedy sent a lock of her hair taped to 3-by-5 card describing the color of her hair (reddish brown) and eyes (light brown).

"It wasn't just a strand, it was a chunk," said Roth, who is handling public relations for the restaurant's opening. "I wonder what's next, a clump of eyelashes?"

-- Terence O'Hara (oharatwashpost.com)

Sizing Up Men's Designer Clothes

Full-sized women have been able to slip on clothing from such top designers as Liz Claiborne. Now, the big-and-tall men's designer market is starting to catch up.

Polo Ralph Lauren, Tommy Hilfiger, **Nautica** and Perry Ellis recently began to spin out larger-sized clothing lines. They can be found at a new chain of men's apparel stores, REPP Premier Big & Tall, which has locations in Columbia and Rockville.

So far, REPP Premier Big & Tall is the only menswear chain with access to all brands in large sizes. But some Dillard's stores carry one or two of the lines.

The $ 6 billion market for oversized men's clothing has been expanding by 10 percent each year, but until recently it was ignored by many top designers. That means men have had to choose between lesser brands and expensive clothing often made overseas, company President Stuart Glasser said.

"For ladies, it was basically mumus for years," Glasser said. "And then someone woke up and realized they wanted the same thing everybody else did. It's no different with the men's business."

-- Stephanie Stoughton (stougtonswashpost.com)

Eskimo Pie Gives The Cold Shoulder

Eskimo Pie Corp.'s efforts to right itself have turned into a small corporate melodrama, with major shareholders pushing for a sale and proxy contests pitting board members against would-be buyers.

The latest for the Richmond maker of frozen treats came Monday in a company dispatch ominously headed, "Eskimo Pie Update."

The company had planned to sell its flavors and ingredients division, a key part of its strategy to concentrate on its core business of merchandising frozen treats, to consumer products company Guernsey Bel Inc. But on Oct. 4 the companies said the deal was kaput because Eskimo Pie decided all bets were off and the whole noodle was on the block.

The decision to put the company, in part or whole, up for sale came after a Sept. 8 proxy contest with Yogen Fruz World Wide Inc., a competitor and minority stockholder that had pushed for a new slate of directors that would put long-struggling Eskimo Pie up for sale. The incumbent directors beat Yogen Fruz's challenge but decided to put the company up for sale anyway.

Which led to the decision to stop negotiating with Guernsey. And if you've followed that, you get a Popsicle.

-- T.O.

GRAPHIC: Illustration

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RYA: RYA National Match Racing Championships: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP Yachting and Boating World October 13, 1999

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Yachting and Boating World

October 13, 1999

LENGTH: 121 words

HEADLINE: RYA: RYA National Match Racing Championships: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP

SOURCE: ybw.com

SUMMARY: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP

BODY:
Round the World sailor Gerry Mitchell made a successful transition from renowned international crew member to match racing skipper this afternoon as he defeated former RYA Windsurfing Manager Alan Hillman in the final qualifier of the 1999 National Match Racing Championship season in Weymouth Harbour.

In perfect sailing conditions of ten to fifteen knots, Mitchell, with crewmembers Jim Turner (another world class match racing and inshore sailor), Mark Sheffield (bowman on **Nautica** Arbitrator in the 1999 CMAC) and Brendan Barrer secured their slot in the finals with a virtually impeccable scorecard over the weekend, eventually beating Hillman two nil in the best of three finals.
Related Links
Year: 1999

LOAD-DATE: October 13, 1999

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PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO; NEWS AND NOTES; THIS ANTI-VIOLENCE MESSAGE IS IN THE BAG--AND ON THE SHIRT Los Angeles Times October 22, 1999, Friday,

Copyright 1999 Times Mirror Company
Los Angeles Times

October 22, 1999, Friday, Home Edition

SECTION: Southern California Living; Part E; Page 2; View Desk

LENGTH: 382 words

HEADLINE: PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO;
NEWS AND NOTES;
THIS ANTI-VIOLENCE MESSAGE IS IN THE BAG--AND ON THE SHIRT

BYLINE: CANDACE A. WEDLAN, TIMES STAFF WRITER

BODY:
October is National Domestic Violence Awareness Month. To focus attention on the issue, Liz Claiborne and Elisabeth stores (South Coast Plaza in Costa Mesa) will donate profits from sales of specially designed handbags and T-shirts to local groups that help victims of domestic violence. The linings of the $ 25 handbags bear the message "Love is not abuse." Long-sleeved cotton T-shirts, $ 12, display anti-violence messages. After October, the products will be available by phone, (800) 449-STOP. A free booklet, "A Woman's Handbook: A Practical Guide to Discussing Relationship Abuse," is also available at that number.

*

Traffic Stoppers: Causing gridlock in L.A. is illegal. A ticket for that traffic-jamming offense costs at least $ 136. Here's a perfectly legal form of gridlock for L.A.--or any place--but it's going to cost you a whole lot more. Cartier recently designed a watch with a diamond-encrusted grid over the face. The model, available in November, costs a mere $ 54,900. (Keep in mind the grid is removable.) On the other hand, or for the other hand, watchmaker Swatch has released a tick-or-treat line of watches at a much more reasonable $ 40 each. Designs include a vampire, a skeleton or a ghost, which comes in its own "tombstone."

Doing Good by Spending Big: Bulgari has created its first limited-edition handbag as a tribute to supermodel and sometime magician's fiancee Claudia Schiffer. Because Schiffer is a member of the U.S. Committee for UNICEF's Art & Entertainment Support Committee, Bulgari will donate a portion of each sale to UNICEF. There are two models available--one sells for $ 1,600, the other, gulp, costs $ 37,000. The bags are the model's favorite color: cherry red (to match her favorite shoes).

Hemlines: Divine Design '99--Style on Sale, the annual L.A. fashion event that benefits Project Angel Food, is slated for Dec. 2-6 at the Pacific Design Center. Three fashion names have been chosen as honorees for their work on behalf of AIDS causes: Michael Steinberg, chairman and chief executive of Macy's West for corporate humanitarianism; David Chu, chief executive and founder of **Nautica** for lifestyle design; Pamela Dennis for couture design. They will be presented awards at a gala on Dec. 2 hosted by Whoopi Goldberg.

GRAPHIC: PHOTO: Two watchmakers clock in at opposite ends of the price scale: Swatch's Halloween line,

left, for $40, and Cartier's grid at $54,900. PHOTO: Claudia Schiffer inspires Bulgari.

LOAD-DATE: October 22, 1999

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Retailers on the Internet face high-stakes holiday season USA TODAY October 25, 1999, Monday,

Copyright 1999 Gannett Company, Inc.
USA TODAY

October 25, 1999, Monday, FINAL EDITION

SECTION: MONEY; Pg. 3B; MEDIA

LENGTH: 882 words

HEADLINE: Retailers on the Internet face high-stakes holiday season

BYLINE: David Lieberman

BODY:
This holiday season offers yet more proof of a dramatic change sweeping the business world. Companies increasingly find themselves thinking like Hollywood studios trying to create a blockbuster.

Their products must open big -- or die.

Executives throughout e-tailing, consumer electronics and old-fashioned entertainment feel that way acutely as they face, over the next two months, high-stakes tests of their abilities to grab consumers' interest.

The dramas are most intense on the Internet -- particularly in online gifts. There's a scramble to dominate a market that will grow from about $ 300 million in sales in 1998 to $ 1.8 billion in 2003, according to Forrester Research.

"This Christmas will be a defining moment for a lot of Internet retailers," says Michael Wolf at Booz-Allen & Hamilton. Companies that don't command their niches could quickly become takeover bait. "They won't continue to lose tens of millions of dollars."

Most-watched here is eToys. The toy, video, music and book outlet was an early leader but faces the fight of its young life this year.

Toys R Us has beefed up its online presence. And other rugged rivals include Amazon.com, KBKids.com, SmarterKids.com and Toysmart.com.

"EToys is the new kid on the block," says Larry Gerbrandt at Paul Kagan Associates. That's why he wants to know whether it can "deliver the customers and handle the volume."

Others are eager to see whether the Internet can provide stodgier direct marketers with the Viagra-like youthful jolt they need.

SkyMall, which puts catalogs in airline seat pockets, and Reader's Digest are spending about $ 20 million each to promote their gift-buying sites.

SkyMall, the incumbent, has a lot to prove to investors. Many are still queasy from the spin they took last Dec. 28. SkyMall shares leapt 274% to $ 47 in one day after the company said its Web sales for the year had grown to $ 2.1 million from $ 300,000 the year before.

The euphoria passed. Shares closed Friday at $ 7 7/16, up 7/16.

And the company faces a tough new competitor, Reader's Digest, which also wants to impress Wall Street.

As part of a strategy to shed its image as a passé publisher and boost its considerable direct-marketing clout, the company will launch Gifts.com on Nov. 1. It will have 400 products, including fashionable brands such as Laura Ashley, Burberrys and **Nautica.**

"It's one of our major efforts to step out from our core business," CEO Thomas Ryder says. "It was important for us to get started in a high-traffic period."

That's why company watchers are keen to see the results. "We'll find out by the end of December if they've screwed up," says Dennis McAlpine at Ryan Beck & Co.

While some analysts watch e-tailers, others want to see which products are must-haves.

Probably the most closely scrutinized sales numbers will be for DVD players. While the 2-year-old format has strong support among videophiles, it's unclear whether ordinary consumers are ready to take the plunge.

If they don't move soon, there's a danger that DVDs will never sweep the market the way videocassettes have. Other digital products,

including personal video recorders and video-on-demand, could soon become potent competitors for consumers' limited time and cash.

The conditions are right, though, for DVD to break out. Prices have fallen, with some players costing less than $ 200. And a rival pay-per-view format, Divx, was scrapped in June.

DVD supporters won another key victory last month when Disney said it will offer its animated classics on the format, beginning this week with *Pinocchio*.

"That announcement gives parents the air cover they need to buy DVD," says Tom Wolzien at Sanford C. Bernstein.

While Hollywood assesses the fate of DVDs, studios will anxiously watch the box office for their latest crop of big-budget releases. "This year is a little weird," says Christopher Dixon at PaineWebber. "You don't see the kind of Academy Award movies you usually see this time of year. It's more middle-of-the-road, plain vanilla, Hollywood."

That's evident in major upcoming films, including Disney/Pixar's *Toy Story 2*, MGM/UA's *James Bond 19: The World is Not Enough*, Fox's *Anna and the King*, Sony's *Stuart Little* and Time Warner's *Pokémon: The First Movie*.

Still, Seagram's Universal Pictures is betting an estimated $ 100 million on Arnold Schwarzenegger's effort to reclaim his action-hero crown in the sci-fi thriller *End of Days*.

Schwarzenegger has been out of theaters since 1997 and hasn't had much luck in his past few outings. Critics panned his last flick, playing Mr. Freeze in *Batman and Robin*. The 1996 comedy *Jingle All the Way* grossed a disappointing $ 61 million domestically. His thriller *Eraser* generated $ 101 million but was far short of such blockbusters as *Terminator 2: Judgment Day* and *Total Recall*.

Early word about *End of Days* is mixed. But if Schwarzenegger is looking for inspiration for his next film, he might have fun spitting out a theme from the business world this holiday season.

"Open big," he would say. "Or die."

e-mail: dlieberman@usatoday

GRAPHIC: PHOTO, B/W, Zade Rosenthal, Universal Studios; PHOTO, B/W; He's back: Arnold Schwarzenegger's 'End of Days' opens Thanksgiving weekend. Catch 'em all: Marill is featured in 'Pokmon: The First Movie.'

LOAD-DATE: October 25, 1999

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UNION STATION PLANS OUTLET STORES TO ATTRACT AREA RESIDENTS St. Louis Post-Dispatch (Missouri) October 26, 1999, Tuesday, FIVE STAR LIFT EDITION

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St. Louis Post-Dispatch (Missouri)

October 26, 1999, Tuesday, FIVE STAR LIFT EDITION

SECTION: METRO, Pg. B2

LENGTH: 379 words

HEADLINE: UNION STATION PLANS OUTLET STORES TO ATTRACT AREA RESIDENTS

BYLINE: Rob Donaldson; Special To The Post-Dispatch

BODY:
St. Louis Union Station may replace some of its existing tenants next year with 12 to 15 upscale factory-outlet retail stores to complement its current mix of shops primarily catering to tourists.

The factory-outlet stores - dubbed "value-priced merchants" in retailing parlance - are being considered as a way to attract more St. Louis-area residents to the historic downtown shopping mall.

"It's sort of the new craze in shopping centers these days - combining upper-end value-priced merchants with entertainment-type centers," said Steve Miller, managing partner of St. Louis Station Associates, the limited partnership that owns St. Louis Union Station. "There have been a number of these done around the country. We believe it would have a very strong appeal."

Ownership of the 14-year-old St. Louis shopping-hotel-restaurant complex has been preparing for the possibility of adding factory-outlet stores for about a year by renewing some leases only on a short-term basis, Miller said. He declined to name which retailers had signed short-term leases and could be replaced with factory-outlet shops. The outlet stores would be added as these short-term leases expire, he said.

"We're exploring this concept and seeing if there are tenants who would be interested," Miller said. Examples of upscale retailers Union Station would like to attract as factory-outlet stores include Coach, a maker of leather purses and accessories, and designer clothiers such as Brooks Brothers, Polo, Ralph Lauren, **Nautica** and Tommy Hilfiger.

"We're offering an opportunity for some of these merchants to do something unique here," Miller said.

The initial phase would involve mixing 12 to 15 upscale factory-outlet stores into the approximately 100 existing tenants, but Miller left open the possibility that more could be added later.

He said that the factory-outlet concept is being considered as a means to create a greater appeal for local residents to do their shopping there. He said Union Station is profitable.

"A specialty retail center is sort of like having an amusement park," he said. "If you don't have a new ride every couple of years, people quit coming. We have to constantly refresh and change things so there's always a new and different look."

LOAD-DATE: October 26, 1999

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HOLLCROFT OUT AS PRESIDENT OF CHAPS; PENNYCOOK IS FOURTH TOP EXEC OF BUSINESS IN THE LAST 13 MONTHS. Daily News Record October 29, 1999

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Daily News Record

October 29, 1999

SECTION: Pg. 2 ; ISSN: 1041-1119

IAC-ACC-NO: 57012323

LENGTH: 663 words

HEADLINE: HOLLCROFT OUT AS PRESIDENT OF CHAPS; PENNYCOOK IS FOURTH TOP EXEC OF BUSINESS IN THE LAST 13 MONTHS.

BODY:
NEW YORK -- After less than six months on the job, Hal Hollcroft has stepped down as president of Chaps Ralph Lauren, the moderate men's sportswear division of Warnaco, Linda J. Wachner confirmed Thursday.

Wachner said that Hollcroft's termination was "a mutual decision." Hollcroft, 48, is the third person to exit the premier position at Chaps in the past 13 months. Wachner said Don Pennycook, president of Chaps Canada, will now serve as president Americas, a new position which covers the business in Canada, Mexico and the United States. Wachner also said the company is looking for a president of its U.S. division.

In a conference call Thursday, Wachner said sales at Chaps by Ralph Lauren had decreased by 6.4 percent, to $ 97 million from $ 103.6 million, but added that over $ 6 million of the decline had been traced to sales lost due to the liquidation of Uptons and the sale of Mercantile. "The Chaps name is still good otherwise," Wachner said.

Regarding the executive transition, one former Chaps executive said, "It's a sad situation. Hal's a very fine man. He had a lot to do with Chaps' success."

Hollcroft, who had been with Chaps for 10 years, was named national sales manager last January. Before that, as a regional salesman in Atlanta, he turned a $ 300,000 territory into a $ 45 million business.

"He's a great, talented salesman," the source said. "He can get a job in five minutes. There's 20 guys who will take him. No doubt about it, Linda has trained some of the best executives out there."

Hollcroft replaced Bruce Renick, who resigned in May and now serves as president of Jones New York men's wear division. Renick took over for Alex Cannon, who left Chaps in Sept. 1998. A month later, Cannon was named president of merchandising for **Nautica** sportswear and NST.

On Thursday, Warnaco reported that its profits shot up by 64.7 percent in the third quarter ended Oct. 2. The improved earnings were powered by higher gross margins and hearty sales at Warnaco's Calvin Klein jeans division.

Meanwhile, Authentic Fitness -- which Warnaco earlier this month made an offer to acquire -- slightly widened its loss. Both Warnaco and Authentic Fitness are headed by Wachner.

Wachner told DNR that the merger is proceeding according to plan. "Authentic Fitness shareholders seem very excited about the transaction, and we've heard no negative comments," said Wachner. "We're anxious to see its completion."

Warnaco offered $ 20.50 per share, or a total of $ 525 million, in cash for Authentic Fitness, including about $ 105 million in debt. Wachner owns 18.2 percent of Authentic and 19.6 percent of Warnaco, according to fillings with the Securities & Exchange Commission. A merger between the two firms fell part three years ago because of worries about the impact of the liquidation of Herman's Sporting Goods on Authentic, Wachner told analysts.

Wachner added that in addition to the acquisition of Authentic, the firm will concentrate on buying back Warnaco's stock, which she feels is trading at depressed levels. The stock closed Thursday on the New York Stock Exchange down 1/8, to 15 7/16, near its 52-week low of 15 7/16 and well off its year high of 30 5/8. Authentic's shares closed at 19 11/16, up/, Thursday on the NYSE.

Wachner did not rule out an acquisition of Calvin Klein Inc., which hired Lazard Freres last month to pursue a possible sale.

"The book just came in and we will read it and review it," Wachner said. "We've not done any due diligence with Calvin Klein. We're always looking at opportunities in the market, but at this point in time we feel that the best value for additional acquisitions is our own shares."

At Warnaco, profits in the quarter ended Oct. 2 rose to $ 44.4 million, or 80 cents a share, from from $ 26.9 million, or 43 cents, a year ago. Results matched Wall Street's consensus estimate. Sales gained 6.5 percent, to $ 579.6 million from $ 544.1 million.

IAC-CREATE-DATE: November 5, 1999

LOAD-DATE: November 06, 1999

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NEW NAUTICA ITEMS, PLUS CASUAL LOOKS FROM PFALTZGRAFF; Brief Article; Statistical Data Included
HFN The Weekly Newspaper for the Home Furnishing Network November 1, 1999

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HFN The Weekly Newspaper for the Home Furnishing Network

November 1, 1999

SECTION: Pg. 44

IAC-ACC-NO: 57517011

LENGTH: 456 words

HEADLINE: NEW **NAUTICA** ITEMS, PLUS CASUAL LOOKS FROM PFALTZGRAFF; Brief Article; Statistical Data Included

BYLINE: Zisko, Allison

BODY:
NEW YORK-Pfaltzgraff, which made news at the last fall market with its introduction of **Nautica** tabletop, will extend the two lines within that collection and launch several new housewares patterns at the New York Fall Tabletop Show.

Arctic White dinnerware is new to **Nautica's** Signatures Tableware collection. It is a blend of white and gray color-blocked designs.The dinner plate, salad plate and soup/cereal bowl are plain, featuring classic circles with wide flat rims; the mug shape has a dramatic narrow flare. The dinnerware is accented by **Nautica's** Frostblock glassware.

The retail price for a four-piece place setting is $ 40. The dinnerware pieces are also available open stock.

Nautica's second collection, Bermuda Tablewares, is being extended with a palm accent salad plate, which features the same textured basketweave design and softly edged, octagon-shaped plates of the collection, with a single palm tree in the center of the plate.

Four casual patterns are debuting: Summer Breeze, Key Largo, Villa Flora and The Stonewash Collection.

Summer Breeze, as it name suggests, is a pattern that incorporates the colors of summer. A soft, yellow plaid adorned with delicate green leaves and periwinkle forget-me-nots decorates the border of the dinner plate, while the accent plate has a scalloped edge and a translucent periwinkle blue wash with swirling blue leaves. These decorative elements appear in variations on the mug and bowl, which complete the four-piece place setting. The pattern retails for $ 37.50 and will be available in February 2000. Accessories include serving items and several lighting pieces.

Key Largo combines the soft colors of lemon and lime on a creamy background and is reminiscent of handthrown pottery. A 16-piece set retails for $ 115, while a four-piece place setting is $ 30.50. There are seven accessory pieces in the assortment, including a vegetable bowl/server, sugar and creamer set, covered butter dish and round platter. Key Largo will be available next month.

Villa Flora builds on consumer demand for more of Pfaltzgraff's Rio looks, according to the company. The pattern brings a decorative folk-art leaf design to this cream-and-blue collection and uses the same round, oversized shades as Rio.

Both stoneware patterns are available as four-piece place settings and 16-piece sets, as well as open stock.

Available in March, the four-piece setting retails for $ 30.50 and a 16-piece set is $ 115.

The Stonewash Collection is four stonewashed colors (terra-cotta, yellow, green and blue) meant to mix and match together. Stonewash Accents consist of a luncheon plate and 13-inch round platter with splashes of color on a cream background.

IAC-CREATE-DATE: November 15, 1999

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Reader's Digest Reorganizes, Buys Bookseller and Launches Gift Web Site; Brief Article Direct Marketing November 1, 1999

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Direct Marketing

November 1, 1999

SECTION: No. 7, Vol. 62; Pg. 6 ; ISSN: 0012-3188

IAC-ACC-NO: 59331394

LENGTH: 421 words

HEADLINE: Reader's Digest Reorganizes, Buys Bookseller and Launches Gift Web Site; Brief Article

BODY:
Reorganization under the new leadership of Thomas O. Ryder, chairman & CEO of The Reader's Digest Association (RDA) is in full motion to bring back one of the worlds most recognizable titles, Reader's Digest. As revenue has fallen 10 percent for the last three of four years, and response rates have dropped 50 percent, the RDA has experienced a 75 percent profit drop. Yet, even taking into account that the RDA's reputation is considered "tarnished" due to poor press concerning sweepstakes problems, Ryder is confident that RDA's Global brand is still valid.

The biggest issue for Ryder is to reduce the cost base down $ 350 million dollars. And working in this direction, the reduction of the amount of mail by 40 percent translated to almost $ 200 million in savings worldwide. This was achieved by selling off businesses that were poor performers, such as Health magazine and getting rid of systems outsourcing functions such as warehousing and lettershop.

Raising cash also was primary, and one way the RDA did it was to sell some of their collected art. RDA sold 38 pieces for $ 100 million dollars. Selling of real estate brought in another $ 150 million and cutting the dividend disbursements raised close to 400 million in working cash.

The RDA's acquisition of Books Are Fun, Ltd., is also expected to contribute significantly to Reader's Digest's revenue and operating cash flow and to slightly raise earnings per share in fiscal year 2000. The RDA agreed to buy the company, which sells discounted books and gifts at special events, for $ 380 million. Since Reader's Digest markets its products through direct mail, Books Are Fun, Ltd., the nation's leading display marketer of books and gifts, will provide new distribution channels for RDA's own publications.

Similarly, the advancement of Internet capabilities is also part of RDA's reorganization as they promote their new online gift Web site. Working to expand its presence on the Internet, the RDA and its subsidiary, Good Catalog Co., joined electronic commerce management provider StarTek Inc. in launching gifts.com, an online gift shopping service.

The Web site offers 400 different products, including brand name products from Escada, Laura Ashley, Burberrys, Lenox and **Nautica,** as well as non-branded specialty items.

The site enables consumers to search for gifts by keyword, description, interests, or price, or by using a

more advanced search that selects gifts based on price, occasion, or individual preferences.

IAC-CREATE-DATE: March 13, 2000

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Nautica Presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction
Business Wire November 3, 1999, Wednesday

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Business Wire

November 3, 1999, Wednesday

DISTRIBUTION: Sports Editors/Basketball Writers & Columnists

LENGTH: 690 words

HEADLINE: Nautica Presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction

DATELINE: NEW YORK

BODY:
Nov. 3, 1999--

New Jersey Nets Center Jayson Williams and other Area Sports Figures Join in the Celebration in the Effort to Brighten the Lives of Seriously Ill Children

The stars come out for a great cause when **Nautica** presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction on Monday, November 8, 1999. The event will take place at the renowned Windows on the World located downtown on the 106th Floor of One World Trade Center. Tickets for the event are $ 100 in advance and $ 125 at the door, with all proceeds benefiting the Starlight Children's Foundation, an organization dedicated to improving the lives of seriously ill children. The evening will begin with cocktails and a silent auction, followed by a live auction featuring this year's honorees and special guests. Hundreds of guests will join **Nautica** and Starlight in honoring Jayson Williams, New Jersey Nets; Michael Strahan, Leshon Johnson, and Pete Mitchell, New York Giants; Rebecca Lobo, New York Liberty; Sara Whalen, US Women's Soccer Team; Eric Green, New York Jets and Sheldon Souray, New Jersey Devils. The evening features a silent auction/cocktail hour followed by an awards presentation and live auction. Special guests will include Charles Way, David Patten and Jessie Armstead of the New York Giants, Mo Lewis of the New York Jets and Emmy-nominated actor James Gandolfini of HBO's The Sopranos. The memory of meeting a favorite athlete won't be the only prize attendees can leave the event with. If the cold of New York in February sounds depressing, two tickets to the Pro Bowl in Honolulu, Hawaii can warm up the mood of the highest bidder. Give the special child in your life an early Christmas gift with the opportunity to serve as ball boy/girl during a game for the New Jersey Nets. The daredevils in the crowd will jump at the chance to bid on a skydiving package donated by Skydive Long Island. One lucky bidder will get to spend a day on the set of "Law and Order" and possibly get their big break. For those who always wanted to get their hands on their favorite sports celebrity, it will only be a bid away for memorabilia signed by Wayne Gretzky, Patrick Ewing, Tiger Woods, Patrick Rafter, Derek Jeter, Ivan Lendl, Don Mattingly, Carl Yastrzemski, Nomar Garciaparra, Hakeem Olajuwon, Doug Flutie and many more. "I am extremely proud of our affiliation with Starlight; a charity that deserves accolades for its contribution to children in need," states Harvey Sanders, **Nautica** Chairman. "We hope this year's Celebrity Sports Auction will set a new record for its fundraising efforts and we anticipate an exciting evening for all." **Nautica** Enterprises, Inc., is a leading international fashion and lifestyle company with products ranging from men's, women's and children's sportswear and accessories to a complete home collection. Through charity outreach programs like the Starlight Children's Foundation, the company continually strives to assist in raising awareness and funds for important charities and causes. The Starlight Children's Foundation is an

International nonprofit organization dedicated to brightening the lives of critically, chronically and terminally ill children, ages 4-18. Founded in 1983 by actress Emma Samms and film executive Peter Samuelson, Starlight grants special wishes, provides entertainment in hospital pediatric wards and offers outpatient activities for children and their families. The NY-NJ-CT Chapter is able to bring happiness to nearly 200,000 sick kids and their families each year.

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Today's News On The Net - Business Wire's full file on the Internet

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URL: http://www.businesswire.com

LOAD-DATE: November 4, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: **nautica and date(geq (1/1/1999) and leq (12/31/1999))** (Edit Search | Suggest Terms for My Search)
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Nautica to open first standalones. Retail Week November 5, 1999

Copyright 1999 Retail Week
Retail Week

November 5, 1999

SECTION: Pg.1

LENGTH: 211 words

HEADLINE: Nautica to open first standalones.

BODY:
Casualwear brand **Nautica** is to launch its first UK standalone stores and ramp up its concessions arm as part of a relaunch of the brand.

The company is planning three stores over the next three years, the first of which will open in London by April. Although no sites have been confirmed, **Nautica** Europe UK sales manager Terence Duckworth said the company is looking at a number of sites, but is initially targeting Covent Garden.

Nautica is also trebling its concessions and wholesale arm and plans to have 100 outlets by spring 2001.

The brand has concessions in Harrods and Selfridges in London and will open in Allders stores in Croydon and Leeds next spring. "We see concessions in good quality stores as a route forward," said Duckworth.

The US brand has more than 1,300 shop-in-shops, two standalone stores and 85 factory outlet stores in the US and overall it operates 80 standalone stores in 42 countries.

Nautica will launch its first brochure in spring, which will be used heavily in mail-outs to market the brand. The company will target 30 to 35-year-old men with a GBP 1.5 million advertising campaign.

An advertising agency and new marketing manager are to be appointed shortly and a European Web site will launch next year.

LOAD-DATE: November 5, 1999

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Optimedia secures Nautica menswear pan-European task Campaign November 5, 1999

Copyright 1999 Haymarket Publishing Services Ltd
Campaign

November 5, 1999

LENGTH: 277 words

HEADLINE: Optimedia secures **Nautica** menswear pan-European task

BYLINE: CLAIRE BEALE

BODY:

The US menswear brand, **Nautica,** has appointed Optimedia to handle its pan-European media account and is talking to agencies about a creative brief as it prepares to roll out into Europe.

Optimedia won the work after pitching against a number of unnamed agencies.

Nautica is planning to spend pounds 4 million in three European markets, the UK, Italy and Germany. The advertising will extend to other European territoriesas **Nautica** launches its clothing range and retail facings across the Continent.

Nautica has advertised in the UK before, although activity has been limited, with media planning and buying handled in-house and creative work sourced from the US. The UK will become a key market; UK adspend is expected to be about pounds 1.5 million over the next 12 months.

Nautica has also begun talks with creative agencies to find a partner to develop advertising tailored to the European market. The company is expected to hire a UK agency to create a pan-European campaign. A decision is expected before the end of the year.

However, **Nautica** plans to use an integrated ad strategy that will encompass sports marketing and sponsorship and tap in to Optimedia's communications partners for a range of communications ideas, including using the England rugby star, Ben Clarke, to promote the brand.

Mark Hammersley, the managing director of **Nautica** Europe, said: 'We were impressed by Optimedia, particularly the holistic approach to consumer communications on a pan-European basis.'

Simon Mathews, the managing director of Optimedia, added: '**Nautica** has given us another opportunity to demonstrate Optimedia's village in action.'

LOAD-DATE: October 5, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Gifts.com E-Commerce Engine Built by Nexgenix Inc.; Web Site Launches as Premier Gift Service for Time-Pressed Gift Purchasers Business Wire November 8, 1999, Monday

Copyright 1999 Business Wire, Inc.
Business Wire

November 8, 1999, Monday

DISTRIBUTION: Business Editors

LENGTH: 910 words

HEADLINE: Gifts.com E-Commerce Engine Built by Nexgenix Inc.; Web Site Launches as Premier Gift Service for Time-Pressed Gift Purchasers

DATELINE: IRVINE, Calif.

BODY:
Nov. 8, 1999--Nexgenix(TM) Inc., a leading e-business consultancy, announced its success in working with Nicholson NY to implement the e-business solution behind the launch of gifts.com, an innovative, one-stop online gift shopping service.

Nicholson turned to Nexgenix because of its long history in integrating e-business solutions. Gifts.com was created through an alliance of technology, merchandising and marketing organizations for Reader's Digest Association Inc. and StarTek Inc. Gifts.com, which launched today in time for the 1999 holiday season, targets time-pressed Internet users between the ages of 25 and 55, with household incomes in excess of $ 40,000, and who spend at least $ 250 annually on gifts for other adults.

"The site will enable us to serve our customers and vendors with the utmost personal care they deserve," said Keith Fox, Reader's Digest director of new media. "The speed and thoroughness with which the Nexgenix/Nicholson NY team developed the gifts.com site -- within four months -- is exceptional. We are very satisfied with the results, and look forward to offering our time-sensitive Web customers a personal, mutually beneficial online experience."

The gifts.com project showcases Nexgenix' 360 degrees e-Relationship(TM) philosophy toward e-business. Nexgenix' approach opens and maintains personal and relevant communication between companies, their vendors and online customers. Nexgenix' 360 degrees e-relationship solutions enable its clients to develop competitive advantages through enhanced relationships that span from the supply chain to the customer. These relationships are founded on expertise in robust enterprise integration capabilities and customer relationship management.

"Reader's Digest is seizing an opportunity to enter the crowded online gifts market with a clearly differentiated e-commerce site," said Nexgenix co-chairman and co-CEO, Don Ganguly. "The market has no dominant player yet, and a distinctive site offering personalized service and next generation end-to-end e-business solutions will give gifts.com the competitive advantage to succeed. We worked with Nicholson NY and Reader's Digest to implement the site, select the technology, define the technical architecture, examine the deployment strategy -- in short, to provide all the technology that the site requires."

The gifts.com site initially features 400 different products, including such leading brands as Escada, Laura Ashley, Burberrys, Lenox and **Nautica,** as well as non-branded specialty items. These items have been carefully selected by gifts.com to ensure quality choices are available to gift buyers who care about the

gifts they give but often do not know what to buy.

Gifts.com also offers several special customer services, including a customized Gift Finder, a Gift Calendar with e-mail reminders, and other personalization features, such as hand-written or customized gift cards, to help shoppers find and send the most appropriate gift possible in a hassle-free environment.

About Reader's Digest

The Reader's Digest Association Inc. is a global publisher and direct marketer of products that inform, enrich, entertain, and inspire people of all ages and all cultures around the world. Products include the Reader's Digest magazine, the most widely read magazine in the world. Worldwide revenues were $ 2.5 billion for the fiscal year ended June 30, 1999. Global headquarters are located at Pleasantville, New York. For more information about Reader's Digest, visit its Web site, www.readersdigest.com.

About Nexgenix

Nexgenix, "The e-Relationship Builder," is a leading e-business consultancy providing end-to-end e-business solutions for companies striving to succeed in the new digital economy. Headquartered in Irvine, Calif., Nexgenix develops 360 degrees e-Relationships(TM) for companies seeking to move beyond the transactive Web site. The goal of 360 degrees e-Relationships is to help companies rapidly acquire and serve new e-customers, increase e-customer and partner loyalty, increase e-customer wallet share, create seamless supply chain management and achieve a sustainable competitive advantage.

360 degrees e-Relationships is a part of Nexgenix' end-to-end e-business solution, which includes e-business strategy, interactive marketing and branding, transaction capabilities and enterprise integration. Nexgenix is a privately held company with offices around the world. For more information about Nexgenix, call 800/663-9436 or visit our Web site at www.nexgenix.com.

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8 CHARGED IN MULTIMILLION-DOLLAR COUNTERFEIT CLOTHING RING The Philadelphia Inquirer NOVEMBER 10, 1999 Wednesday SFCITY EDITION

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The Philadelphia Inquirer
Found on Philly.com
The Philadelphia Inquirer

NOVEMBER 10, 1999 Wednesday SFCITY EDITION

SECTION: CITY & REGION; Pg. B02

LENGTH: 456 words

HEADLINE: 8 CHARGED IN MULTIMILLION-DOLLAR COUNTERFEIT CLOTHING RING

BYLINE: Suman Pradhan, INQUIRER STAFF WRITER

BODY:
A multimillion-dollar, counterfeit designer-clothing operation in the Philadelphia area has been broken up and eight people taken into custody, District Attorney Lynne Abraham has announced.

The arrests were made yesterday, just days after a grand jury recommended that the group and three corporations linked to it be charged with violating state trademark, counterfeiting and conspiracy laws, Abraham said at a news conference at her Center City offices.

Jeans, T-shirts, jackets and other clothing bearing fake logos of such well-known brands as Calvin Klein, FUBU, DKNY, **Nautica,** Tommy Hilfiger and others were made and sold, along with fake clothing and merchandise from National Football League and Major League Baseball teams, Abraham said.

Authorities said the District Attorney's Office and Philadelphia Police Department began their investigation in May 1998. By the end of August 1998, they had seized 163,000 pieces of fake designer clothing, as well as equipment used to manufacture them.

Arrested yesterday were Hyong Jin Wi, his wife Hee Soon Wi, his brother Hyung Sun Wi and nephew Sung Soo Wi, all of Conshohocken.

Also arrested were Heung Soo Park and Yoon Yee Park of Glenside, and Joon Gurl Roh and Soon Ki Roh of Philadelphia.

The seized merchandise and goods were valued at around $3.5 to $4 million, though officials said it was impossible to measure the value of the computer disks containing the counterfeiting programs.

By all accounts, the counterfeit operation was a large and smooth one going back as far as 1994. Investigators said that the operation was at several sites in Philadelphia.

Blank shirts without any logos or brand names were manufactured at Wee's Fashion Inc. at 428 N. 13th St., owned by Hyong Jin Wi. The apparel was sent to Geo-Lives Inc. at 4405-07 N. Philip St., run by chief

executive officer Joon Gurl Roh.

There, investigators said, designer logos and trademarks were silk-screened onto the blank shirts. Nearby at Whitestone Embroidery Inc. at 4415 N. Philip St., run by Heung Soo Park, workers embroidered logos onto the blank shirts.

Hyuong Jin Wi also operated American Active Wear, a retail store and warehouse at 5017-21 N. Fifth St., from where most of the counterfeit clothes were distributed and sold.

Assistant District Attorney Sandjai Weaver said that the illegal operation in Philadelphia could produce $2 million to $3 million worth of fake merchandise each year.

Asked how the District Attorney's office would dispose of the seized garments, Abraham said that she hoped to distribute them to poor people, but that the owner of the trademarks would have to consent.

Otherwise, the goods would be destroyed, she said.

LOAD-DATE: October 22, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Nautica aims to raise UK profile SGB UK November 11, 1999

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SGB UK

November 11, 1999

SECTION: Pg. 8

LENGTH: 284 words

HEADLINE: Nautica aims to raise UK profile

BODY:
Nautica is establishing a network of UK concept stores to drive brand awareness among consumers, as it bids to reverse the brand's under- achievement in the European market.

The concept stores form a central plank in the strategy of **Nautica** Europe's Managing Director, Mark Hammersley, who joined the brand from Pentland earlier this year to revitalise its fortunes. A branded stand- alone outlet will open in the UK in March/April 2000, possibly in Covent Garden, while another two stores are planned at locations yet to be determined.

Hammersley said: "We now have a clear strategy for 2000. There has not been enough marketing of the brand and, consequently, there has been low brand awareness. We are committed to raising the profile of the company."

An indication of how much potential **Nautica** has yet to grasp comes from a comparison between its global and European sales figures. **Nautica's** worldwide sales were $522.65m in fiscal 1999, with pre-tax earnings of $97m, while European sales stood at $33m.

Hammersley added that a pounds 1.5m marketing budget had been set aside for the UK in 2000. This will focus on the brand's core consumer, the "**Nautica** Man", who is predominantly from the ABC1 socio-economic groups, aged between 30-35, likes sport and aspires to the 'successful' lifestyle.

Consumer communications have been prioritised, and **Nautica's** launch platform will be Rugby Union's inaugural Six Nations Tournament next February. This will be followed by magazine campaigns in titles such as GQ, Esquire, FHM and Men's Health.

Hammersley plans to increase the account base offering the **Nautica** Sportswear range from 35 to 100 outlets by Spring 2001.

LOAD-DATE: November 25, 1999

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Shoe store to reopen at Great MallNew mall tenants lure business back to Olathe Kansas City Star (Kansas & Missouri) November 12, 1999 Friday

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Kansas City Star (Kansas & Missouri)

November 12, 1999 Friday METROPOLITAN EDITION

SECTION: BUSINESS; Pg. C2; CITYSCAPE

LENGTH: 715 words

HEADLINE: Shoe store to reopen at Great Mall
New mall tenants lure business back to Olathe

BYLINE: JOYCE SMITH, The Kansas City Star

BODY:
Designer Shoe Warehouse seems to be a bit fickle when it comes to committing to the Great Mall of the Great Plains in Olathe.

A year ago, the discount shoe store talked about closing in the mall but renegotiated its contract. A few weeks ago, it again announced it was closing the Olathe store and consolidating it with its Shawnee location. It even had a closing sale.

The mall management said the store did close for a week, and stock and equipment were cleared out. But now, Designer Shoe Warehouse is moving merchandise back into the same space and hopes to reopen soon, most likely by Thanksgiving.

Mike Levison, spokesman for Designer Shoe Warehouse in Columbus, Ohio, said the company closed the Olathe store before learning about "exciting new tenants" coming to the mall. Off 5th Saks Fifth Avenue is one company that recently announced plans to open in the mall.

"We wanted to be a part of it," Levison said.

Plaza openings

Several tenants will open on the Country Club Plaza in the next few weeks. They include:

Restoration Hardware, a home furnishings store, is scheduled to open a 21,271-square-foot store at 4704 Wyandotte St. on Wednesday.

The California-based company has more than 80 stores.

Discovery Channel Store, 222 W. 47th St., has merchandise that includes items from around the world in the areas of aviation, home, science, geology and travel gear, along with videos and books. The store is scheduled to open next Friday.

Bebe, 4710 Broadway, with contemporary women's apparel and accessories, is scheduled to open Nov. 24. The San Francisco-based company has 105 locations.

Johnston & Murphy, 425 Nichols Road, offers classic, contemporary, dress casual and casual footwear, and accessories.

Along with its brands, the company carries Timberland, Ecco, **Nautica** and other brands. The Nashville, Tenn.-based company says every president since Millard Fillmore has worn Johnston & Murphy shoes.

The Plaza store is scheduled to open Nov. 26.

MAC Cosmetics, 320 Nichols Road, also known as Make-up Art Cosmetics, is scheduled to open Dec. 9. The New York-based cosmetic company has more than 200 locations.

Bang & Olufsen, 4740 Pennsylvania Ave., a world-renowned Danish manufacturer of audio, video and telephone products, is scheduled to open Dec. 10.

McCormick & Schmick, Valencia Place, 448 W. 47th St., is a restaurant specializing in fresh seafood prepared daily. It is scheduled to open in April.

Now open: E.G. Geller, 316 Ward Parkway, a store specializing in comfortable footwear for men and women. The majority of the stock is Mephisto, but other brands include Dansko, Paul Green and Naot.

Lunch and more

Emmy award-winning local broadcaster Laurie Roberts will be host for a women's event called "Let's Do Lunch " this Sunday at the Ritz-Carlton Rooftop Restaurant.

The event will include a fashion show by The Gown Gallery, hair demonstrations by Salon Latifa and nail demonstrations by La Cuticle Nails. Professionals will speak on the benefits of cosmetic surgery and chiropractic care.

The event, which features door prizes, starts at noon and concludes at 3:30 p.m. The cost is $ 45. For more information or reservations, call (816) 523-1930.

Charlie's changes

John Riley, the new owner of Charlie's Lodge, has changed the name and menu.

The new J Riley's Restaurant at 7953 State Line Road will serve such entrees as shellfish ravioli, shrimp capellini, artichoke stuffed chicken, brie tenderloin and more.

The lunch items include sandwiches, soups, hamburgers, filet mignon and shellfish ravioli.

"I felt like the place needed a face-lift and the community needed a good local, family-owned restaurant," Riley said.

- Cityscape runs Tuesdays and Fridays in the Business section. Do you have tips for the column? Please call Joyce Smith at (816) 234-7750 or send e-mail to jsmith@kcstar.com

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BATTLE OF BULGING WAREHOUSES BEGINS - COSTCO VS. SAM'S The Commercial Appeal (Memphis, TN) November 14, 1999, SUNDAY,

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The Commercial Appeal (Memphis, TN)

November 14, 1999, SUNDAY, FINAL EDITION

SECTION: BUSINESS, Pg. C1

LENGTH: 1144 words

HEADLINE: BATTLE OF BULGING WAREHOUSES BEGINS - COSTCO VS. SAM'S

BYLINE: Dewanna Lofton The Commercial Appeal

BODY:

Costco Companies Inc. will open two warehouse clubs in the Memphis area Thursday.
The Issaquah, Wash.-based international chain of wholesale membership clubs stocks one of the largest selections of mostly higher-end merchandise found in one store.
Costco carries everything from prescription drugs and glasses to groceries and electronic gadgets.
It's not unusual for members to find unexpected treasures such as Porcelaine de Limoges, a line of collectible hand-painted porcelain boxes from France, or handcrafted glass vases, bowls and centerpieces from California artist Robert Guenther.
"About 25 percent of our inventory is constantly changing to create a treasure hunt atmosphere that keeps customers coming more often because you don't know what you might find on your next visit," said Preston Powell, manager of the Costco at Winchester and Hacks Cross.
The second location is at Interstate 40 and Germantown Parkway.
Costco, the nation's premier warehouse club, is in a high growth mode, taking on Arkansas-based competitor Sam's Club in markets it has previously dominated.
Costco now operates about 318 clubs with 27 million cardholders and fiscal year 1999 sales of $ 26 billion.
Sam's Club has more than 450 clubs and 37 million card holders. It recently opened a new club in Bartlett, its third in Memphis. A fourth, planned for Nonconnah and Winchester, is to open in the fall of 2000.
Costco said it could eventually have three or four stores in Memphis.
Competition between the two clubs has raised the bar for warehouse club operations and opened membership to thousands of Memphians, previously not privy to a variety of member services and discounted prices. (The average markup at wholesale clubs is about 10 percent, compared to 27 percent at discount stores and as much as 50 percent at department stores.)
Costco said its policy is to never exceed a 14 percent markup.
"We almost sell at cost," said Roger Campbell, senior vice president for Costco's East Coast operations. "Much of our profit is from membership fees. Our customers know they can come in any day or night and get the best value for their dollar. Our prices may be the same as our competitors', but the product will have extra features. So, you get a better value."
Upon entering the market, Costco offered free memberships, and Sam's quickly followed suit. Membership at Costco is normally $ 40 for individuals and $ 35 for businesses. At Sam's, it is $ 35 for individuals and $ 30 for businesses.
"We've been serving Memphis for more than 14 years," said Brad Link, senior vice president of operations for Sam's. "We cater to all of Memphis not just a specific demographic."
Costco caters to a higher-income group and sells mostly high-end goods.
If you've checked out the new Sam's warehouse club in Bartlett, you may experience deja vu when the new

Costco opens Thursday.
Sam's has copied Costco, the nation's leading warehouse club, from ceiling to floor.
While the two companies are alike in appearance, there are some fundamental differences.
Costco, for example, is known as the innovator in the warehouse club industry, and Sam's is the imitator.
"We are constantly looking for the next new thing to add to our member benefits," said Campbell. "If you are proactive, you will be successful, reactive and you've got problems."
In the past two years, Costco has added 69 gasoline stations to its warehouse operations. Both Memphis locations will have them. This ancillary business has generated $ 300 million in revenues for the company.
By the end of the year, Sam's will have added gas stations to 26 of its clubs across the nation. None of them are in the Memphis market. However, new clubs and some existing ones will have them next year, Link said.
"We owe it to our members to keep an eye on Costco, evaluate what they are doing and see what opportunities there are to add value for our members," Link said.
There are other points of difference between the two competitors.
-- Costco owns and runs all its ancillary businesses such as optical and pharmacy and jewelry. However, because of state laws governing liquor sales, Costco will have liquor stores operated by an outside company at both its Memphis warehouses next year. Sam's sells beer at its Bartlett club and currently has no plans to sell liquor.
"Every department in the building we operate," said Campbell of Costco. " We want to make sure we control every aspect of the business so we know it's being done right."
Most of these added businesses at Sam's Clubs are contracted out to small companies, but the company in recent years is moving toward owning the operations.
For example, Sam's arrangement with its jewelry department operator expires in fiscal 2001.
"Sam's will take over that operation, enabling us to have more quality control and drive down prices," said Elda Scott, Sam's spokesman.
-- Costco's private label (Kirkland's) is generally higher quality than Sam's signature brand (Members Mark).
"Our brand will always be as good as, if not better than, the national brand," Campbell said.
-- Costco's offers employees better pay and benefits, and turnover (18 to 24 percent) is lower than at most retail stores. Costco staffs its stores with as many as 12 managers, compared to six or seven at Sam's. Costco employs a total of 150 people at each warehouse vs. 200 at Sam's.
"Our managers are working managers," Powell said. "They get in there and show, not tell."
-- Costco stores are generally bigger than Sam's (148,000 square feet vs. 130,000), which allows Costco to stock more merchandise and makes shopping easier for customers.
-- Costco stocks a broader assortment of merchandise from designers such as Donna Karan, Ralph Lauren, **Nautica** and Tommy Hilfiger apparel for men and women at nearly half department store prices.
You won't find any off-brand or secondary names at Costco," Campbell said.
The warehouser also offers numerous other services to its members, including auto and home insurance, merchant credit card processing, checks and forms printing, mortgage and real estate services, business line of credit and a business health care plan.
Similar services available to Sam's Club members include: auto, recreational vehicle and boat buying, travel and vacation services, telecommunications, personal development and training, medical discounts, check orders and extended warranty.
-- Costco sells about 1,000 items on its Web site. Sam's site is for information, not shopping.
Costco's hours will be 10 a.m. to 11 a.m. Monday to Friday for business members, 11 a.m. to 8:30 p.m. weekdays for all members, 9:30 a.m. to 6 p.m. Saturdays and 10 a.m. to 6 p.m. Sunday.

Reporter Dewanna Lofton is at 529-2702 or send E-mail to lofton@gomemphis. com

GRAPHIC: photo;

By A. J. Wolfe;

(Color) Costco tries to create a "treasure hunt atmosphere" for its warehouse club members with surprise higher-end finds. Andrea Boatman (left) and Helen Edora ready the new store at Hacks Cross and Winchester.

LOAD-DATE: November 15, 1999

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Attention Attention Fashion/Assignment Editors Editors/See CP Wire Photo: The Bay and Nautica Fleece-Up for Children's Aid Society Canada NewsWire November 15, 1999, Monday

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Canada NewsWire

November 15, 1999, Monday

SECTION: Domestic News

LENGTH: 381 words

HEADLINE: Attention Attention Fashion/Assignment Editors Editors/See CP Wire Photo: The Bay and **Nautica** Fleece-Up for Children's Aid Society

DATELINE: TORONTO, Nov. 15

BODY:
The Bay and **Nautica** are inviting their customers to cozy up to the spirit of giving this holiday season in a special polar fleece sweatshirt that is raising money for the Children's Aid Foundation. Customers who purchase **Nautica's** special holiday polar fleece, now available at 60 Bay stores across the country, will be contributing $ 5.00 for each fleece sold to child welfare agencies across Canada to support children in need, courtesy of **Nautica.**

"The Nautica polar fleece is yet another great gift idea from the Bay," commented Idalia Farrajata, fashion director of the Bay. "Customers not only are making a stylish gift selection for the holidays but they are making a difference in Canadian children's lives. A portion of their purchase will be donated to child welfare agencies across the country through the renowned Children's Aid Foundation."

Nautica's polar fleece is part of the Nautech line of clothing. The sweatshirt is available for $ 98.00 in sizes ranging from small to double extra large in five colours; Black, Oyster, Denim, Navy and Surplus. Bay customers who purchase the polar fleece sweatshirt during the holiday season will receive a **Nautica** gift box and donation card that recognizes their $ 5.00 contribution to the Children's Aid Foundation.

"We wanted to do something meaningful this holiday season rather than simply invest in advertising," commented Mark Lucas, president of Siga International, Canadian distributors of **Nautica.** "I wanted our contribution to have a positive impact on people who are in need. Our contribution to the Children's Aid Foundation will go towards helping Canadian children which is especially important during the holidays."

Nautica Men's Apparel is distributed exclusively in Canada through Siga International. Both **Nautica** and Siga are long-time supporters of various child welfare programs in local communities across Canada.

The Bay is Canada's fashion and style department store with 99 locations in communities from coast to coast. The Bay is a division of Hudson's Bay Company, Canada's oldest corporation and its largest department store retailer. Information can be found online at www.thebay.ca.

on the Canadian Press Photo Network/

-30-

For further information: Nick Cowling or Joanne Hunter, Edelman Public Relations, (416) 979-1120

LN-ORG: AID FOUNDATION (92%);

LOAD-DATE: November 15, 1999

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PLEASE DON'T SQUEEZE THE CHAIRMAN. Daily News Record November 17, 1999

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Daily News Record

November 17, 1999

SECTION: Pg. 25 ; ISSN: 1041-1119

IAC-ACC-NO: 57647563

LENGTH: 157 words

HEADLINE: PLEASE DON'T SQUEEZE THE CHAIRMAN.

BYLINE: LOHRER, ROBERT

BODY:
A subordinate once accused **Nautica** chairman Harvey Sanders of being a frustrated basketball coach. Sanders agreed.

But when the subordinate accused Sanders of also being a frustrated football coach, that was one step too far.

"A frustrated football owner," Sanders was quick to correct.

As for what this has to do with anything, Sanders has found a way to combine his interest in a great charity -- the Starlight Children's Foundation -- with his interest in professional sports, serving as benefit chairman (**Nautica** was the title sponsor) at the Starlight Foundation Celebrity Sports Auction Nov. 8 at Windows on the World at New York City's World Trade Center.

With such items up for auction as a Wayne Gretzky hockey stick and a Venus Williams tennis dress, the evening raised $ 200,000 for Starlight. The priciest item was an I-Guarantee-It lithograph signed by 24 members (including Joe Namath) of the 1969 Jets.

IAC-CREATE-DATE: November 24, 1999

LOAD-DATE: November 25, 1999

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FRANCHISES BOOST PRICES OF STREET FRONT LOCATIONS. Mexico Business Monthly November 18, 1999

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Global News Wire
Copyright 1999 Caribbean Update.
Mexico Business Monthly

November 18, 1999

LENGTH: 1262 words

HEADLINE: FRANCHISES BOOST PRICES OF STREET FRONT LOCATIONS.

BODY:

The demand for so-called "street front" commercial locations in Mexico City has raised prices to between P$ 100 and P$ 250 a square meter, thanks to the boom in franchises and the need to be closer to clients with services and quality to maintain competitiveness, reports El Financiero (October 29, 1999). According to the real estate broker Colliers Lomelin, so far this year rent contracts for an estimated 50,000 square meters have been closed. TIFFANY OPENS FIRST RETAIL OUTLET IN MEXICO. The famous New York jewelry store, Tiffany & Co., a synonym of elegance and expensive jewelry, has opened its first store in Mexico and in Latin America in the exclusive posh zone of Polanco, reports El Financiero (November 12, 1999). The jewelry company had sales for US$ 580 million and a profit of US$ 39 million in the first half of this year. The 450 square meter outlet also sells the fine glassware and porcelain products that Tiffany is noted for. DUTY SIGNS DEAL TO SET UP 22 STORES. Latinomericana Duty Free has signed a deal with the Fiesta Inn hotel chain (property of Grupo Posadas) to set up 22 Deor (sic) stores in the chain's hotels, reports Reforma (November 1, 1999). Deor, a subsidiary of Duty, operates convenience stores in hotels, airports and office buildings. It sells the "Poco Loco" brand of clothing, beach wear, tobacco, newspapers, etc. The company has also signed a deal with another, unnamed chain to set up 10 more stores. Over the past 12 months Duty has opened 19 Deor stores and 11 Operadora Aeroboutiques outlets. INTERNET FIRM BUYS TRAVEL AGENCY. Viajo.com, a leading online travel services firm, has announced the purchase of Felgueres Travel, Mexico's second-largest travel agency, reports Agencia EFE (November 16, 1999). Felgueres Travel has 42 offices in 29 Mexican cities and annual sales of US$ 105 million. Viajo.com, founded earlier this year, has offices in the United States, Mexico and Brazil. SNF POLYMERS OPENS OFFICES IN MEXICO CITY. SNF Floerger de Mexico, a subsidiary of French company SNF, which markets polymers for the treatment of water, has opened offices in the World Trade Center in Mexico city, reports El Financiero (November 4, 1999). The company's sales in Mexico reached US$ 10 million, while its principal clients are chemical companies such as Jordan, Nacional Quimica, Grupo Gomco and Aditivos para Papel. In the U.S., SNF controls 30% of the market for such polymers, with annual sales of US$ 250 million. GIGANTE IN US$ 130 MILLION EXPANSION. Gigante, the leading retail chain, plans to invest US$ 130 million next year in adding another 24 units to the chain of retail stores and restaurants, reports Reforma (November 10, 1999). Fourteen will be self-service outlets, six specialized retail units, and four restaurants. This represents a 7.9% increase in floor space, the second largest projected for next year, according to the analysis department of the Banacci Financial Group. Banacci indicates that these new units will continue focusing on north Mexico and major cities. BANAMEX GIVES US$ 35 MILLION LOAN TO BUSINESS CHAIN. The Banco Nacional de Mexico (Banamex) announced that it has awarded a US$ 35 million loan to self-service chain Comercial Mexicana. The credit takes the form of Investment Units (Udis), reports Agencia EFE (October 28, 1999). The loan agreement, signed on October 26, will fall due in 2003. It will be utilized to restructure the firm's foreign currency debt with banks abroad. Banamex said that with this restructuring, Comercial

Mexicana will consolidate its position in the self service market by diversifying its debt, reducing its exchange risk, improving its structure and broadening its base. Comercial Mexicana is a firm with 100% Mexican capital, with more than 190 branches, or commercial centers, all over the country. COMERCIAL MEXICANA PLANS US$ 120 MILLION EXPANSION. Mexico's second largest retail chain, Comercial Mexicana, plans to invest US$ 120 million next year in the opening of 14 new commercial outlets and six California restaurants, reports Reforma (November 3, 1999). The company will also invest in remodeling 10 to 13 store and restaurant units. The expansion will be financed with resources from the cash flow of the retail chain and is expected to increase sales by around 10%, the company said. LIVERPOOL OPENS NEW STORE IN MERIDA. With an investment of US$ 30 million, Mexico's leading chain of department stores, El Puerto de Liverpool, has inaugurated its store in Merida, Yucatan state, reports Reforma (November 3, 1999). This brings the chain to 16 department stores of this type throughout the country and 38 all told, including those that correspond to the Fabricas de Francia format. Liverpool Merida has 14,500 square meters of floor space and aims for the middle and upper middle income groups. DOMINO'S PIZZA OUTLET #300 OPENS. Alsea, the holding company for the Domino's Pizza chain of fast food restaurants, announce the opening of its Domino's Pizza eatery number 300, reports the Mexican Stock Exchange (November 12, 1999). The chain ended the week with a total of 305 pizza houses in operation, which implies 13 more have been added since the close of the third quarter. Alsea's subsidiary, Torrquin, is the operator of the master franchise in Mexico and direct proprietor of 183 of those 305 pizza take outs. LA ISLA MALL OPENS IN CANCUN. Grupo Gicsa has inaugurated the "La Isla" shopping mall in the Caribbean tourist destination of Cancun after almost a year's delay, reports El Financiero (October 28, 1999). The project was developed by Grupo Gicsa at a cost of US$ 55 million. The mall includes 136 posts, 92% of which have already been leased or sold. Among the businesses which have set up at La Isla are Zara, Tommy Hilfiger, Grupo Anderson, Nine West, Haagen Daz, **Nautica** and McDonalds. COMMUNICATIONS CABLE INTERNET ACCESS DEAL. 3Com Corp. (Nasdaq:COMS), a leading global networking company, has announced that it will supply cable TV provider, Cablems, with the equipment and technology required to launch Cablems.com, the first Internet access service via cable in Tijuana, Mexico. With this deal, cable access technology supplied by 3Com will be available to more than 6 million homes throughout Latin America, says Raul Barnett, cable modem business manager for Latin America. Details: 3Com Public Relations, Craig Grabiner, 847/262-2329. Email: craig_grabiner@3com.com. Or: Burson-Marsteller, Jason Wyse, 305/347-4327. Email: jason_wyse@yr.com. g(line:.03i width:r) ENERGY/MINING PEMEX ACCOUNTS FOR A THIRD OF GOVT. REVENUE. Petroleos Mexicanos (Pemex) contributed the equivalent of US$ 22.8 billion -- or 31.3% -- of Government revenues over the first nine months of 1999, said the Treasury Ministry, reports Agencia EFE (November 13, 1999):

The public revenues over the first three quarters of the year were US$ 73 billion, a 3.8% increase vs. the same period of 1998. Treasury added that tax collection had also grown by 11.8% vs. last year. Additional income was derived from increases in the price of oil exports (US$ 112 million), a small amount as compared to the increases, explained by the time difference between delivery and payment dates;

In the first nine months of the year, the Government spent about US$ 73.5 billion, or 5.2% more than in the same period of 1998. Treasury indicated that the public debt for the period from January through September stood at 26.5% of the gross domestic product, 1.4 percentage points down from the 27.9% recorded at the end of last year.

JOURNAL-CODE: WMBM

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Body by Madison Avenue Christian Science Monitor (Boston, MA) November 24, 1999, Wednesday

Copyright 1999 The Christian Science Publishing Society
Christian Science Monitor (Boston, MA)

November 24, 1999, Wednesday

SECTION: FEATURES; HOMEFRONT; Pg. 18

LENGTH: 1453 words

HEADLINE: Body by Madison Avenue

BYLINE: Marilyn Gardner, Staff writer of The Christian Science Monitor

HIGHLIGHT:
Women make 85 percent of all retail purchases. Advertisers target their

BODY:

In a mainstream magazine ad for a French clothing designer, an ultra-thin model wears nothing but sunglasses, black gloves, and a velvet skirt low on her hips.

Another ad, this one for fur, features a long-limbed woman clad only in a sequined black bikini under her mink coat. She strikes a come-hither pose.

An ad for a beauty-oriented Web site shows a model naked except for computer cord wrapped around her chest and hips.

And in an ad for energy bars, a model's long thighs fill the page, while a high-cut leotard emphasizes her slim midriff. The text suggests that this could be "the body of your dreams."

Three decades after the women's movement offered women greater equality and expanded roles, a small chorus of media critics laments what it sees as a one-dimensional portrayal of women by Madison Avenue, characterized by nudity, extreme thinness, sensuality, even bondage. With their dual emphasis on physical perfection and sexuality, such ads, these critics say, can create body dissatisfaction, fuel addictions, and subtly legitimize violence and bondage.

"The emphasis is so completely on women's bodies," says Jean Kilbourne, who for 20 years has been lecturing on images of women in advertising. "The ideal has always been unattainable, but now it's even more so." She attributes some changes to the ability to alter photographs with computers - to elongate bodies or put one woman's head with another woman's body. "The ideal is no longer a real woman," she says. "It's a composite."

Because advertising is "more influential, more powerful, more ubiquitous than ever before," Ms. Kilbourne says, she and other ad-watchers are mounting campaigns - in books, classrooms, talks, and videos - to alert consumers, women in particular, to what Kilbourne calls the "toxic environment" of American advertising culture.

The average American is exposed to 3,000 ads a day, says Kilbourne, the author of a new book, "Deadly

Persuasion: Why Women and Girls Must Fight the Addictive Power of Advertising." Yet most people believe they are not influenced by ads.

When Elizabeth Massie interviewed girls between the ages of 9 and 18 for a documentary video, "Who Cares About Girls?," denial was rampant. "Girls assured us they were not influenced," says Ms. Massie of Los Angeles. "They only referred to their friends being influenced. Even when girls recognize manipulation, they're incapable of resisting it."

Media specialists see ads changing in subtle ways. Some layouts, like the one for power bars, show parts of women's bodies, but not their heads.

"The media constantly cut us into bits and pieces," says Gail Dines, professor of media studies at Wheelock College in Boston. "How many of us do exactly the same thing? We look in the mirror and say, 'This needs work, that needs work.' That destroys the integrity of the body. Once we split it up, it can mark the beginning of eating disorders and the end of self-esteem."

Barbara Lippert, ad reviewer for Adweek, also sees a pattern of growing hostility between the sexes being reflected in advertising. "Men would like to see women in more stereotyped ways," she says. "Beer commercials are slowly going back to the babes. Victoria's Secret ads are aimed at women but appeal to men."

Another current advertising theme, Ms. Lippert notes, involves men making fun of women "because they're obsessed with shoes, they make you put the toilet seat down, and they take too long to get ready. I don't think it's very funny."

Professor Dines and Kilbourne also decry images drawn from pornography. Dines cites an ad in a computer magazine showing Goldie Hawn in a bondage pose.

"One of the most important older women in Hollywood is allowing herself to be strung up," she says.

A perfume ad shows a woman tied to a bed. Another perfume ad features a woman with her hands tied behind her back. "They use a nice bracelet," Dines says, "but nonetheless her hands are tied."

Such images also have negative effects on men. They, too, Dines says, absorb "the level of desensitization we all have, seeing women being brutalized" and their bodies artfully segmented in ads.

Women make 85 percent of retail purchases, with working women between the ages of 40 and 60 forming the largest market. Although a few companies, including **Nautica** and Banana Republic, feature mature models in ads or catalogs, older women remain largely invisible in print ads.

Referring to most older models, Lippert says, "These women are still extremely thin and look fabulous. It's not exactly realistic to think people are going to age this way." She would like to see older women and men "used for products other than bladder control and retirement money and electric mattresses. These older people are vibrant, doing all kinds of things, including buying cars and traveling."

Dines adds that older women also tend to be clustered in medical ads, "looking for arthritis pills, laxatives, or diapers. In every culture, you hope the older women will be the carriers of the culture, but we give them no voice."

Seven years ago Joanne Byron, an over-40 model in Wareham, Mass., launched a national signature campaign to encourage advertisers and modeling agencies to include older women. Her goal is 50,000 signatures per state.

"There is a myth that only young, seductive women can sell," Ms. Byron explains. "In reality, women of all ages have that capacity. Who has created that myth? Advertisers. Who runs the advertisers? Men."

Even the use of gray-haired models, she claims, can be a form of tokenism. "To show you they're representing the older market, they use gray hair," Byron says. "You can be in that older market and have any color hair."

Similarly, Dines finds that women of color are also rendered largely invisible in ads. African-American models may be shown in jungle settings or wearing leopard skins and animal prints. If advertisers pick African-Americans, they use models with white features, she says. "In reality, the model of beauty is whiteness."

No one argues for the elimination of advertising. Instead, these media specialists advocate teaching students how to understand and deconstruct media images. The United States is one of the few countries that does not include this in education curricula.

"It's important that parents and citizens really lobby for media literacy to be taught in schools, starting with kindergarten," Kilbourne says. "We're doing our students a real disservice if we don't teach them to become critical consumers of the media."

Once people start paying attention, she adds, "it's just abundantly clear to them what's going on. That awareness is essential." Discussion also lessens denial about the power of ads.

At Teen Voices, a national magazine written by and for young women, resistance to negative images runs strong. A column called "Say What?"criticizes specific ads, explaining why the portrayal is damaging to teens.

"We encourage teens to write to advertisers and say, 'We don't appreciate girls' bodies being used to sell your product,' " says Siobhan Murray, advertising manager. An issue appearing this week features an article titled, "How Advertisers Are Out to Get You."

Every July, Dines conducts a week-long institute at Wheelock College, open to teachers, parents, and others interested in the media. Participants learn to teach children about media images. A single two-hour lecture and discussion can "resensitize" people, she finds. In her college classes, she sees immediate results as students deconstruct ads critically.

Dines encourages mass boycotts of the media and widespread refusals to buy offending magazines and the products they advertise. She herself formerly published a boycott newsletter, "Challenging Media Images of Women." (Only a lack of money kept her from continuing it.) Articles explained why particular ads were sexist, then encouraged readers to write letters of complaint to the advertising agency, the advertiser, and the magazine.

"We got ads taken out," Dines says triumphantly. "For a small newsletter, we had tremendous success. Could you imagine a mass scale of that?"

Ellen Levine, editor of Good Housekeeping, seconds that approach. "You can protest," she says. "Calvin Klein billboards [showing children in suggestive poses] were down in 24 hours because of public outrage."

Dines sums up her approach: "Fight back. This is our culture, and we decide what we consume."

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Mall Developer Discusses Retailers' Efforts to Satisfy Holiday Bargain Hunters CNN November 26, 1999; Friday 8:32 am Eastern Time

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CNN

SHOW: CNN EARLY EDITION 07:00 am ET

November 26, 1999; Friday 8:32 am Eastern Time

Transcript # 99112606V08

SECTION: Business

LENGTH: 555 words

HEADLINE: Mall Developer Discusses Retailers' Efforts to Satisfy Holiday Bargain Hunters

BYLINE: Carol Lin

HIGHLIGHT:
Kent Digby, executive vice president of management and marketing for the Mills Corporation, the nation's leading developer of mega-malls, discusses how department stores and outlet malls are dealing with holiday shoppers out looking for bargains.

BODY:
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CAROL LIN, CNN ANCHOR: With this strong economy, American families are expected to spend as much as $500 on the average this holiday season on gifts. Lots of people still looking for bargains, and when you think about bargains, you think of outlet malls.

So, let's go to Kent Digby, executive vice president of management and marketing for the Mills Corporation, the nation's leading developer of these mega-malls.

And you're joining us from Potomac Mall in Woodbridge, Virginia, one of my favorites; pretty big out there.

Good morning.

KENT DIGBY, THE MILLS CORPORATION: Good morning. How are you, Carol?

LIN: I'm doing pretty well. You know, the big question that everybody always wonders, though: Why not wait for the department store sales where you're going to get 20 percent to 40 percent off, and why bother with these big outlet malls?

DIGBY: Well, obviously, we're on sale every day of the year, so there's one big advantage. And when the holidays come, we're even on a further discount. So there's always more value to find.

LIN: How much of a discount?

DIGBY: Some of our stores are from somewhere between 30 and 70 percent.

LIN: So if I see something in a department store that I really like a lot, how long is it going to take before it gets to one of these big outlet malls?

DIGBY: It could be as current as the merchandise that you would find in the department stores. The merchandise is very current.

LIN: And how does that work out? Why would they sell for full price in a department store but discount it with you?

DIGBY: I'm sorry, I couldn't hear you, Carol.

LIN: Why would they have the same item in a department store at full price and yet discount it with you?

DIGBY: There's many locations that outlet products, and obviously the outlets are still one of those kind of distribution points.

LIN: So you can really expect to get the same things at the same stores.

I'm also noticing that designers like Donna Karan, and Anne Klein, and even say, Cashmere, are opening up discounted stores in these large outlet malls. I'm surprised that high-end designers would be going discount as well.

DIGBY: Well, they have for a period of time and, you know, the category keeps growing, from Polo to Tommy to **Nautica,** to all the favorite brands that you might have.

LIN: So what do you think people are going to be looking for this holiday season?

DIGBY: There's a lot of hot items. Obviously, Pokemon is one of the hottest in the country; we certainly have that throughout our centers here and across the country. And some of the categories that are hot: jewelry is very hot this year, and children's apparel is very hot.

LIN: And what are you going to be looking for for your own family? Can you reveal a few secrets?

DIGBY: Jewelry is on the top of the list for my wife, I can tell you, and my kids...

LIN: Good tip, Kent.

DIGBY: ... Pokemon is one of their specials.

LIN: All right, well let's hope we get that 70 percent discount on jewelry this year.

Thanks so much for joining us.

DIGBY: Thank you.

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Retailers expect good season Times Herald (Port Huron, MI) November 27, 1999 Saturday

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Times Herald (Port Huron, MI)

November 27, 1999 Saturday

SECTION: LOCAL; Pg. 1B

LENGTH: 790 words

HEADLINE: Retailers expect good season

BYLINE: Bree Fowler, Staff

BODY:
Surveys predict bigger sales figures

By BREE FOWLER

Times Herald

Business was bustling throughout downtown Port Huron and other Blue Water Area stores Friday as people searched through sale racks to find the perfect holiday gifts for friends and families.

Friday was the traditional start of holiday shopping - a good turnout is considered important to merchants in Michigan and across the country. Last year, merchants nationwide rang up more than $170 billion in sales during the holiday period, which runs through December.

The rainy weather didn't stop some people from perusing the stores on Huron Avenue in Port Huron. The Harris House, 219 Huron Ave., a store specializing in unique gifts, was filled with customers Friday morning. The store recently opened its second floor, which is filled with Christmas items.

Mary Pochodylo, 65, of Port Huron said she liked the less-frantic pace of the downtown area stores, compared to the early-morning rush many people experienced at places such as Fort Gratiot's Birchwood Mall and Wal-Mart.

"I like to bring my younger relatives here to pick out a little treasure for a keepsake, because this really is a wonderful place," she said.

The smells of cinnamon, peppermint candles and potpourri greeted shoppers as they climbed the stairs to the Harris House' second floor. Holiday music played softly as they looked at the many gaily decorated Christmas trees.

Farther down the street at the Stage-Sperry's store, customers went through racks of Tommy Hilfiger blue jeans and fleece clothing.

Gene Fremaux, group manager for the store, said there was a crowd outside waiting when the store opened at 7 a.m.

Mr. Fremaux said **Nautica** jeans for men, holiday items and clothing, as well as sweaters for men and women, were some of the hot-ticket items, in addition to the fleece and Tommy Hilfiger products.

Kari Kellar, 27, of Washington Township spent part of Friday morning trying on shoes at Stage-Sperry's for an upcoming wedding. She said she has been coming to the department store for many years because her family is from the area.

"It's a small atmosphere," she said. "It has that special touch."

Those looking for a shopping experience with a big feel flocked to the Birchwood Mall throughout the day Friday to hunt down bargains.

Beth Isola, marketing director for the mall, said all of the stores were reporting a larger turnout and more sales than expected.

"Old Navy has been going gangbusters and Target has been swamped every time I've walked in there," she said.

The stores weren't the only places doing strong business at the mall. The opening of the movie Toy Story 2 has kept the theater busy. The movie is showing on two screens and was selling out every showing, she said.

Toy Story-related toys also are hot sellers on the shelves.

The National Retail Federation is predicting a gain in sales of general merchandise, apparel and furniture of 6% to 6.5% over last year.

The Michigan Retailers Association said a survey of members shows merchants statewide are expecting a green Christmas. The survey, a joint project of the association and the Federal Reserve Bank of Chicago, found three of every four retailers expect increased sales, with projections averaging an anticipated gain of 11% over last year's performance.

The retail sector is a nearly $100 billion industry in Michigan. It's the second largest employment segment in the state, providing more than 800,000 jobs, according to the retailers group.

Many Internet shopping sites went to work right after the Christmas season ended last year to prepare for this year's holidays, when research firm Jupiter Communications predicts online sales will top $6 billion.

A recent survey by market research firm NPD Group found that two-thirds of all Internet users plan to buy at least one item online this shopping season.

Sales were going strong at the Emporium, a gift store in Lexington that also sells antique furniture.

Owner Sue Manetta said people have been coming in and out all day and many of the other stores in the shopping center where her store is located also appear to be doing well.

"People buy a lot of different things for Christmas than they do the rest of the year," she said.

Some of her most popular items include rain sticks, pillows and wall hangings.

Nautica jeans and fleece also were popular at Glik's clothing store in Richmond.

Tracey Scott, a store co-manager, said they weren't very busy early Friday morning. However, she said business at the store, which opened in August, started to pick up later on as people finished shopping at the nearby Kmart.

Managers hope Friday's shoppers are just a sign of what is to come this holiday season.

GRAPHIC: 'TIS THE SEASON: Mel Szlag of Madison Heights ties down two Christmas trees he bought Friday in Ruby. He said he stopped in Port Huron to do some shopping. By RALPH W. POLOVICH, Times Herald; GOOD SHOPPING: Lisa Edgington and her mother, Louise Decker, both from St. Clair, did some heavy-duty shopping Friday in downtown Port Huron. They appear satisfied with what they bought as they leave the Stage-Sperry's store on Huron Avenue. By RALPH W. POLOVICH, Times Herald; WINDOW SHOPPER: Gary Isaacson of Fort Gratiot does some Christmas window shopping Friday at Captain Jim's Galleries on Huron Avenue in Port Huron. He said he was downtown and decided to look over the marine displays in the window. By RALPH W. POLOVICH, Times Herald

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IT'S GINUWINE PERFUME - RAP SINGER HOPES SCENTS HIT THE SPOT RAP SINGER HOPES SCENTS HIT THE SPOT The New York Post November 28, 1999, Sunday

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The New York Post

November 28, 1999, Sunday

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HEADLINE: IT'S GINUWINE PERFUME - RAP SINGER HOPES SCENTS HIT THE SPOT

RAP SINGER HOPES
SCENTS HIT THE SPOT

BYLINE: ALLYSON LIEBERMAN

BODY:
While Puff Daddy, Russell Simmons and Busta Rhymes are out making clothes, R&B star Ginuwine is making scents.

The soulful singer, whose second album for Sony's 550 Music, "100% Ginuwine," is on its way to double-platinum, is launching his own fragrance line for both men and women -- and will roll out a line of bath and home-furnishings products later.

"I didn't want to do the regular thing. Everyone else is out there with their clothing lines, but I thought a fragrance would be something different," Ginuwine told The Post.

The fragrances -- 100% Ginuwine for men and G-Spot for women -- will launch in February, "just in time for Valentine's Day," said the 26-year-old single guy, whose nose was responsible for developing the scents.

Both fragrances will come in a 1.7-ounce bottle and will retail for between $32.50 and $35.

Not to be outdone by their competition, Ginuwine and his partner, Byron Barnes, president of Byron Barnes Collectibles, decided to forgo the traditonal department store launch -- and head straight to the Internet and record stores.

"We wanted to distribute the fragrance in a nonconventional outlet," said Barnes, who previously launched supermodel Iman's skin-care collecton.

"So we figured we'd go where his music is sold and where his fan base is," he added.

Barnes said he is considering getting involved with Internet players like Beauty.com and Netnoir.com, and is currently negotiating with a number of music outlets to sell the scents.

"We're going to put the scent-strips in his new CD. It's a perfect match. Direct marketing right to the consumer. If they like the music, they'll love what's inside," he said.

But not so fast, says one beauty industry expert, who claims the "unconventional" launch could pose some problems.

"Calvin Klein's CKOne launched at Tower Records, and it didn't do so well," said Allan Mottus, publisher of the beauty industry trade paper The Informationist.

"And fragrances are hard to sell on the Internet. You don't know what it smells like, what it looks like. It'll be a hard sell," Mottus said.

Mottus insists the fragrance business is not easy to break into, with superstars like **Nautica,** Tommy and Polo Sport monopolizing the limelight.

"From a fashion point of view, they have preferred status with the young, urban market who listens to rap," he added.

On the other hand, Mottus said, "the world is crowded with new ideas -- after they all crash and burn, there will be some successes. It's anyone's market."

And if all goes well with the perfume and cologne, Barnes said, he has a whole list of other Ginuwine products ready to introduce, including luxury bath goods, flatware, cutlery, glasses, place mats and even a wine called GinuWINE.

"Ginuwine represents the young, modern, forward culture. His appeal is global," Barnes said.

GRAPHIC: GINUWINE

Fragrance maker.

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GIFTS THAT PAMPER Denver Rocky Mountain News (Colorado) November 28, 1999, Sunday

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Denver Rocky Mountain News (Colorado)

November 28, 1999, Sunday

SECTION: Home Front; Ed. Final; Pg. 12F

LENGTH: 559 words

HEADLINE: GIFTS THAT PAMPER

BYLINE: By Suzanne Brown, News Staff Writer

BODY:
Rhinestone-studded hair clips and barrettes from Liz Claiborne, $4 to $14, will make her sparkle. At Foley's and selected department stores.

You'll have to shop online to order Aromabands, but this trendy and inexpensive item will surely be a hit. The slim coil bracelets are infused with essential oils in four different scents and colors: Energy (blue), Serenity (green), Passion (pink) and Clarity (purple). They're $3.50 each at www.AromaBand.com.

If you'd love to send a friend or loved one to a fabulous spa but lack the funds, pay $9.95 instead and buy her 2,001 Ways to Pamper Yourself, by Lorraine Bodger (Andrews McMeel Publishing, $9.95). She'll think of you each time she indulges in such little luxuries as No. 7, "Go to a romantic movie in the afternoon."

Bliss body products, popularized at the state-of-the-art Bliss Spa in New York, are now available through such retailers as Glo in Cherry Creek North. The line includes scrubs, lotions, hand creams and sun protection, $15 to $35, at Glo, 180 Steele St., (303) 322-1090.

Keep him on course with a Timex Expedition Digital Compass watch. Oversized numbers, water resistance, an alarm and chronograph are other features of the item, which sells for about $55 at department stores.

She'll never be late again if she wears a Nine West sport watch with a clear band with glitter, and a magenta, blue or black face; $39 at Nine West stores and selected department stores.

Cashmere is the cuddliest fiber you can find this year. Preston and York cashmere mufflers in a rainbow of colors are $48 each at Dillard's.

It's no longer enough that jewelry simply look good. Fasten the right piece around your neck or arm and you'll feel smarter, sexier or more serene. The latest bracelet line promising personal fulfillment is Lee Angel Color Therapy. Developed by New York designer Roxanne Assoulin, the bracelets are designed to "awaken certain powers of your inner soul, such as joy, clarity, beauty and love." A set of 10 elastic bracelets made from crystals, seed beads and semi-precious stones is packaged in a tin with a semi-precious stone; $45 to $155 at Neiman Marcus.

Nothing is more pampering than a spa visit, whether it's for an hourlong massage or a full day of treatments. Among the packages being offered by SCI / Interhair, is a 2 1/2-hour Spa Sampler that includes a demi-facial, a mud bath, pedicure, moisturizing hair treatment and scalp stimulating shampoo and style, $185. The spa is at 3150 E. Third Ave., (303) 377-3377.

Vests are among the season's hottest clothing items, and guys love them as much as women do for layering over long-sleeved T- shirts and sweaters. **Nautica's** quilted nylon vest is $89 at Foley's.

Fashion mavens covet Chanel accessories, from such classics as ballet flats and quilted handbags to the ever-changing costume jewelry. New this season is a collection of Chanel sterling silver jewelry, featuring chunky rings and cuff bracelets, link necklaces, bangles and earrings, priced at $130 to $2,100. Available at the Chanel Boutique, 520 E. Durant St., Aspen. (970) 544-0555.

She'll stay toasty and chic in a Maxfield Parrish shearling coat in honey, chocolate or black, $2,800 to $3,800 at Max, 3039 E. Third Ave., (303) 321-4949.

NOTES:
Season Openers / Home Front's guide to perfect presents
Think back of the gifts you've enjoyed most, and more often than not, they're gifts that pamper. Lotions, perfumes and baubles for the body are appreciated indulgences.

GRAPHIC: Color Photo (4)
Chanel silver jewely from the Chanel Boutique in Aspen. FILE: ARCHIVE
CAPTION: Timex Expedition Digital Compass watch. FILE: MISSING - UNAVAILABLE
CAPTION: Left, Cashmere muffler from Dillard's. FILE: MISSING - UNAVAILABLE
CAPTION: FILE: ARCHIVE

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Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian AmericanDesigners enjoy their moment in the spotlight. A. Magazine November 30, 1999

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HEADLINE: Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian American Designers enjoy their moment in the spotlight.

BYLINE: Zimmerman, Sarah Midori

BODY:

Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian American Designers enjoy their moment in the spotlight.

If every phenomenon has fifteen minutes of fame, surely this is the Asian hour. While the influence of Asian Americans in the fashion industry grew steadily over the last decade, it has reached critical mass over the past several seasons with the craze for all things Asian. At the same time, Asian American designers have become the outfitters of choice for many celebrities and household names for the hoi polloi.

Successful Asian American designers have been around for a while, of course. One thinks of trailblazers such as Josie Natori, the Wall Street whiz-turned-designer who revolutionized sleepwear in the late '70s and early '80s by embellishing lingerie with embroidery and applique work done in her native Philippines. Or Vivienne Tam, who has emblazoned undulating dragons to beatific Buddhas on her designs years before such symbolism became chic.

But now more than ever, Asian American designers have taken the lead in dissolving artistic boundaries between Asia and America, borrowing freely from Eastern and Western traditions. These fashion transnationals trek to Asia to scour the region for textiles and ideas. Some even manufacture their clothing there. the newest (not to mention the youngest) of the bunch is twenty-two-year-old Sandy Dalal, winner of the 1998 Perry Ellis Award for Menswear, whose hipster suits and tunics hint at his

Indian heritage.

GRANTED, THERE ARE SOME Asian American designers who've eschewed the blatantly ethnic. The only thing Asian about Vera Wang's weddings gowns, for example, is the zen-like simplicity of her clean lines. David Chu of **Nautica** has built an empire on dependable, versatile classics and shrewd marketing, showing big boys Ralph Lauren and Tommy Hilfiger that a profitable piece of the pie can still be carted off by a designer who understands branding. And Anna Sui has raised the bar for hippie chic with her unabashed borrowing from fashion's psychedelic past.

But the Asian revival, from restyled saris to chic chinoiserie, has presented an exciting challenge to Asian American designers who are up to the task of reinvention. They know they can't just import the Asian aesthetic wholesale, as the fizzle of the once-sizzling Shanghai Tang has proven. Instead, the hottest talents have become geniuses at editing, using a bit of raw Indian silk for a simple aproned skirt or kimono fabric on a handbag. They've flipped the script on the Asian artists like Issey Miyake who became famous for stark, sculptured deconstructionism by openly appropriating their own cultural roots.

At the moment, Asian Americans in fashion are unstoppable. Tam and Sui now have SoHo boutiques. Jimmy Choo has become a darling of luxe shoe fetishist. And with the creation of the magazine Visionaire, the Stephen Gan-Cecilia Dean duo have become hot celebs in the fashion arena. Even Chinatown shops like Manhattan's Pearl River -- where cheap floor-length cheongsams or bamboo flip-flops can be had for a song -- are packed with fashion junkies on a budget. For doubters who think cheongsams, saris and kimonos are old news, remember that there's still the Tibetan chuba, the Thai chakri, the Vietnamese ao dai...

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GRAPHIC: Photo, Designs of Vivienne Tam

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SHOPPERS FEAST AT RETAIL STORES OVER THANKSGIVING WEEKEND; DNR MARKET REPORT -- FROM LUXURY ACCESSORIES AND FORMALWEAR FOR THE MILLENNIUM TO CASUAL SPORTSWEAR, SHIRT JACKETS AND DENIM COLLECTIONS, MEN'S WEAR WAS A TOP SELLER FOR MANY STORES OVER THE WEEKEND. THAT LEFT RETAILERS IN AN UPBEAT MOOD FOLLOWING THE KICKOFF OF THE HOLIDAY SEASON, WITH MANY ANTICIPATING A STELLAR SEASON. Daily News Record December 1, 1999

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BYLINE: PALMIERI, JEAN E.; BRUMBACK, NANCY; COURTAY, ROMY de; LLOYD, BRENDA; VARGO, JULIE

BODY:
NORTHEAST

NEW YORK -- Men's wear got off to a solid start for retailers in the Northeast thanks to a blast of cold weather that blew in over Thanksgiving weekend.

Michael Gould, CEO of Bloomingdale's, said it wasn't just Friday that was strong. "The whole weekend was good," he said. "And so were Tuesday and Wednesday. Friday is still very important, but it hasn't been the biggest day in a long time."

Gould said the "chillier" weather helped sales. "We had some strong presentations in-store and we got some good pop from our gift assortments and Only At Bloomingdale's [exclusive] merchandise."

Men's wear was also strong and sales came in all categories. "It was across the board," Gould said.

He continued: "The challenge now is to make every day a good day. We are encouraged by the week; people are very upbeat and they're spending and feeling good, so I'm cautiously optimistic."

Stephen Elkin, CEO of Bergdorf Goodman, said weekend sales were "really good. There were a lot of people out and a lot of people buying. It was better than last year."

Specifically, it was luxury items that garnered the most attention including Loro Piana cashmeres, formal accessories, cufflinks, gift items such as sweaters, and luxurious outerwear. "It wasn't clothing," he said.

And virtually all of it was sold at full price.

Elkin said he's "quite pleased" so far, but the kickoff weekend is not necessarily the indicator of how the season will turn out. "We're pleased with the performance, and we're cautiously optimistic it will continue. There's a good consumer attitude out there and we're in good shape."

Michael Gleim, vice-chairman of Bon-Ton Stores, said sales were stronger pre-Thanksgiving than post-holiday. "The weather was fantastic and maybe people were out doing other things," he speculated. "But it ended up a strong week."

Men's mirrored the store as a whole, Gleim noted, although the trend for the business "was better than we've seen in a while. Men's hasn't been great all year."

Top sellers included denim collections from cK and **Nautica,** better sport coats, shoes, Polarfleece, vests, cotton sweaters, marled knit shirts, Izod merchandise, microfiber dress shirts and dress pants, leather jackets and plain-front khakis. Although the business was promotional, it was "no more than a year ago."

Tom Kalenderian, executive vice-president and GMM of men's for Barneys New York, said that although Friday was flat, Saturday was "very good" and Sunday was "unbelievable. "I think it was the cold snap and the fact that a lot of people were out of town. On Sunday, Madison Avenue was mobbed, it was up in the very big double digits."

The top seller was contemporary sportswear in the "young, urban, casual" vein, he said. "It wasn't gifts and the traditional clothing and dress shirt businesses were flat." Modern footwear was also a standout. "Classic looking things were soft, everything modern was flying," he said. And most of the business was full-price.

Men's has been having a strong season so far, he said, running "ahead of plan and ahead of last year. So I'm absolutely optimistic about the season."

Christina Johnson, vice-chairman of Saks Fifth Avenue, said traffic was quite strong over the weekend. "People were waiting in line to get in even though we opened a half-hour early. And it wasn't exactly lovely weather," she said.

Among the bestsellers in men's were "all classifications of formal attire," along with soft, lightweight outerwear, cashmere and pashmina scarves, cashmere sport coats and sweaters, leather jackets and blazers, designer footwear and small leathergoods.

"And we lightened up our promotional activity from the year before," Johnson said.

Kevin Morrissey, executive vice-president and GMM of men's for Macy's East, was quite "pleased" with the holiday season kickoff. "Business was good."

Areas of strength included dress and sport furnishings. "Dress shirts were better than the trend year-to-date," he said. Also doing well were small leather goods, belts, which were "excellent," knit and woven shirts and outerwear, particularly leather.

Promotions were rampant, but about the same as last year. "The way this weekend is, the promotions are about as heavy as they can be."

Overall, Morrissey is "very optimistic about the whole Christmas season. The strength of the furnishings business bodes well for the business. So I'm bullish."

MIDWEST

CHICAGO -- "December 1999 is going to bring back memories of the '80s. We've been waiting a long time for it to happen," predicted Tim Ryan, president of Harleys, a Milwaukee men's specialty store, reflecting

the optimism of retailers in the Midwest after a very strong post-Thanksgiving shopping weekend.

Even though the weather has been unseasonably warm, some stores reported outerwear has been a strong category through the fall and is holding up well. Sales of formalwear and accessories for millennium New Year's Eve celebrations were adding to the holiday totals. "We were very satisfied with results. We were up slightly from last year," reported Mike Nemoir, senior vice-president and GMM of men's and children's at Carson Pirie Scott in Milwaukee.

Carson's department stores over the weekend were "consistently busy, but the traffic was not overwhelming," he said.

"Leather is an increasingly hot category," boosting outerwear sales, he noted. Other popular categories were "status jeans" from Tommy Hilfiger, Guess, Polo and cK. "The American designers -- Ralph Lauren, Hilfiger and **Nautica** -- were very strong for the kickoff weekend," Nemoir said. The hot fabrications were cashmere in sweaters and microfiber in shirts, he added.

The warm weather in the Midwest over the weekend hurt cold-weather accessory sales, but brought more shoppers out, Nemoir felt. Sales of seasonal cold-weather items "were somewhat flat and disappointing," but, with colder temperatures moving into the upper Midwest, he expects those sales to pick up, "and our inventories there are in good shape."

Specialty retailer Mark Shale, with eight stores based in Chicago, also reported "a good outerwear week last week. Outerwear has been strong all season, but did better than I expected last week" given the lack of really cold weather to-date, said Scott Baskin, president. His stores reported an increase in sales for the Thanksgiving weekend over last year.

Strong sellers were "the traditional things -- sportswear items, pants, cut-and-sewn and knit shirts, cashmere sweaters," Baskin said.

Ryan said Harleys' sales were "excellent, Friday was phenomenal. We saw significant increases in volume over last year."

Retailers in the Milwaukee area were not as promotional, he noted, "and we have no intention of cutting our prices before Christmas."

"The sport coat business has been phenomenal. People are buying sport coats in lieu of sweaters for something a little more formal," Ryan noted, adding that this has also spurred sales of merino wool and other fine-gauge knit shirts. Strong brands in the category have been Mickey Spatz, Jhane Barnes, Joseph Abboud and Corneliani, with shirts from Jhane Barnes, Lazo and Mondo.

Harleys' tuxedo rental business has a number of reservations for New Year's Eve already, Ryan said. Sales of tuxedos and accessories are also strong.

Vern Ticknor, president of Ticknors, a four-store men's wear retailer in the Cleveland and Akron, Ohio, markets, said the opening weekend went "exceptionally well."

Soft-constructed garments, particularly shirt-jackets and sweater-jackets, were popular, along with Tundra sweaters in specialty weaves. Cashmere and cashmere-silk blends sold well, he said. Both dress shirts and sportswear from Mondo have "exploded," Ticknor said. Kenneth Cole, recently added to the store, "is the hottest designer label I have," and DKNY and Giorgio Armani are also doing well.

Tuxedos are selling, as are accessories such as a vest and tie combination with a 2000 motif, Ticknor said. Millennium-themed cufflinks are also popular. "I haven't sold cufflinks for years," he noted.

WEST COAST

LOS ANGELES -- Sales for the weekend after Thanksgiving ranged from steady to stellar on the West Coast, with shoppers beating a path to the formalwear departments for an early start on the holiday season and young men's offerings making an unexpected but welcome seasonal debut.

At Macy's West's 86 stores around California, Arizona, Nevada and Texas, weekend business was strong and promotional, according to chairman and CEO Michael Steinberg. Although he did not reveal figures, he said that this year's plan -- which had been higher than last year's -- had been exceeded.

"We were concerned about November because it didn't start off very promising, but the fourth weekend was very good and if that's the yardstick for December, then it's promising," he said. Both the traditional and contemporary men's collections were quite strong, and thanks to the cooler weather, seasonal items such as sweaters in merino wool, cashmere, or acrylic, topped holiday shoppers' lists.

Not surprisingly, the millennium business did very nicely in tuxedos, tuxedo shirts, and accessories. But an unexpected contender reared its head: "For once, there's a good sign of life in young men's," said Steinberg, who added, "If we can achieve a 3-3.5 percent increase [in total sales] over December 1998, I'll be very happy."

In keeping with plan, the 42 stores that comprise the Fresno-Calif.-based Gottschalks department store chain posted low single-digit increases in sales over the same period last year. "We were much more aggressive promotionally with lots of coupons during the week," said men's merchandise manager Gary Dittman, who nevertheless was a bit disappointed with the results. "In the Christmas spirit you always get a bit euphoric and hope it is better than planned," he said.

The better denim area led by Tommy Jeans did well, while the collections business, led by Liz Claiborne, posted double-digit increases and the young men's department saw high double-digit growth thanks to "beach vendors" like Quiksilver, Billabong, and No Fear. But the sweater business did not live up to expectations. "We put lots of inventory there, but there was no payback," noted Dittman, who nevertheless expects a "good sweater season" to develop, driven by fine-gauge lightweight models. Dittman also noted that although "dress-up merchandise hasn't kicked in yet, it will as we get closer to the millennium." Finally, he said the rest of the season would be very promotional , leading to low single-digit increases.

With 440 stores around the country, including 111 on the West Coast (of which 84 are in California), weekend sales were "very strong and exceeded our projections," said Doug Ewert, vice-president and GMM of Fremont, Calif.-based Men's Wearhouse. Formalwear, driven by better suits and three-piece clothing from the chain's own private label, Andrew Fezza, Oscar de la Renta and Daniel Hechter, and retailing between $ 400 and $ 600 did very well. "The three-button is our best-selling suit model," said Ewert.

In sportswear, shirt-jackets, chenille sweaters, sweaters in flat or jacquard merino wool and fine-gauge knits were strong, as were leather coats.

"Based on the results of the last two years, I think we'll have a great fourth quarter," said Ewert.

"This weekend is always billed as the biggest retail weekend of the year, but it never has been for us -- it gets bigger as we get closer to Christmas," said John Martens, general manager of Neiman Marcus Beverly Hills, who said that the store saw "a lot of pick-up business and new customers from out-of-town." Additionally, the business was "not really promotional," he added.

In men's gifts, antiquarian items like martini shakers, magnifying glasses imported from Paris, ink wells, and bar and desk accessories were popular. In addition, "anything Prada sells very well," noted Martens.

SOUTHEAST

ATLANTA -- The holiday season got off to a firecracker-hot promotional start in the Southeast this year. Newspapers on Thanksgiving Day were stuffed with coupons and other sales enticements, and the stores are stuffed with merchandise.

David Zant, corporate GMM for men's and children's wear at Saks Incorporated in Birmingham, Ala., said, "Promotions are extremely intensive this year. That's what the customer is responding to more and more. There's less loyalty and more response to price. Whoever has the best promotions gets the dollars."

Goody's Family Clothing, based in Knoxville, Tenn., did something a little different. From 6 to 10 Friday morning, shoppers could come to a Goody's store and get a "scratch & save" card good for only those hours. Savings off an entire purchase ranged from 10 to 50 percent, and the luckiest winners could win a 1999 Mustang or one of five diamond bracelets.

Robert Goodfriend, chairman and CEO, said that there were crowds waiting at the doors, which opened at 6 a.m. on Friday. But business was good all week. "Our best business for the month came the two days before and the two days after Thanksgiving," he said. "We had a 50 percent off sale before Thanksgiving, and that stirred interest."

Sales for the weekend were up 4.5 percent on a comp-store basis, Goodfriend continued. Margins were flat to slightly under a year ago. Goodfriend said that promotions were planned, plus Goody's had extra inventory to move because of soft business for much of the year.

Hot items included pile fleece jackets and vests, flannel shirts, dress pants, and five-pocket denim jeans.

Speaking for Saks Incorporated's divisions, Zant said that sales overall were good, and that the best business was at Younkers and Proffitt's. The moderate businesses performed the best -- moderate collections and moderate sportswear, he continued, and the top performing categories were men's tops and denim.

Richard Dawahare, men's merchandise manager for Dawahare's in Lexington, Ky., said that total store and men's department sales were up in the low single digits at his family's chain of 25 stores, but markdowns were heavier than usual, particularly on some branded items and young men's. "People are looking for sales," he said.

Hot items at Dawahare's over the four-day weekend included designer collections and designer jeans, though sales of both were driven by markdowns, Dawahare said. Knits were hot, too, including henleys, arctic fleece, marled V-necks, and fine-gauge knits. Others were brushed woven shirts, banded collar shirts, and collegiate sportswear ranging from sweats and T-shirts to caps and nylon jogging suits. A promotion helped spur sales of gabardine suits and luxury sport coats, including camel hair and microsuede.

Sales at Caplan's in Alexandria, La., were up in the single digits, too, for the specialty store's two units. Caplan's had two promotions -- one for sport coats and the other for the Peerless microsuede sport coat at full price with a pair of pants thrown in for free. Despite the promotions, margins were even with a year ago, according to Brent Caplan, GMM, who said the promotions were planned.

Best sellers at Caplan's included Tommy Hilfiger, **Nautica** and Polo collection sportswear, knit shirts, the promotional sport coats, the Tommy Hilfiger 'freedom jean,' and footwear.

SOUTHWEST

DALLAS -- The holiday selling season got off to a promotional start in the Southwest as retailers sliced prices to entice customers. The Houston-based Foley's department stores advertised 40 percent off young men's fleece, sweaters and outerwear. To sweeten the deal, the retailer packed the post-Thanksgiving newspapers with coupons for an extra 15 percent off select items like men's suits and sport coats. Dillard's tried to lure shoppers with 25-50 percent off men's designer sportswear and Plano, Tex.-based J.C. Penney offered customers 15-50 percent storewide savings, as well as gifts-with-purchase.

However, at Penney's even promotions couldn't spur sales. "Overall, our numbers are down compared to

last year, though this weekend was better for us than the trend for the month," according to a company spokesperson.

"We're still down, but we're above what we've been doing for November," he said. "Also, our inventories are in better shape than they were last year at this time. According to the retailer, leather outerwear and private brands J. Ferrar Sport and St. John's Bay did well over the weekend. "We put in a 100 percent wool tuxedo priced at $ 150 that is blowing out of the stores," he said. Soft spots included athletic apparel and basic jeans.

Penney's plan for the next 30 days? "We are looking to get even with where we were last year," the spokesperson said. "That would be good."

Business was brisk at Dallas-based Neiman Marcus, where shoes, furnishings, clothing, formalwear and accessories set the selling pace.

"Business is very positive with the exception of sportswear," said Colby McWilliams, vice-president and men's fashion director. "Prada, Zegna and Jhane Barnes, however, bucked that trend. "The shining star is by far shoes, which is up incredible double digits," added the retailer.

Luxury is still an important category for the specialty chain. "Cashmere outerwear is strong," said McWilliams, who cited strong business in expensive items such as Brioni and Stefano Ricci ties priced at $ 165-$ 250. "Precious fibers like those with 22-karat gold or silver thread, and limited edition items, like our $ 13,500 Brioni suit are also doing well."

Young shoppers at Dallas-based Gadzooks gravitated toward fun fashion items, according to Jerry Szczepanski, chairman and CEO. "Fleece is working; hoodies are working. Brocade shirts are consistently good. 'Pleather' jackets and pants have continued to be strong, as have alternative fabrics in bottoms. Anything fashion has been good."

Szczepanski said store traffic was up compared to last year, but he's expecting a rush closer to the holiday. "Traditionally, we see customers holding back their buying later and later," he said. "The day after Christmas, not the day after Thanksgiving, is traditionally our best day, because the kids have their holiday money to spend."

IAC-CREATE-DATE: December 8, 1999

LOAD-DATE: February 08, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, April 20, 2006 - 8:58 AM EDT

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MARKETPLACE. A dumb fashion trend. 1999 Consumer Reports December, 1999

Copyright 1999 Consumers Union of U.S., Inc.
Consumer Reports

December, 1999

SECTION: FRONTLINES; Vol. 64, No. 12; Pg. 8

LENGTH: 178 words

HEADLINE: MARKETPLACE. A dumb fashion trend. 1999

BODY:
Fashion and practicality aren't synonymous. But one trend for preteens and teens could be downright dangerous.

Some manufacturers are offering a variation of warm-up and cargo pants that rely on strings and toggles to snug them at the ankle. But when you pull on the cord and secure it with the toggle, you're left with a loop that's just begging to catch in a bicycle chain or an escalator, or otherwise trip you up.

Pants like this come from some of the hottest names: Esprit, Tommy Hilfiger, **Nautica,** Old Navy, and Limited Too.

In 1995, after 17 deaths (mainly strangulations) and many injuries were associated with drawstrings, the Consumer Product Safety Commission reached a voluntary agreement with manufacturers that called for the use of other closures on the necks, hoods, and waists of kids' clothing - but not on pants legs. The CPSC says it has cautioned the industry not to make ankle drawstrings overly long. Representatives for Hilfiger and the Gap say they have no record of problems. Still, we hope this trend is short-lived.

GRAPHIC: 1 non-captioned photograph.

COMPANY: CONSUMER PRODUCT SAFETY COMMISSION (82%);

LOAD-DATE: April 05, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [↓]
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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Digest Marketing Week December 2, 1999

Copyright 1999 Centaur Communications Ltd.
Marketing Week

December 2, 1999

SECTION: News; Pg. 9

LENGTH: 437 words

HEADLINE: Digest

BODY:
Richard Branson's People's Lottery says it is satisfied that the National Lottery Commission has created a level playing field for bidders for the next lottery licence. It has still not decided whether to take part, though Camelot has confirmed it will apply.

#

Manchester United FC, which was crowned unofficial world club champion this week after beating Palmeiras of Brazil, has retained its position as the richest football club in the world, according to a study by Deloitte & Touche and FourFourTwo magazine. Spanish giant Real Madrid is second.

#

Tesco has announced it is rolling out its home delivery Internet service at a rate of five stores a week, and will have 120 stores offering the service by the end of the year.

#

Benetton Formula One has promoted head of client services Kate Linnell to marketing director. The company has also handed managing director Brian Sims the role of commercial director. Linnell replaces David Warren, who is moving to Allsport Management.

#

Bank One, the US bank, has launched two new credit cards for online search engine brands Yahoo! and Lycos.

#

BOL.com has appointed Robert Nichols, former production director of WHSmith Online, as director of books. It is also to appoint a director of music.

#

First Quench, the off-licence group, has launched a new online wine delivery service called Enjoyment.

#

Tony O'Neill, managing director of the Somerfield Stores division of the struggling Somerfield supermarket group, has left the company to allow chief executive David Simons a more hands-on role.

#

Cadbury has launched a limited edition Extra Crunchy Fingers milk chocolate biscuit, made on licence by Horizon, and available in 150g boxes.

#

Nautica, the US casual-wear brand, has appointed Phillipa Baker as European marketing manager, reporting to managing director Mark Hammersley. Baker joins from CMT International, a marketing communications company.

#

Sony Music UK has launched Europe's first MiniDisc Music store, called minidisc.com, in London. The store will stock the 700 Minidisc titles available in the UK.

#

BT has been ordered by telecoms operator Oftel to open its local network to rivals by July 2001 and allow competitors to upgrade it to support multimedia services. There will be no restrictions on the services BT's rivals can offer. BT's share price fell 23p on the news whilst competitors' share prices rose.

#

SPCA Best Awards 2000's deadline for nominations is December 10. Readers are not allowed to vote for themselves, their agency or their client.

LOAD-DATE: December 1, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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Celebrity Charity, CNNfn CNNFN December 3, 1999 Friday

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CNNFN

SHOW: BIZ BUZZ 06:00 PM Eastern Standard Time

December 3, 1999 Friday

Transcript # 120301cb.l09

SECTION: Business

LENGTH: 1045 words

HEADLINE: Celebrity Charity, CNNfn

GUESTS: Tom Julian

BYLINE: Beverly Schuch

BODY:
THIS IS A RUSH TRANSCRIPT. THIS COPY MAY NOT BE IN ITS FINAL FORM AND MAY BE UPDATED.

BEVERLY SCHUCH, CNNfn ANCHOR, BIZ BUZZ: Well, this is the season for giving and it's a big season for charities as well and here to tell us about a hot charity out in (18:07:10) Los Angeles is Tom Julian, our regular trends analyst. Hi, Tom.

TOM JULIAN, TRENDS ANALYST: Hey, Beverly, greetings.

SCHUCH: So what is going on out there?

JULIAN: Well this is the seventh year for Divine Design. And it is a major charity fund raiser on the west coast (18:07:20) and it is perfectly timed because it allows the consumer to go in and buy fashion, home decor, art, and accessories at bargain basement prices, all for charities.

SCHUCH: So they as if (18:07:30) they need the bargain basement prices in the first place but I am sure it sells more. Well who are the designers involved in this?

JULIAN: The big designer who was recognized (18:07:40) last night was David Shue for **Nautica** Enterprises (Company: **Nautica** Enterprises Incorporated; Ticker: NAUT; URL: http://www.**nautica**.com/) . **Nautica** is the men's sportswear apparel company and we are looking at the fashion presentation. He did have some celebrities on stage. Anthony Edwards of ER presented the award (18:07:50) to him and then Jim Davidson of Pacific Blue had took to the runway to model as well as Jose Salono (ph) and he was also amidst great company Beverly. The women's wear designer Pamela Dennis was (18:08:00) recognized and she got an award as was Michael Steinberg, the chairman and CEO of Macy's West. And this is a real feel good event but the celebrities came out. The fashion goods are (18:08:10) going to be sold all weekend and it has a great cause attached to it which is project angel food.

SCHUCH: How long does it run?

JULIAN: It runs through Monday and it's (18:08:20) daily 8 am until 11 PM at the Pacific Design Center here in Los Angeles.

SCHUCH: And admission for it? Is it free? Can anyone attend?

JULIAN: It is a daily admission or shopping pass. So I believe its under $20 a day or the shopping pass (18:08:30) might be around $50 for the entire time.

SCHUCH: What are some of the discounts? What are the percentages of the discounts?

JULIAN: 50 percent off of the ticketed price and in the designer world (18:08:40) you are looking at goods from Richard Tyler, Anna Swea (ph) , Kenneth Cole. Then in the branded world Banana Republic, Levi's, definitely west coast designers like BCBG by Max Asria and then you get into the home world with a (18:08:50) lot of recognizable brands like Wedgwood and then you get into the art world as well. Their are over 60 boutiques and there is over $3 million worth of merchandise on (18:09:00) sale to the general public discounted this weekend.

SCHUCH: All right and tell us a little bit about Project Angel Food.

JULIAN: Yes Project Angel Food deliver meals to Aids and HIV patients who are home bound and they (18:09:10) have been serving over 1200 free meals in the 800 square mile area of Los Angeles. Over the last decade they have provided over 2 million life sustaining meals to more than (18:09:20) 7500 million individuals. I am sorry 7500 men, women, and children. And the great thing is that celebrities showed up. Whoopi Goldberg MC'd last evening. Jamie Lee Curtis came and she had presented to Pamela Dennis. And then there were a lot of celebrities around (18:09:30) who came to shop. Fran Dresser being one of them. So you can tell that the cause has a lot of let's say holiday warmth for the celebrities as well as (18:09:40) the fashion and design communities here.

SCHUCH: All right you mentioned the $3 million of clothes and work on sale. What do they project the take will be, the charity take?

JULIAN: They are expecting over (18:09:50) $1 million in total charity from this particular sale this weekend.

SCHUCH: What else is going on in the world of fashion and trends right now? This has been so far a (18:10:00) good season for Christmas shoppers and stores.

JULIAN: Yes it has Beverly and a lot of retailers are expecting good numbers because of course the end of the year. The millennium season, the dressing (18:10:10) up, the party going consumer and a lot of your stores are doing everything from the formal statements to the evening wear statements.

SCHUCH: And let me just ask you (18:10:20) I don't know if you are aware of this. But we see so many of this loafers and this sort of slippers with the champagne and the 2000 on them. Are those (18:10:30) things selling as they hoped they would, the sort of trendy 2000 items?

JULIAN: I don't think they are from I have noted. It seems the some parts of the country have already started (18:10:40) to mark them down. I think probably because they came in so early and now that it is party season maybe people are just starting to think about (18:10:50) how can I buy them and how cheaply can I buy them. But there are a lot of special edition, limited edition items out there that in the luxury category are (18:11:00) still those one of a kind, I must have it and I will collect it and keep it as a collectible item.

SCHUCH: Because we see more and more of the majority (18:11:10) of people now are going to stay home and have a more meaningful new years. Even the concert tours have not have been in general a dismal failure (18:11:20) so far and many have already pulled out of their concert dates.

JULIAN: You are totally right. Last night Beverly I was speaking with some of the writers from the "L.A. Times" here and they (18:11:30) were even talking about how in random conversations with the Hollywood community they we sensing the same thing that there was this insular situation for parties and (18:11:40) celebrations. More at home. This idea to bring you know people together, rather than to go out and revel for the evening.

SCHUCH: It seems a little safer. Well Tom Julian thanks for joining us. We'll talk to you before (18:11:50) the holidays. Have a good weekend.

JULIAN: Great, good to see you.

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LOAD-DATE: July 8, 2003

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VIETNAM: VTEC TO SET UP ONE MORE GARMENT WORKSHOP The Saigon Times Daily December 6, 1999

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The Saigon Times Daily

December 6, 1999

LENGTH: 140 words

HEADLINE: VIETNAM: VTEC TO SET UP ONE MORE GARMENT WORKSHOP

BYLINE: HAI DONG

BODY:

(SGT-HCMC) The Viet Tien Garment Company (VTEC) will spend VND27 billion this month on establishing three garment factories on an area of 1.2 hectares in Tan Binh District in HCMC.

Director General Tran Dac Nguyen says his company has recently marketed many new clothing designs for women and children besides trousers and shirts for men. He says these have gained a firm foothold in local markets.

The company has also produced clothing under sub-contracts bearing such well-known brand names as Pierre Cardin, Adidas, Nike, Fila, Giordano, Hang Ten and **Nautica.**

VTEC now has 18 factories with a workforce of 5,400 people and with 4,500 modern machines which can turn out 24 million items a year, pulling in annual turnover of VND500 billion.

The company's products have been exported to 67 countries and territories.

JOURNAL-CODE: FSGT

LOAD-DATE: March 3, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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DIVINE DESIGN DRAWS 6,000 FOR AIDS. WWD December 8, 1999

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WWD

December 8, 1999

SECTION: Pg. 20 ; ISSN: 0149-5380

IAC-ACC-NO: 58180010

LENGTH: 357 words

HEADLINE: DIVINE DESIGN DRAWS 6,000 FOR AIDS.

BYLINE: Hammond, Teena

BODY:
LOS ANGELES -- Divine Design '99 kicked another $ 1 million into the kitchens of Project Angel Food as the group honored Michael Steinberg, Pamela Dennis and David Chu Dec. 2.

Steinberg, chairman and chief executive officer of Macy's West, received Divine Design's corporate humanitarian award for his dedication in raising awareness and funds to help fight AIDS/HIV.

Macy's West has raised more than $ 10 million through its annual Passport fashion show extravaganza for AIDS research and AIDS/HIV charities. Divine Design ran through Monday, and featured designer wares were sold at discount prices, along with art and home furnishings. Overall, it drew about 6,000 people.

A short video of Passport highlights was shown to a crowd of 700 at the dinner at the Pacific Design Center in Los Angeles. The video included clips from Passport '97, when gymnasts dressed in Ralph Lauren underwear swung on trapezes over the crowd. Before actress Fran Drescher presented the award to Steinberg, she quipped to the crowd, "You know that Michael, you've got to watch him. He wanted me to hang upside down from those trapezes. I said, 'No Michael.' And it turned out he meant in his hotel room."

As Steinberg accepted the award, he said, "Passport is an enormous undertaking and every year the challenge seems more daunting. Not only must we find a way to surpass the glamour, the excitement, the sheer theatrics of the year before, but we've had to work harder and harder to reach our fund-raising goals. Since we began Passport, we have seen remarkable advances in the fight against HIV and AIDS," Steinberg said.

Pamela Dennis was honored for Couture Design and David Chu, designer, founder and ceo of **Nautica,** received the Lifestyle Design award.

Jamie Lee Curtis, wearing a see-through snakeskin-print gown by Dennis, presented the award to the designer, calling her and her work "sleek, elegant, exciting, bubbly, classic and friendly." Pointing to her own outfit, Curtis said, "I wore this dress a few years ago to the MTV movie awards. This dress gets more fan mail than my father's loin cloth from 'Spartacus.'"

IAC-CREATE-DATE: December 22, 1999

LOAD-DATE: December 23, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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VARVATOS RISES FOR FALL. Daily News Record December 8, 1999

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Daily News Record

December 8, 1999

SECTION: Pg. 1 ; ISSN: 1041-1119

IAC-ACC-NO: 58180103

LENGTH: 36 words

HEADLINE: VARVATOS RISES FOR FALL.

BODY:
With backing from **Nautica** Enterprises, and a first collection remiscent of Old-World men's wear, John Varvatos launches his signature line for fall '00. And guess what? There's not a stitch of black to be found.

IAC-CREATE-DATE: December 21, 1999

LOAD-DATE: December 22, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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SENSE OF STYLE; Designers are sizing up their lines for the big and tall guys; Designers hit on big idea for large men The Boston Herald December 9, 1999 Thursday

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The Boston Herald

December 9, 1999 Thursday ALL EDITIONS

SECTION: ARTS & LIFE; Pg. 067

LENGTH: 523 words

HEADLINE: SENSE OF STYLE; Designers are sizing up their lines for the big and tall guys; Designers hit on big idea for large men

BYLINE: By Jill Radsken

BODY:
Being bigger is never better when it comes to finding clothes.

Doug, a 30-year-old medical industry executive who wears XXXXLT, is constantly frustrated by the lack of decent options.

"You have a whole mall full of clothing stores and I can't go into any of them," he lamented earlier this week. "The socks don't even fit."

Plus-size women shared this struggle until a few years ago when designers such as Dana Buchman and Emanuel Ungaro started cutting clothes for larger proportions. But big and tall men haven't been as fortunate.

Finally their needs - a shirt with more room in the shoulders, pants that don't (unintentionally) end at their ankles - are being addressed. Repp Premier Big & Tall, a new chain of stores across the country, features lines from top American designers, such as Ralph Lauren and **Nautica's** David Chu, who've discovered big and tall guys have money, too.

"This is tastefully, attractively done clothing for the man who is used to the finer things," said Janet Chute, marketing director for J. Baker, the Canton-based company that owns Repp Premier.

Chute said the company, which already owns hundreds of Casual Male Big & Tall stores across the United States as well as a catalog business, decided to open Repp Premier around the country based on a projected 1998 statistic from National Purchase Diary that 16 million men are plus-size. On a tour of the Natick Mall store - the only Repp Premier in the Bay State so far - she said that some of those 16 million are professional athletes and captains of industry who've pressured the fashion industry for larger-sized designer duds.

"They go to the best restaurants, work out at the best gyms," she said. "They have to look presentable."

Charles, a 37-year-old man with a linebacker's frame, has already made repeated trips from his Boston home to the Natick store for the basics.

"It's definitely needed," he said Tuesday morning while in line to buy a pair of Polo Ralph Lauren khakis.

Charles said the industry has come a long way from the limited options - "ugly shirts, ugly jeans" - that were available five years ago. Still, he thinks Repp Premier needs to go even more fashion-forward so he can find a "jazzy" four-button suit like the one he saw in GQ for regular-size guys.

"They do have a lot of things here," he said. "But I think they need more."

Jamilyn Smith of Duxbury won the Best of Wearable Art award at the International Textile and Apparel Association Design Exhibition last month. Smith, who graduated from Framingham State College in May with a degree in fashion design, submitted to the ITAA "The Silver Bullet," a knee-length silver lame dress covered with bottle caps.

"It's more of an art piece than something you could get away with wearing," said Smith, pointing out that the dress weighs 15 pounds.

While trying to find design work in the Boston area, the 22-year-old has fielded a number of inquiries from people who want to rent out the dress for New Year's Eve. But Smith said the garment's future is probably with beer, not Champagne.

"I'm trying to market it to Budweiser for advertising," she said.

LOAD-DATE: December 09, 1999

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Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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FASHION TO THE RESCUE; Brief Article; Statistical Data Included Daily News Record December 10, 1999

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Daily News Record

December 10, 1999

SECTION: Pg. 11 ; ISSN: 1041-1119

IAC-ACC-NO: 58376177

LENGTH: 343 words

HEADLINE: FASHION TO THE RESCUE; Brief Article; Statistical Data Included

BODY:
NEW YORK -- The UJA Federation's annual Fashion Rescue, an annual sale benefiting over 130 social service agencies, will be held at the Expo Center at Madison Square Garden from Dec. 12-19.

The sale will offer designer apparel, sportswear, accessories, swimwear and intimate apparel for men, women and children at 50-75 percent below retail price. Designers who have donated product to the event include Calvin Klein, Guess, Polo Ralph Lauren, **Nautica** and Tommy Hilfiger. In the past, Fashion Rescue has raised more than $ 10.5 million for battered women, AIDS, cancer and other causes.

Solutia to Hike Acrylic Fiber Prices

NEW YORK -- Solutia, the largest acrylic fiber producer in the U.S., has notified customers that it is increasing prices of its acrylic fiber, effective with Jan. 1, 2000, shipments. The increases will be 10-12 percent on commodity products and 3-7 percent on specialty products. According to Brad Hill, general manager of Solutia's acrylic fiber business, "While world market conditions on acrylic fiber are improving, these changes reflect a need to recover dramatic increases in raw materials."

Halston Names Design and Creative Director

NEW YORK -- Craig Natiello has been named design and creative director of Halston. Natiello, who has spent the past 10 years at Bill Blass, will be responsible for designing the soon-to-be-launched men's collection, the women's collection, as well as its licensed products. Dominic Sabella will remain senior designer of the Halston Signature Collection.

"We think Craig is the perfect choice for our evolving plans at Halston," said Nicholas J. DeMarco, president and CEO of Halston. "The company is in a growth mode and Craig is completely in sync with the essence of the brand and everything it stands for."

Natiello replaces Kevan Hall, former design and creative director, who had taken over the post from Randolph Duke in July 1998. Hall, who left the company last Wednesday, is pursing several opportunities, one of which is launching his own collection.

IAC-CREATE-DATE: December 29, 1999

LOAD-DATE: December 30, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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Christmas Potpourri The Vancouver Sun (British Columbia) December 14, 1999, Tuesday, FINAL

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The Vancouver Sun (British Columbia)

December 14, 1999, Tuesday, FINAL

SECTION: Style; C3

LENGTH: 142 words

HEADLINE: Christmas Potpourri

BYLINE: Virginia Leeming

BODY:
COSY UP

Shoppers at the Bay stores can contribute to the Children's Aid Foundation by buying a special polar fleece sweatshirt by **Nautica.** Part of the Nautech collection, it's $98, in sizes from small to double extra large and in five colours. A $5 donation will be given by the manufacturing company with the sale of each.

KIDS FOR KIDS

The M.A.C. Kids Helping Kids greeting card program features art work by children living with HIV and AIDS. M.A.C. absorbs the cost of production and retailers forego sales profits. The proceeds are donated to pediatric AIDS organizations in the communities where the funds are raised. Aid goes to children in the form of medical care, diapers, formula, cribs, emergency food supplies, medicine, toys. The cards are available at M.A.C. locations and cost $7 for six cards and envelopes.

GRAPHIC: CP Color Photo: **Nautica** sweaters

LOAD-DATE: December 14, 1999

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Your Style The Times (Shreveport, LA) December 16, 1999 Thursday

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The Times (Shreveport, LA)

December 16, 1999 Thursday

SECTION: LIVING; Pg. 2D

LENGTH: 148 words

HEADLINE: Your Style

BYLINE: Staff

BODY:
Brandon Huckaby is definitely what talk show host Rosie O'Donnell would call a "cutie patootie."

The 17-year-old's style is classic. He favors khaki slacks and Tommy Hilfiger shirts and likes to shop at stores such as Dillard's and Stein Mart.

A football player and senior at C.E. Byrd High School, Huckaby plans to attend Southern University next fall.

FAVORITE ITEM OF CLOTHING: Polo boots.

FAVORITE DESIGNERS OR LABELS: **Nautica,** Tommy Hilfiger, Polo and Nike.

WOULDN'T BE CAUGHT DEAD IN: Cowboy boots.

FAVORITE ACCESSORY: Class ring.

CELEBRITY FASHION FAVES: LL Cool J and Puff Daddy.

FAVORITE FASHION MAG: GQ.

ON HIS CHRISTMAS WISH LIST: Clothes.

If you'd like to suggest someone for Your Style, write Amy Mercer, The Times, P.O. Box 30222, Shreveport, LA 71130-0222, or fax your suggestion to 459-3301. Include a telephone number.

Photo by

Matthew Minard/The Times

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HEY, BIG FELLAS; WITH MORE CHOICES, LARGE MEN ARE FINALLY ABLE TO DRESS LIKE THE REST OF YE MERRY GENTLEMEN. Los Angeles Times December 17, 1999, Friday,

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Los Angeles Times

December 17, 1999, Friday, Home Edition

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LENGTH: 1667 words

HEADLINE: HEY, BIG FELLAS;
WITH MORE CHOICES, LARGE MEN ARE FINALLY ABLE TO DRESS LIKE THE REST OF YE MERRY GENTLEMEN.

BYLINE: MICHAEL QUINTANILLA, TIMES FASHION WRITER

BODY:
At 6-foot-3 and 260 pounds, Todd Vradenburg has some big holiday designs in mind. And in the jolly old Saint Nick of time, he just might get his tall order. For the first time, Ralph Lauren, Tommy Hilfiger and **Nautica** are offering menswear collections specifically designed for big and tall men.

"Just, no velour jogging suits, please!" said Vradenburg, 32, executive director of the Will Rogers Institute in East Los Angeles.

Not to worry, big guy. These threads are as hip and stylish as anything a 32-inch waisted Mr. GQ would strut in.

Yes, Virginia, there is a Santa Clothes (ho, ho, ho) for guys built like refrigerators who are fed up with being left out in the cold--fashionably speaking, that is.

Major labels such as Lauren, Hilfiger and **Nautica**--known as the "Big 3" among the movers and shakers in the big-and-tall industry--are helping to bring style to a sizable market.

After all, big and tall men account for 15% of the American male population. That's roughly 16 million men with waists measuring 42 to 66 inches who wear size 1X to 6X. Already they spend about $ 5.6 billion a year for clothes.

And this market is growing at a rate of 11% per year as more retailers and designers get

Into the business, according to Peter Simon, vice president of NPD Projections, a marketing and research firm in Long Island, N.Y.

Clothiers hope to duplicate the success of the plus-size women's industry. It's all part "of a natural evolution for the big-and-tall market," Simon said.

"This isn't your father's big-and-tall clothing business anymore," explained David Weiss, president of the Big & Tall Buyers Assn. of America (BATBAA) in Poughkeepsie, N.Y. The group has 128 members who own and operate 250 big-and-tall men's stores nationwide and attend the Big & Tall Mens Apparel Needs

(BATMAN) semiannual trade shows.

"Big and tall men follow fashion trends, too," said Weiss, who has been with the buyers' group for 20 years and has operated his own store where sizes range from 42 portly to 72 portly extra long--for 35 years.

Until Now, Big Men Denied Hip Fashion

"There is a greater demand for brand names because the bigger, taller guy out there hasn't had the Polo and **Nautica** lines to buy before. He hasn't had that kind of cutting-edge fashion" unless he could afford to have it tailor-made, he said.

Weiss recalls when customers 30 years ago had only black, navy and gray to choose from in limited styles of trousers and coats.

"When we got green in the store, big and tall guys went crazy for it. These days, the saying is, 'Whatever is No. 1 in regular sizes is No. 1 in big and tall," he said, adding that a big-and-tall menswear manufacturer named Big Bubba "makes everything in sizes up to 10X and a size 74X in a suit."

For now, the large-size versions of Lauren, Hilfiger and **Nautica**-- currently exclusive to Repp Premier Big & Tall stores across the country--are not alone in their portly sized fashion-forward direction.

Urbanwear designers including Karl Kani, Fubu, Pelle Pelle and Sean Jean are jumping on the big-guy bandwagon with their inner-city hip-hop creations for guys who shop at specialty stores such as Rochester Big & Tall, a chain made famous by celebrities such as Luciano Pavarotti and professional athletes like Michael Jordan and Shaquille O'Neal, who shop there.

"Historically, big-and-tall customers were provided with commodity items at a low price essentially to appease them," explained Simon of the NPD research firm. "They didn't have much choice in clothes, and the choices were not comparable in terms of the quality for the standard-sized man.

"These days, my little mantra to retailers is 'Don't sell muu-muu type clothing to big men.' They want to wear the same stuff as anyone else out there, the same quality."

The trend toward upscale designer garments and the arrival of urbanwear is creating greater interest and more choices for the larger man, according to Jeff Yunis, president and owner of Miami-based Specialty Trade Shows, which has staged 31 BATMAN events since 1982 for manufacturers, exhibitors and buyers.

The next event will be a three-day show in February in Miami with a 20% increase in attendance because of a revived interest in big-and-tall business fueled by big-name designers, Yunis said.

Guess? has shown interest in the market, as have national department stores such as Dillard's, Yunis said. The clothing company Slates will be a first-timer at the February show.

The market is growing especially among young men 15 to 30 years old who crave hard-to-find hipper clothes, he said. "But the older big and tall man also wants to look sharp, so it just makes sense to have those kinds of clothing options available in stores."

"These are factors that didn't exist five, 10 years ago. Today, not every big man wants to wear overalls," he said.

Stuart Glasser, president and chief executive of J. Baker Inc., parent company of Repp Big & Tall and Casual Male Big & Tall, agrees.

Took a Cue From Plus-Size Industry

As a company in the business for 25 years, Glasser said "we decided to make some major changes," taking

cues from the plus-size women's industry, which has changed through the years.

About two years ago, Glasser, a former Bloomingdale's executive, started thinking about bringing in name designers to the 150 Repp stores, which also carries its own house brands, Repp and Grande Central.

He saw a need for providing big and tall men with the modern silhouettes that the average guy is used to wearing and approached the folk at Lauren, Hilfiger and **Nautica,** who agreed to present fall and winter collections.

"All you have to do is go into a department store and see the Polo Shop, the Hilfiger boutique, the **Nautica** boutique and so on," Glasser said, which has since led to the creation of similar boutiques in the Repp stores.

"Why not give those 15% of big-and-tall customers the looks they see in the marketplace that 85% of the guys out there are wearing? Big and tall guys have the right to buy those looks, too."

Chu, designer, founder and chief executive of New York-based **Nautica,** concurred. "There's not much for the big guys out there. The population has grown bigger, and these big guys also need good-looking clothes and merchandise."

He said he "really wanted to go after the big-and-tall business" and found the collaboration with Repp a good match.

And a challenge when it came to designing a line of sport coats, corduroy trousers and cable-knit sweater vests--among other garments--for the beefier man.

"We've been working with the Repp staff to understand the fit of the big and tall man. When you blow up a size, it has to be the right proportion. You can easily upgrade a small pattern to a medium" and so on. "But when you go from an extra large to 1X, 2X, 3X, 4X, you can't do that" because everything about design is the proportion so that the garment fits well.

Chu predicts that more department stores will go after the big-and-tall market, particularly in the sportswear division, because of the profit potential out there.

Los Angeles-based designer Karl Kani was among the first urbanwear designers who saw the big-and-tall market as a viable one, which is why he started his Big Man line two years ago. The line is similar to his regular men's collection that includes jeans, sports apparel and suits--but in sizes that reach 70 tall and trousers that go to 64 in the waist.

Since then, others have followed, including PNB Nation, Maurice Malone, Mecca and Paco.

"I had a lot of athletes coming to me, professional wrestlers--I'm talking big guys--who wanted to wear designer labels. So we started making clothes for them," Kani said.

But, like Chu, it took Kani some time "to nail down the sizes because it's more than just grading up a pattern. It's about the waist and height."

Still, the move into the market has paid off. "About 20% of our business is big and tall men--and it's growing. The market is wide open."

And that's a good sign for big guys like Vradenburg, a self-admitted clotheshorse who said whenever he shops in a department store "there's usually nothing in there I can fit into except ties and socks. And if there is, the selection is limited."

"Now, whenever I see a big-and-tall men's store, I stop in, and I'm blown away by the choices, by the same items that I would see in a normal department store and could never buy. Finally, it's cool for

oversized guys like myself to be part of the mainstream."

Shopping Guide

Where to find the items worn by Santas pictured on E1.

The following outfits are from the Repp Premier Big & Tall store at Fashion Square Mall in Sherman Oaks. Other selected Repp stores also carry the garments.

* Surfer Santa Pat Myles makes waves in a Tommy Jeans ensemble by Tommy Hilfiger that includes a red-and-blue-striped polo shirt ($ 57.99), denim shorts ($ 56) and a gray fleece zippered sweatshirt ($ 81.99). The surfboard is from Surfs Up, Inc., a company that creates limited-edition art surfboards for home decoration.

* Casual Friday Santa Peter Beam wears a Ralph Lauren look that includes cotton Hammond trousers with a reverse pleat ($ 65) and a Polo green zippered cotton jacket ($ 112.50) over a colorful plaid shirt ($ 89.50).

* Hef Santa Brian Yan is relaxed in **Nautica's** green cotton terry cloth bathrobe ($ 95) over a red T-shirt ($ 28).

* GQ Santa Todd Vradenburg is decked out in **Nautica** by David Chu. His outfit includes a navy blue cotton knit vest ($ 85) worn over a long-sleeved biege shirt ($ 80), navy-blue corduroy trousers ($ 70) and a navy-blue plaid two-button sport coat ($ 295).

* Sporting Santa Larry Sandoval wears Repp cargo pants ($ 19.99), and Grande Central's brown V-neck merino wool sweater ($ 75) teamed with an olive zippered microfiber jacket ($ 80).

*

Michael Quintanilla can be reached by e-mail at michael.quintanilla@latimes.com.

GRAPHIC: PHOTO: Surfer Santa Pat Myles in Tommy Jeans ensemble by Tommy Hilfiger. PHOTO: Sporting Santa Larry Sandoval wears Repp private label outfit. PHOTO: GQ Santa Todd Vradenburg is decked out in **Nautica** by David Chu. PHOTO: Hef Santa Brian Yan is relaxed in **Nautica.** PHOTO: Casual Friday Santa Peter Beam wears a Ralph Lauren look. PHOTO: Peter Beam wears Tommy Hilfiger blue nylon jacket ($115) over a blue striped shirt ($50.99) and cotton pleated khaki trousers ($58). PHOTOGRAPHER: KIRK McKOY / Los Angeles Times

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Texas is experiencing big increase in shoppers from across border The Atlanta Journal and Constitution December 17, 1999, Friday,

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HEADLINE: Texas is experiencing big increase in shoppers from across border

BYLINE: John Pletz, Cox News Service

SOURCE: JOURNAL

DATELINE: San Marcos, Texas

BODY:
Like millions of other visitors to San Marcos, Aracell Trevino emerged from a day of serious shopping at the outlet malls with a fistful of receipts and a car full of bags to tell the tale.

Shoes from Nike, dishes from Pfaltzgraff, clothes from Tommy Hilfiger, **Nautica** and Liz Claiborne, assorted gifts from the Disney Store.

But instead of heading home to Austin or San Antonio, Trevino drove more than five hours to Monterrey, Nuevo Leon, Mexico. It's a trip she has made twice a year for the past six years.

She's hardly unique, however. These days, more and more Mexicans are coming to Texas to shop --- from Laredo to Dallas.

At Prime Outlets in San Marcos, Mexicans accounted for 22 percent of the mall's estimated 4 million visitors last year, up from 17 percent in 1997. Mexican shoppers spend 2 1/2 times the amount of the average customer at Prime Outlets, said Vicki Conley, the center's marketing director.

"They don't come as frequently as our Texas shoppers, but they stay longer and spend more," she said.

For some retailers, the percentage is even higher. Brands such as Ralph Lauren, Tommy Hilfiger, Nike and Mikasa are extremely popular with Mexican shoppers.

"They're probably half our business," said Melissa Luera, a manager at Lauren, the Ralph Lauren women's clothing store. "It's a prestigious name in the states, and shoppers want it."

Trevino, a homemaker, said she comes to San Marcos for the same reasons as her Texas counterparts --- looking for a big selection and bargains on clothing.

"The price is better, I think," she said.

Gabriella Leyva, a 34-year-old economist from Mexico City, has been flying to San Antonio and coming to

San Marcos to shop once or twice a year for eight years.

Arriving at Prime Outlets recently with her sister-in-law, niece and mother- in-law, Leyva made her first stop at the Nike shoe outlet, where the family bought seven pairs of shoes.

When asked why she travels more than 700 miles to San Marcos, Leyva points to the price tag on the running shoes she's trying on.

They sell for $ 9.99. The same shoes in Mexico City would cost more than $ 20. The same is true of toys and many clothes, she said.

San Marcos is just one of several Texas cities that does a steady business with Mexican shoppers.

Along the border, Mexicans can make up 30 percent to 80 percent of a retailer's business, estimates the Texas Center for Border Economic and Enterprise Development at Texas A&M International University in Laredo.

Houston's Galleria, the nation's fourth-largest mall, estimates that about 20 percent of its shoppers come from Mexico and another 10 percent from elsewhere in Latin America, said marketing manager Julie Cuenod.

The Galleria shopping center in Dallas doesn't track Mexican shoppers specifically. But marketing director Jane Robertson said, "The Mexican national business is real good for us."

The Texas Department of Economic Development's Division of Tourism reports that shopping was a top attraction for 83 percent of the 3.3 million Mexicans who visited Texas in 1998.

The average visitor stays about a week and may shop in several cities. Trevino shopped at the Galleria in Dallas while visiting her daughter in Plano and then drove down Interstate 35, stopping in San Marcos for a day on the way back to Monterrey.

Houston, Dallas, San Antonio and San Marcos are the prime destinations for shoppers from Mexico. Specifics on Mexican shoppers in the Austin area aren't available.

Travel and tourism from Mexico has been rising steadily with the recovery of the country's economy.

When the peso was devalued in late 1994, Mexican travel to Texas plummeted from 4.1 million to 2.95 million. In 1998, it recovered to 3.27 million.

The number of Mexican shoppers at Prime Outlets was negligible in 1994, the first year the center began tracking such data, Conley said. A year later, it was just 2 percent. But by 1997, it reached 17 percent. The number climbed to 22 percent in 1998 and is expected to rise this year.

The Galleria in Houston has made up the 5 percent of Mexican shoppers it lost when the peso crashed, Cuenod said.

Most of those who travel beyond the border to Houston, San Antonio and Dallas are members of Mexico's upper class and growing middle class.

"It's a different shopper that goes to Houston or Dallas than goes to Laredo," said J. Michael Patrick, director of A&M International's border economic center. "They spend big bucks."

About 44 percent of the Mexican shoppers in San Marcos come from Mexico City and 23 percent come from Monterrey, according to research commissioned by Prime Outlets.

Mexico City shoppers usually fly to San Antonio and drive to San Marcos, Conley said. Visitors from

Monterrey often make the journey by car.

"As Mexican cities go nowadays, Monterrey has one of the strongest middle- class components as any," Patrick said.

Russell Johnson, manager of Prime Outlets' Waterford/Wedgwood crystal and china store, credits the North American Free Trade Agreement with helping Texas outlet malls.

"Companies went down there and opened factories, and hired people who can now afford to come up here and shop," he said.

Patrick said there's "some truth" to the notion, but the impact is limited to a few areas of northern Mexico.

"We've always had Mexican cross-border shoppers," he said.

Retailers and mall operators are aggressively courting Mexican shoppers by advertising in local newspapers and working with travel agencies to arrange special shopping packages.

Mall operators say they attend tourism conventions in Mexico and bring travel agents to visit their shopping centers. Some malls in Houston have partnered with Continental Airlines, which has rapidly expanded service to Mexico.

Mexican shoppers have long been important to Houston's retail trade, said Pamela Miller, tourism director for Katy Mills, a new 1.3 million-square-foot mall west of Houston that opened in late October.

"They're my top international priority," added Miller, who spent nine years with the Houston Convention and Visitors Bureau before joining Katy Mills. "The two major reasons Mexicans come to Houston are shopping and medical care, so we try to partner with the medical center."

Tour groups of hundreds of shoppers are common in San Marcos, especially during Mexican holidays, such as the week before Easter and the week between Christmas and New Year's Day, Conley said.

Malls and retailers try to make shopping easier by hiring bilingual staff and printing coupon books in Spanish.

Some stores, such as the Nike outlet, hold classes for staff to learn more about Mexican culture and differences between international and U.S. size measurements, said Pete Elizondo, operations manager.

During peak periods, many retailers hire students from nearby Southwest Texas State University as extra interpreters.

"Doing business with Mexico is very relationship-oriented," said Cuenod at Houston's Galleria. "When you make them feel welcome, they respond."

GRAPHIC: Photo
Texas customer: Marcela Nunez stops to drop off purchases made at the San Marcos Outlet Mall. San Marcos does a steady business with Mexican shoppers. / DAVID KENNEDY / Cox News Service

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A PERRY ELLIS REVIVAL: MODERN, YOUNGER, REACHING FOR WOMEN. WWD December 23, 1999

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HEADLINE: A PERRY ELLIS REVIVAL: MODERN, YOUNGER, REACHING FOR WOMEN.

BYLINE: D'Innocenzio, Anne

BODY:
NEW YORK -- Bring back the Perry blue -- it's Perry Ellis time again.

That's what the new owner of the Perry Ellis trademark -- Miami-based Supreme International -- is banking on, as it spearheads an ambitious relaunch of the label of the late designer icon.

The goal: to modernize the men's collections business, expanding its reach to a younger consumer, and to resurrect women's apparel, which, with the exception of coats, had been absent from the marketplace since February 1993.

The overall relaunch of the brand will be backed by a $ 10 million outdoor and print campaign, a 49.3 percent increase from last year; a new in-store fixture program, and a new logo in the designer's trademark slate blue shade for fall selling. The latest logo had been in beige.

"We are on an aggressive campaign for Perry Ellis," said Allan Zwerner, president of licensing for Perry Ellis International, acquired in January by Supreme International, a men's wear firm, from the estate of the late designer, who died in 1986.

Perry Ellis International now owns and licenses the Perry Ellis, Perry Ellis America and Perry Ellis Portfolio labels. Total retail sales last year for Perry Ellis branded products were estimated at $ 900 million across 39 categories in 60 countries, with licensing revenues of $ 16.2 million. Women's accounted for only about 5 to 10 percent of total sales, according to company officials.

Company executives would not offer a sales projection, but sources said the company's ambitious plan is to increase overall sales volume, from $ 900 million at retail to $ 2.5 billion to $ 3 billion over the next couple of years.

Growth, in part, will come from reenergizing the men's business with a dose of color, leaner silhouettes and more stretch fabrics, relaunching men's jeans line Perry Ellis America and developing its international distribution, which currently accounts for about 5 percent of overall volume.

However, the main impetus will be from women's, catapulted by the launch of a better career casual sportswear collection under Perry Ellis Collection, licensed to apparel giant Kellwood Co. Kellwood acquired the Perry Ellis and the Perry Ellis Portfolio license in August.

The better career sportswear collection, a licensed division of Kellwood's Goodman Group, will bow for fall, selling in 150 to 180 doors, according to Peter Goodman, chairman of the group. Plans are not yet set for Portfolio.

Sources believe that the better career casual collection under Perry Ellis could achieve $ 100 million in wholesale volume within the next three years.

Zwerner foresees that the overall women's business could eventually be 1 1/2 times the current volume of men's products, which is about $ 750,000.

Growth plans for women's include:

Hiring a "big-name designer" to develop either a bridge or designer-priced collection, according to Zwerner.

Launching a junior label, under license, with details still not determined.

Developing a women's jeans collection under Perry Ellis America, to follow a year after the fall relaunch of the label in men's wear. Under licensing partner, Aris Industries, the jeans line will be "techno-smart" and more sophisticated. Previously, it was hip-hop inspired.

Signing up licensees to develop shoes and jewelry. The company is meeting with potential licensing partners. It plans to keep Fairbrooke Enterprises for coats, V. Fraas USA for scarves and Premier Designer Accessories for handbags.

Perry Ellis's women's business peaked in 1987, when women's products generated $ 660 million at retail, eclipsing men's wear volume by tenfold. But Marc Jacobs's ill-fated grunge collection shown in 1992 was the last gasp for Perry Ellis women's wear. In February 1993, the firm decided to exit the manufacturing business and shut down the designer collection.

Relaunching Perry Ellis in women's had been considered for several years, under its former owner Max J. Garelick, who was president and chief executive officer at Perry Ellis International from 1994 to April of this year.

However, Garelick said he wanted to focus on reviving the label in bridge, though he had to scrap the idea after he couldn't find the right partner.

"It was a top priority of mine to develop a women's apparel license," he said. "My feeling was that unless I could find a good partner, it was better to be a zero than a minus."

Garelick said that he targeted bridge because he "wanted to create a halo effect."

"I wanted to go into women's at a higher level. I had specific ideas and those could only be translated at this price point," he said, adding that his goal was to create a collection that would have the knit jacket as the pivotal piece, with wovens accessorizing the line.

But Supreme International executives are zeroing in on better because that's the focus of the Perry Ellis men's collections. In addition, they believe better is the most viable market.

"In today's world, that is the focus of the consumer," said Zwerner. "That's the fashion taste level. That's where people spend their money. I believe in that zone of business, be it men's or women's. It competes with the specialty store, and that is where the market share has to be played."

According to retail sources, the Perry Ellis men's business has been a solid performer, with Perry Ellis Collection ranked fifth in sales of men's collections at department stores, behind mainstays Polo Ralph Lauren, Tommy Hilfiger, **Nautica** and Claiborne.

However, Perry Ellis, whose niche is in updated men's, is seeing increased competition in that area from DKNY and Kenneth Cole and is looking to "push the envelope" in fashion, according to Michael Setola, ceo and chairman of Salant, which produces the sportswear collection under license, as well as dress shirts and neckwear under the Perry Ellis Portfolio label.

For spring selling, Salant is sprucing up the collection with investment wardrobe items that reflect men's shopping patterns, Setola said.

"We are making it more relevant today. We are giving it a good shot in the arm," said Pablo de Echevarria, senior vice president of marketing at Perry Ellis International.

In relaunching Perry Ellis, company officials are betting on what they believe is a strong equity brand that they say doesn't carry any baggage.

"It has a prestigious image, and a huge amount of good will still be associated with the name," said de Echevarria. "We are taking back our rightful place."

To add some exposure, Supreme will stage a Perry Ellis men's and women's fashion fall show on Jan. 31 in Miami for press and buyers. The show, which de Echevarria describes as a "turning point" for the label, will be held at Raleigh Hotel.

As testament to Perry Ellis's staying power, de Echevarria pointed to the "overwhelming" consumer response to the company's Web site, Perryellis.com, which was launched quietly on Dec. 10. During the first week, the site received 250,000 hits, and de Echevarria estimates there will be two million hits per month. The company is studying the possibility of e-commerce.

"It's one of the strongest brands that hasn't been exploited," said Andrew Jassin, a partner at Jassin-O'Rourke Group, an apparel consulting firm. "On any level, it is a strong trademark. They can take it up to designer, hiring a known name who can give them a lot of publicity."

Reviving this or any other brand without the namesake designer does have its challenges.

Industry observers are carefully watching Bill Blass's business, since the designer announced in October his retirement from the company. His two key assistant designers -- Craig Natiello and Laura Montalban -- have left the company, and a spokeswoman for Bill Blass said a search is on for a replacement.

Natiello has joined Halston, whose own revival woes illustrate how difficult it can be to reestablish an icon label. Halston has been on a rocky road since a much-ballyhooed revival in the fall of 1997. The brand is now on its fourth owner, Neema International, which purchased the trademark earlier this month from Heller Financial. Its previous owners were Catterton and Tropic Tex International. Matiello is its third designer, following Randolph Duke and Kevan Hall.

Industry observers have blamed a too-ambitious launch by Tropic Tex International, which acquired the trademark in 1996. Aiming to build a megabrand, it produced a blitz of products -- one for the better market, the other for designer. Initially, the label did much better in the designer zone than in moderate, and Tropic Tex, whose expertise was in mass fashions, found itself in unknown terrain.

Under its latest regime, Halston aims to write a new chapter as a controlled designer-priced lifestyle sportswear and ready-to-wear licensing business.

Supreme and Kellwood executives emphasize that the revival of Perry Ellis in women's won't be another Halston story because it will be more controlled. But Lawrence Leeds, an apparel industry analyst, who

helped launch Ellis's career in 1978, is adopting a cautious stance. Leeds was president of Manhattan Industries, which established the Perry Ellis sportswear division and licensed the name for men's wear. Salant purchased Manhattan Industries in 1987, and started Perry Ellis licensed men's wear in October 1990.

"The label still has a lot of value," Leeds said. "I certainly hope that they have a good business, but it depends on the clothes, the price points and the execution of Goodman. There is quite a lot of competition out there."

Perry Ellis is entering the better women's market at a time when the zone is under attack from a slew of labels, all trying to redefine the career market.

Also for fall, Anne Klein Co. -- under its new owner, Kasper ASL -- is launching Anne Klein II in 225 doors, while Jones Apparel Group, which acquired Nine West Group in July, is coming out with a Nine West label for fall. Levi Strauss & Co. will unveil Slates for Women in 300 doors for fall. It is being designed by Janet Howard, who had been in the contemporary market.

Meanwhile, Tommy Hilfiger, which offers a better casual sportswear line, will be unveiling a career version for fall. In addition, for spring 2001, Claiborne will be producing under a licensed career line with DKNY.

Zwerner remains unfazed.

"Obviously, we look at it as competition, but also as a plus to help us prove how many opportunities there are," he said.

Kellwood's Goodman has plans to create in-store shops ranging from 800 to 1,200 square feet. The company is developing new fixtures that feature metals and stone for the brand. In the past, fixtures were in midtone wood.

The merchandise, along with the men's clothing, will be backed by a $ 10 million ad campaign, including an outdoor and TV ad. The campaign, created by Shahid & Co., which is Perry Ellis's agency for men's wear, will be shot by Bruce Weber.

This past fall, Supreme International began turning up the heat in advertising for the brand, erecting 30 billboards in key cities around the country. In the past, outdoor advertising consisted of images on kiosks and rotaries, according to de Eschevarria.

Next year's print campaign will increase to 28 magazines, from last year's 12, he said.

Kellwood's executives believe that the line will stand out from the pack, describing the women's better collection as a group of collective items that can be mixed and matched.

"The focus is classics with a twist," said Laura Vazquez, executive vice president of design and merchandising at the new Perry Ellis division.

Along with head designer Kristiina Salminen, a former designer at Adrienne Vittadini, Vazquez dug into the Perry Ellis archives at the Costume Institute of the Metropolitan Museum of Art for inspiration for the collection.

The line will carry about 30 percent in knitwear, reflecting the designer's spirit. For example, the collection will have the designer's trademark Shetland sweaters, though in leaner silhouettes, and it will also highlight Ellis's slate blue tone.

But, as Vazquez puts it, "It's not a retrospective of Perry Ellis."

Over the past two weeks, Vazquez and her team have been showing concept boards to key retailers across

the country. The full fall collection will be previewed by retailers next month.

One retail executive, who didn't want to be named, offered kudos to the concept.

"I think they really have created a system for the working woman, with lots of layering pieces," she said, adding that she liked the color flow from one group to the next.

She noted that even though she hasn't seen the clothes, she likes how they are explaining the concept.

Kathy Bufano, executive vice president of merchandising at Macy's East, hasn't seen the boards and is taking a wait-and-see stance.

"I think there are many great brands out there. I will have to look at the line vis-a-vis the rest," she said, noting she plans to shop the line next month.

She added, "Just because we carry men's doesn't automatically mean we are going to have it in women's."

IAC-CREATE-DATE: December 30, 1999

LOAD-DATE: December 31, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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ERIC SILVERMAN LEAVES D&G TO BECOME HEAD OF SIGA GROUP; Brief Article WWD December 23, 1999

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WWD

December 23, 1999

SECTION: Pg. 14 ; ISSN: 0149-5380

IAC-ACC-NO: 58388070

LENGTH: 238 words

HEADLINE: ERIC SILVERMAN LEAVES D&G TO BECOME HEAD OF SIGA GROUP; Brief Article

BODY:
NEW YORK -- Eric Silverman, president of Dolce & Gabbana's North and South American operations for three years ending this July, has left the company.

Silverman, who had been functioning as a commercial consultant at Dolce & Gabbana for the past six months, said Wednesday he will become head of The Siga Group, which distributes such brands as Samsonite Travelwear, Strenesse Gabriele Strehle, Strenesse Blue in North and South America and **Nautica** and Bugatti in Canada.

"I'm going back to being more entrepreneurial," Silverman told WWD. "We'll be doing consulting for various companies in the industry."

Silverman, 46, was a founder of Siga when it was formed in 1980. During his time at Dolce & Gabbana, he was not involved in management, but retained a stake in the firm. Siga USA is based in New York at 551 Madison Avenue.

It also has offices in Toronto and Miami.

Before joining Dolce & Gabbana, Silverman was president of Hugo Boss Fashions Inc., a subsidiary of Hugo Boss USA, for two years. Before that, he was president of Hugo Boss Canada for 13 years.

Silverman's successor has yet to be named, according to a spokesman for Dolce & Gabbana here.

At Siga, Silverman said he plans to focus on the marketing and sales of Samsonite Travelwear, a women's and men's sportswear line designed by Italian designer Nell Barrett, and develop and market other brands in North and South America.

IAC-CREATE-DATE: December 30, 1999

LOAD-DATE: December 31, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)

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NIKE TEAMS UP WITH HIGH-END EYEGLASS DEALER;[SUNRISE Edition] The Oregonian December 23, 1999

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The Oregonian

December 23, 1999

SECTION: Pg. C01

B&H-ACC-NO: 47451581

DOC-REF-NO: XORE-3647-107

LENGTH: 445 words

HEADLINE: NIKE TEAMS UP WITH HIGH-END EYEGLASS DEALER;
[SUNRISE Edition]

BODY:
Summary: The Beaverton company will distribute its sunglasses with Marchon Eyewear Inc., which sells its goods through opticians

Nike Inc. gained a new avenue for eyewear design and sales Wednesday when it announced a partnership with Marchon Eyewear Inc., an international dealer in high-end, designer-style eyeglasses.

Nike will begin distributing about five or 10 models of its nonprescription athletic sunglasses with Marchon in the spring. The Beaverton athletic shoe and apparel giant also plans to develop a line of prescription athletic glasses with Marchon that would become available in 2001.

Marchon, based in Melville, N.Y., is a private eyewear company that sells most of its glasses through opticians and medical channels. It has licensing deals with Calvin Klein, **Nautica** and Disney, among others, and targets many of its products to young adults.

Marchon also sells a line of highly flexible frames made from a patented product called Flexon, which springs back to normal shape after having been bent. Nike hopes to begin offering a Flexon option in 2001.

"You can almost completely crumple it in your hand, and it will return to its original shape," said Monica Rigali, a Nike spokeswoman. "For an athlete, the benefits are huge."

Nike introduced nonprescription sunglasses for the athletics market in 1996, but the results may have fallen below company expectations. A Nike official last year said some of the original designs were too exotic and the prices too high.

Nike's entry into the sunglasses field also drew a patent infringement suit from Oakley Inc., a larger eyewear rival. That suit is still pending in federal court.

Rigali said Nike doesn't release sales figures on individual items. In its formal accounting reports, Nike lumps eyewear into a "performance equipment" category that includes sports balls, watches, eyewear, skates and bats.

Performance equipment is the company's third and by far smallest sales category, behind shoes and apparel. Equipment sales grossed $197.9 million for the fiscal year ending June 30. Nike's overall sales totaled $8.78 billion.

"This deal opens a lot more doors for Nike eyewear," Rigali said. "It gets us into opticians' offices, which is one place we aren't right now."

The prescription Nike lenses could be clear or tinted. Rigali said many athletes need corrective lenses but don't want to wear contacts.

Rigali said Nike will play an active role in designing the glasses lines with Marchon and will hold the final approval on designs. Marchon operates a design center and factory in Italy. It also contracts for production with manufacturers in Japan and Hong Kong.

LOAD-DATE: March 14, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)
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RETAILERS RELISH RESULTS OF STELLAR HOLIDAY SEASON; MEN'S FORMALWEAR, LUXURY GOODS AMONG TOP SELLERS FOR CHRISTMAS '99; Brief Article Daily News Record December 29, 1999

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Daily News Record

December 29, 1999

SECTION: Pg. 3 ; ISSN: 1041-1119

IAC-ACC-NO: 58528637

LENGTH: 834 words

HEADLINE: RETAILERS RELISH RESULTS OF STELLAR HOLIDAY SEASON; MEN'S FORMALWEAR, LUXURY GOODS AMONG TOP SELLERS FOR CHRISTMAS '99; Brief Article

BODY:
sportswear; and woven sport shirts by Zegna.

Business was "very last minute," Rubenstein said. "The last week was really strong." He said Rubenstein's was on sale on pants, shoes and clothing, while his department store competitors were on sale just about storewide. "We feel that the customer wants fashion and quality, and price is not a driver," he said.

At James Davis, based in Memphis, Tenn., sales increased 15 to 20 percent in December over a year ago, according to Monte Stewart, general manager and men's wear buyer. Stewart said inventories are in "real good shape," except in suits and sport coats. But James Davis has marked those down 30 percent in its after-Christmas sale, which started on Monday, instead of the usual 20 percent.

Hot items included a host of knitwear, especially tops from Pronto-Uomo, Gran Sasso, Raffi and Rodin; lightweight jackets from McKenzie Tribe; robes from Polo and Haupt; a cotton jersey activewear matching top and bottom from Barry Bricken; better sportswear in general; leather and suede jackets; and fashion jackets. Stewart said the store ran out of cashmere sweaters and cardigans in merino wool and cashmere about mid-month. Tuxedos and formalwear accessories did extremely well. "We probably tripled our formalwear business in December," Stewart said.

He added that the store had fewer price promotions than usual, and they were planned. --

SOUTHWEST

DALLAS -- This year was a mixed bag for the Southwest's major retailers. For some, the season ended on a high note. For others, numbers were lower than anticipated. Still others were happy to simply break even with last year.

Neiman Marcus was happy with the increases in its men's division. "Our business was very good," said Colby McWilliams, vice-president and men's fashion director. "It's been one of the best retail seasons we've had in some time."

Shoes, sport through designer, continued as the shining star. "All aspects of that business were good," said McWilliams, who also cited strong sales of jewelry, neckwear, formal accessories and novelty gifts. Other hot spots included topcoats, formalwear and trousers, as well as goods from Ralph Lauren Purple Label and Hugo Boss.

"Sportswear was good, fueled by Zegna and Brioni, and designer is strong, fueled by Prada," said the retailer. "People seem to be spending for things that are special, exclusive and expensive."

Dallas-based Gadzooks, a specialty chain that targets teen shoppers, was also pleased with its holiday season sales. Animal prints, fleece, hoodies, and "pleather" jackets and pants continued to be strong throughout the month.

"We are very happy with the results so far," said Jerry Szczepanski, chairman and CEO.

Gadzooks had fewer markdowns and promotions this year than in years past. "The shoppers were late again this year and you have to have the patience to wait it out," said Szczepanski. "I'm glad we waited and didn't panic.

"We had a tough year last year," added the retailer. "Our business was not healthy. I can't give the numbers out yet, but let's just say I am in a lot better mood this year. Every month has shown nice increases and December doesn't look to be any different from that."

Cathy Mills, president of the men's wear division at Plano, Texas-based J.C. Penney, told DNR she was "cautiously excited" at the season's end. "The men's wear division has struggled for the entire 1999," said Mills. "The last two weeks, however, were a big surge for us and, as a result, we came out almost even to last year."

Mills noted markdowns were even with last year as well. "So it didn't cost us to break even," she said. "We even had gains in young men's and in clothing, as well as sleepwear, and sweaters, which had single-digit gains. Leather outerwear came back toward the end of the month and denim -- both Levi's and [private brand] Arizona -- had mid-single-digit gains for December. Suits and suit separates ended up with high single-digit gains."

Not all was rosy for the retailer, however. Mills reported that logoed athletic apparel, fleece and sport shirts, particularly flannel and chamois, were soft.

Dennis Abramczyk, senior vice-president and GMM for Stage Stores Inc. in Houston, was not as happy with the holiday as he had hoped.

"Men's is down a bit, while young men's is up," said Abramczyk, who oversees more than 659 Beall's, Stage and Palais Royal stores. "In fact, young men's continues to be very strong, led by designer denim collections like Tommy, **Nautica** Jeans, Guess, which had a terrific rebound, and Calvin, which had a nice spike at the end of the month. OP and Unionbay were also good for us."

Furnishings, neckwear and casualwear had it "a little rough," according to Abramczyk. "Men's gifts were good, however, and so were dress pants.

"This seems to have been a non-apparel year," the retailer added. "Our customers must have been upgrading their computers or spending money on home decorating."

IAC-CREATE-DATE: January 12, 2000

LOAD-DATE: January 14, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Winners and losers in 1999 The Boston Herald December 29, 1999 Wednesday

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December 29, 1999 Wednesday ALL EDITIONS

SECTION: ARTS & LIFE; Pg. 048

LENGTH: 746 words

HEADLINE: Winners and losers in 1999

BYLINE: By CHRISTOPHER COX

BODY:
Dumb and dumber. Yup, 1999 shaped up as a year of stupid human tricks - not even counting the Patriots' in-season escapades. Are these antics proof positive that the apocalypse is upon us - or just confirmation that the gene pool is getting mighty shallow?

You be the judge:

In an ongoing effort to become a reptile, Erik Sprague, a doctoral candidate in philosophy at the State University of New York at Albany, has had his teeth sharpened, bumps implanted in his forehead and green scales tattooed across his face and body.

Dion Rayford, a 270-pound Kansas University football player, got stuck climbing into a Taco Bell drive-thru window to demand a chalupa missing from his order.

In a naked attempt to skirt Seminole (Fla.) County's public decency ordinance, which allowed partial nudity in theatrical performances, dancers at the Club Juana performed the witch scene from Shakespeare's "Macbeth" in the buff.

Chad Alvarez, the son of Wisconsin Badgers football coach Barry Alvarez, was charged with killing a frat brother's parrot, Iago, by putting the bird in a microwave oven.

Parachuting from El Capitan to protest the Park Service's ban on dangerous BASE jumping in Yosemite National Park, retired Realtor Jan Davis fell 3,400 feet to her death when her chute failed to deploy.

As always, there were plenty of other winners and losers. Our annual scorecard:

Winners	LOSERS
Air Rage	Road Rage
Marv Albert	Boomer Esiason
"Any Given Sunday"	New England Patriots
Lance Armstrong	Tour de France

Bare Midriffs	Shania Twain
"Being John Malkovich"	John Malkovich
Jeff Bezos, amazon.com CEO	e-commerce profits
Bidis	Osama bin Laden
"The Blair Witch Project"	"The Haunting"
Rep. Mary Bono	Cher
Virginia Buckingham	Peter Blute
"Buena Vista Social Club"	Ricky Martin
George Dubya Bush	"Fortunate Son"
Capri pants	Cargo pants
Celebrex	Viagra
Celebrity funerals	Celebrity divorces
Brandi Chastain	Gidget Churchill
Chechnya	Kosovo
Columbine (Colo.) High football team	Decatur (Ill.) football games
CMGI	Microsoft
Brian Daubach	Mo Vaughn
Day trading	Stuart from Ameritrade
Dishy memoir "Million Dollar Mermaid"	Salinger parasite Joyce Maynard
Dreadlocks	Cornrows
drkoop.com	New England Journal of Medicine
East Timor	Aceh
eBay	Channel 2 auction
Family Values tour	Woodstock '99
FEMA	FBI
Fiona	Alanis
Alan Greenspan	The Euro currency
Heather Graham	Heather Kahn

"Hardball with Chris Matthews"	Matt Drudge
Philip Seymour Hoffman	Dustin Hoffman
All-Star Home Run Derby	NBA Slam Dunk Championship
Joseph Fiennes	Ralph Fiennes
Gisele, Brazilian supermodel	Ron Harris, model's egg middleman
Elian Gonzales	Rioting Cuban prisoners
Gwyneth	Brad
"I see dead people"	"Put down the chalupa"
iMac	IBM
IPOs	UFOs
Jesse	The Donald
Spike Jonez	Spike Lee
"Judging Amy"	Doctor Laura
"Juneteenth"	"True at First Light"
Andy Kaufman	Adam Sandler
Anna Kournikova	Boris Yeltsin
"Law & Order: Special Victims Unit"	"Homicide"
Lucy Liu	Wen Ho Lee
Living-wage laws	WTO
Jennifer Lopez	"West Side Story"
MCAS	Fast Lane pass
George Mallory	Mars Polar Lander
Elvis Mitchell	Janet Maslin
Nasdaq	Dow Jones
Nautica	S.S. Nauticus
Pacino	De Niro
Pedro	Roger
Paul Pierce	Antoine Walker

Pikachu	Furby
Harry Potter	"The Phantom Menace"
Protein	Carbohydrates
Python-print frocks	Pashmina scarves
Radius	Zinc
Chris Rock	Martin Lawrence
Shagging	Servicing
Southie	Seaport District
Kate Spade handbags	David Spade's "Lost & Found"
"The Sopranos"	Stephen "The Rifleman" Flemmi
Superstar retirements	Umpire "resignations"
Big Game winner Maria Grasso	The Lottery
"Roswell"	"The X-Files"
Ryder Cup	Davis Cup
Tinky Winky	Jerry Falwell
Verne Troyer	Gary Coleman
WTKK-FM	Talk magazine
WWF	WCW
"Who Wants To Be A Millionaire"	Kathie Lee
Jimy Williams	Pete Carroll
Ted Williams	hitter.net
X Games	Juan Antonio Samaranch
"Yeah, baby!"	Britney Spears
U.S. women's soccer team	MLS
Catherine Zeta-Jones	Michael Douglas

LOAD-DATE: December 29, 1999

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 14)

Third Party Articles
2000

NAUTICA APPAREL, INC.

January-March 2000

Third Party Articles

Date	Publication	Page	Headline
Winter 2000	Sports Illustrated	Where to Buy it; Pg. 216	Where to Buy It
1/6/2000	The Post-Standard	CNY; Pg. D1	Fashion misfits some teens reject the pricey "cool" clothing and wear what they want
1/8/2000	The Columbus Dispatch	Editorial & Comment, Pg. 9A	Textiles Graduates Have Made a Mark in Industry
1/11/2000	Business Times (Malaysia)	Nation; Pg. 3	Nautica focuses on success
1/15/2000	New Straits Times (Malaysia)	City diary; Pg. 11	Star-ry launch of fashion eyewear range
1/18/2000	The Sun Herald (Biloxi, MS)	Sports; Pg. D8	Moses Men's wear in Gulfport Celebrates 80 Years in a business that has become a family affair
1/20/2000	Tulsa World (Oklahoma)	N/A	Designers turn attention to men's big, tall market
1/20/2000	The Atlanta Journal and Constitution	Cherokee Extra; Pg. 5JQ	New friends help answer Pakistani teen's prayers
1/27/2000	Detroit Free Press	Features; Pg. 1D	Hudson's adds a second store at lakeside
1/28/2000	The Washington Post	Style; Pg. C02	An Industry Tiring of Tommy
2/1/2000	Sun-Sentinel	Business, Pg. 1D	Unveiling the Alterations
2/1/2000	House Beautiful	No. 2, Vol. 142; Pg. 22; ISSN: 0018-6422	Style-Beat; Brief Article
2/4/2000	Hartford Courant (Connecticut)	Life; Pg. D1	Faux Fun on 6th for 2000
2/7/2000	Star Tribune	Business; Pg. 5D	Postscript; A brief update on people and subjects we've written about recently
2/8/2000	Knight Ridder/Tribune News Service; San Jose Mercury News	Lifestyle	Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch
2/9/2000	Knight Ridder/Tribune News Service; The Kansas City Star	Lifestyle	Fashion Week hits the streets; New York shows fuse low and high couture
2/9/2000	Charlotte Observer (North Carolina)	Main; Fashion Pop Culture*Crystal Dempsey; Pg. 2A	Coats Cover Max Azria's Intriguing Urban Mix
2/11/2000	The Virginian-Pilot (Norfolk, VA)	Daily Break, Pg. E3	Set Your Sights on Online Gifts

2/13/2000	Denver Rocky Mountain News (Colorado)	Mile Highways; Ed. Final; Pg. 45	At Ease men's wear shows blur lines between work and play
2/16/2000	The Record (Bergen County, NJ)	Your Time; Pg. Y3	A Real Ribbon Cutting
2/17/2000	New Straits Times (Malaysia)	Consider This!; Pg. 6	Stylish accessories for exquisite look
2/22/2000	CanWest Global Communications Corp.	Style; B5/Front	Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men
2/23/2000	The Washington Times	Part C; Metropolitan; Virginia Assembly '00; Pg. C3	Gilmore finds job opportunities to assist jobless textile workers
2/24/2000	Austin American-Statesman (Texas)	Lifestyle; Pg. E1	Feathers, Fur and leather; What will SHE wear for fall?
2/25/2000	Topeaka Capital-Journal (Kansas)	N/A	Fragrance world to add new shop
2/27/2000	Pittsburg Post-Gazette (Pennsylvania)	Lifestyle, Pg. G-14	Hurry up, Wait, Repeat 51 Times
2/27/2000	The New York Times	Section 6; Page 58; Column 1; Magazine Desk	R2 Me2
3/2000	Sports Illustrated	Your Style; Vol. 2, No. 1; Pg. 41	Sporty Spices
3/1/2000	Information access Company, a Thomson Corporation Company; The Hearst Corporation; Esquire	No. 3, Vol. 133; Pg. 172; ISSN: 0194-9539	Ensemble Style; casual men's clothing; Brief article
3/2/2000	Courier-Post (Cherry Hill, NJ)	Pg. 1	Upscale store debuts at Moorestown Mall
3/5/2000	Sunday Advocate (Baton Rouge. Louisiana	People; Pg. 7-K	Casual Comes in Many Colors
3/5/2000	The Roanoke Times (Virginia)	Virginia, Pg. A1	She gets word out to bring jobs into southside Virginia
3/6/2000	Daily Press	Business, Pg. B7, Storefront	Happy firstanniversary. Big mac Center
3/13/2000	The Toronto Star	Life	Shoestring Shopping Guide
3/17/2000	USA Today	Life; Pg. 8D	Dressed to distress in demolished denim
3/19/2000	The New York Times	Section 6; Part 2; Page 85; Column 2; Men's Fashions of the Times Magazine	The New Wave

3/20/2000	HFN The Weekly Newspaper for the Home Furnishing Network	Pg. 48	New Nautica Line to Target the Upstairs; china and apparel
3/23/2000	The Record (Kitchener-Waterloo, Ontario)	Lifestyles; Pg. B11	Men's designer clothes are bigger than ever
3/26/2000	The Clarion-Ledger (Jackson, MS)	Fashion Tab; Pg 14F	Spring Fashion 2000
3/30/2000	Richmond Times Dispatch (Virginia)	Area/State, Pg. B-1	Investing a Class-Action Effort

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
4/1/2000	House Beautiful	No.4,Vol.142;pg.44	Outdoor furniture
4/4/2000	Providence Journal Bulletin (Rhode Island)	Lifebeat; pg. 14 E	Stuff
4/7/2000	South China Morning Post (Hong Kong)	People; Pg. 24	Designer has eye on future as firm rides crest of wave
4/9/2000	Bradenton Herald	Business; Pg. 1	Tale of Two Ports
4/10/2000	The Gazette (Colorado Springs)	Sports	Broncos checking out wide receivers
4/13/2000	Knoxville News Sentinel	Style; Pg. B 4	Basketful of finery
4/14/2000	The Business Journal	Vol.20;No.28;Pg.27; ISSN: 08951632	Smart Fashion
4/17/2000	The Advocate	People; Pg. 1 C	Water Wear
4/21/2000	The Dallas Morning News	House & Garden	Big names furnish mass appeal
4/23/2000	The Washington Post	Sports; Pg. D 03	Annapolis Sail Season kicks off Wednesday
4/23/2000	HFN The Weekly Newspaper for the Home Furnishing Network	Pg. 44	Pfaltzgraff launches Nautica line at Tabletop
4/25/2000	Saint Paul Pioneer Press (Minnesota)	Business; pg. 2 C	Water leak closes 3M Headquarters
4/26/200	The State (Columbia, SC)	Business; Pg. B 6	New Camden Belk Store opens for sneak preview
4/26/2000	Asbury Park Press	B; Pg. 12 B	Permits sought for new outlet mall
4/27/2000	Chicago Tribune	Business; Pg. 11; Zone: N	Nike, Adidas sue Wal-Mart, Allege Fakes
4/30/2000	Pittsburg Post Gazette	Arts & Entertainment, Pg. G 14	Babies look like a million bucks
4/30/2000	Florida Times Union (Jacksonville, FL)	Lifestyle; Pg. D 1	Cell phones giving clothing new techno touch
5/1/2000	Redbook	No.5,Vol.194;pg.126; ISSN: 0034-2106	The Beach: A cover-up story
5/1/2000	Delaney Report	No.17,vol.11;pg.3	Thinking New
5/7/2000	St. Louis Post Dispatch	Metro, Pg. C 1	Raid at flea market targets bogus goods
5/15/2000	Brandweek	284 words	Strategy: Nautica to Girls: 'Do you cool-ify'?
5/16/2000	The Capital (Annapolis)	Business; Pg. A (	
5/17/2000	Anchorage Daily News (Alaska)	Business; Pg. 1 E	Lamonts' Doors stay open
5/20/2000	The Baltimore Sun	Sports, 3 E	Again star of Star Class
5/19/2000	The Independent (London)	Sport; Pg. 25	Sailing: Walker left cursing error of judgment
5/21/2000	The San Diego Union Tribune	Real Estate; Pg. H 17	Creative license

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
5/21/2000	The Miami Herald	Neighbors we; Pg. 35 W	Music event to benefit aids effort
5/21/2000	Daily Oklahoman (Oklahoma City, OK)	Oklahoma Now! Lifestyles-People-Culture-Fashion-pg.7	Fashion pool offers plenty
5/21/2000	The Augusta Chronicle	Swimsuit; pg. O 06	Buyers Guide
5/23/2000	Edmonton Journal (Alberta)	Living; Pg. E 2	Cell phone dilemma solved
5/24/2000	The Tennessean	Business; Pg. 1 E	Genesco stock soars with earnings
5/25/2000	The Miami Herald	Neighbors BC; Pg. 14MB	Hotel Books fashion show, party
6/1/2000	Esquire	No.6,Vol.133;pg.83; ISSN: 0194-9535	The Esquire Guide: Beachwear
6/2000	Childrens Business	Vol.15,no.6;pg.10; ISSN: 0884-2280	Who's that Nautica Girl?
6/7/2000	The Atlanta Journal and Constitution	Gwinnett Extra; Pg. 1 JJ	Community minded: Discover Mills announces contributions
6/8/2000	The New York Post	Late City Final; pg. 011	All for Nautica
6/8/2000	The Hollywood reporter	352 words	Actors strike gets more foundation from Unilever
6/8/2000	Hamilton Spectator	Fashion; pg. D 01	Getting into the swim of things
6/14/2000	The Times Union (Albany, NY)	Business; Pg. E 1	Clothing firms in deal
6/14/2000	Daily News Record	Pg. 4; ISSN: 1041-1119	And the nominees are...
6/15/2000	Denver Westword (Colorado)	Calendar	Fashion Statement
6/15/2000	Sun Sentinel (Ft. Lauderdale, FL)	Your Business; Pg.18	It's better to be a contrary investor
6/22/2000	The Denver Post	SCN; pg. E- 01	What's your sign?
6/26/2000	Adweek	506	Hotline
6/28/2000	The Kansas City Star	Lifestyle	Fall previews promise dressier, modern looks for men.
6/29/2000	The Virginian Pilot	Business, Pg. D 1	Ads in malls help prop slow sales
6/29/2000	Columbus Dispatch (Ohio)	News, Pg. 9 C	Couple Charged in sale of counterfeit clothes

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
6/29/2000	Columbus Dispatch	News, Pg. 9 C	Couple charged in sale of counterfeit clothes
6/30/2000	USA Today	Sports; pg. 16 C	Gorge presents steep hurdles, fun

Jul – Sept 2000

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Third Party Articles

Date	Publication	Page	Headline
2/2000	Sports Illustrated	We've got mail; pg. 18	We've got mail
7/1/2000	Playboy	No.7,Vol.47; pg. 93; ISSN: 0032-1478	No Bogies
7/5/2000	Tallahassee Democrat	D; Pg. D 1	Wear it Loud
7/6/2000	The Ottawa Citizen	Fashion Life; E 4	Guys: Here's how to reflect a modern style without feeling absurd
7/13/2000	Tulsa World (Oklahoma)	577 words	Men are finally stepping out in sandals
7/17/2000	Brandweek	240 words	Tie-ins: Fashiony DC Comics Go Zap!
7/19/2000	WWD	Pg.10;ISSN:0149-5380	Oxford Quarterly net up 20%
7/24/200	Global News Wire	Pg. 6	Apparel: Gazal Lands Nautica Licence
7/26/2000	WWD	Pg. 2 B; ISSN: 0149-5380	Decisions, decisions
7/29/2000	Xinhua General News Serivce	Domestic News; Economic	Feature: Cruise Travel becomes new vogue in Hong Kong
7/30/2000	Great Falls Tribune (Great Falls, MT)	Parade; Pg. 6 P	Hot fall fashions scream, 'I gotta be me'
8/2/2000	Iowa City Press-Citizen	Business; Pg. 8 A	Goodfellaz opens
8/3/2000	Business Wire	Business Editors/Internet Writers	Snowball.com hosts two online contests
8/4/2000	The Post and Courier	D, Pg. 1	Dress Code
8/7/2000	DNR	Vol.30,No.92;Pg.2; ISSN: 1041-1119	Nautica Europe projects sales of $50M by 2003
8/7/2000	Crain's Chicago Business	Pg. 3	Decking out the diaper set
8/8/2000	Sun Sentinel (Fort Lauderdale)	Lifestyle; Pg. 1 E	What are the coolest kids wearing this fall?
8/12/2000	St. Louis Post Dispatch (Missouri)	Lifestyle; pg. 6	Calendar
8/15/2000	Birmingham News (Alabama)	Lifestyle	Funky fall denim classic takes a twist in time for school
8/17/2000	WWD	Pg.11;ISSN:0149-5380	Sportswear looks make a splash
8/23/2000	The San Francisco Chronicle	Home; Pg. 1/Z1	Fashion to Furniture
8/26/2000	Daily News (New York)	News; Pg. 21	Weekend in New York
8/31/2000	Seattle Post Intelligencer	Business, pg. D 1	27 Gottschalks open today
9/2000	Texas Monthly	Features; Getting Face Time; Pg. 159	Shannon Elizabeth
9/1/2000	The Hollywood Reporter	943 words	This week today
9/1/2000	Children's Business	No.9,Vol.15;Pg.32; ISSN: 0884-2280	Small Talk

Date	Publication	Page	Headline
9/3/2000	The Miami Herald	Neighbors We; Pg. 23W	Ford Scouts seek 20 New Models
9/5/2000	Asbury Press	D; Pg. 1 D	Go back to class in style
9/11/2000	Daily New Record	Pg.5;ISSN:10410-1119	Nautica sails across the pond
9/12/2000	The New York Times	Sect.B;Pg.11; Col.1; Style Desk; Fashion Page	Fashion Week: one for the money, two for the show
9/15/2000	Daily News Record	Pg.3;ISSN:1041-1119	Starside at shows
9/15/2000	Chicago Sun Times	Features; Pg. 43	A sharp dressed man
9/16/2000	Hartford Courant (Connecticut)	Life: pg. D 1	Cast away your cares in style
9/17/2000	Gulf News	366 words	Business News
9/18/2000	Newsday	Part II; Pg. B 02	He's not just a reader
9/18/2000	Los Angeles Times	Southern California Living; Part E; Pg.1; View Desk	Spring 2001New York Collections
9/19/2000	The Houston chronicle	Houston; Pg. 1	Dressing up
9/21/2000	The Kansas City Star	Lifestyle	Fashion week brings out designers' playful side
9/2/32000	Tampa Tribune	South Tampa; pg. 1	General Store
9/23/2000	Pg. 17	Pg. 17	Tasty extension opened at store
9/24/2000	The Capital (Annapolis, MD)	Business; Pg. B 1	Retailers reinvent themselves
9/26/2000	Los Angeles Times	Southern California Living; Part E; Pg. 2; View Desk	Ideas, trends, style and buzz
9/27/2000	Hartford Courant (Connecticut)	Life; Pg. D 3	Men's Fashion: Easing into spring
9/28/2000	Chattanooga Times Free Press (Tennessee)	Lifestyle: Pg. E 6	On Tap Today

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Oct – Dec 2000

Third Party Articles

Date	Publication	Page	Headline
10/1/2000	Playboy	Section: No.10, Vol. 47; pg 168	WHERE & HOW TO BUY
10/1/2000	Cosmopolitan	Section: No.4, Vol. 229; pg. 102	Mad About Mila; Milla Jovovich
10/4/2000	AsianWeek	Section: Vol. 22; No. 6; pg.14	Downtown Funky in New York, New York
10/6/2000	Evening News (Edinburgh)	Section: Business; Pg. 1	UNILEVER IN ARDEN SALE
10/12/2000	The Capital (Annapolis, MD)	Section: sports; pg. D5	Americans did well in Sydney
10/13/2000	Daily News Record	Section: Pg. 4	SUNDAY STYLE GUIDE:FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER.
10/21/2000	Tampa Tribune (Florida)	Section:BRANDON, Pg. 5	MacDill BX where military shop, talk
10/27/2000	Knoxville News-Sentinel (Tennessee)	SECTION: Business; Pg. B1	Charge raised for MCI directory
10/28/2000	The New York Post	SECTION; All Editions; Pg. 021	ARDEN, TAYLOR BRANDS SALE
10/30/2000	Newsday	SECTION; NEWS; Page A03	
10/31/2000	The San Francisco Chronicle	SECTION: DAILY DATEBOOK; Pg. B7	From Runway to Dance Floor
10/31/2000	Chattanooga Times Free Press (Tennessee)	SECTION: LIFESTYLE; Pg. E6	On tap today
11/1/2000	Esquire	SECTION: No. 5 Vol. 134; pg. 164	DEMOCRACY in AMERICA; clothing worn by political convention attendees
11/1/2000	Cosmopolitan	SECTION:No. 5, Vol. 229; Pg. 86	Livin'la Vida Lopez; jewelry
11/1/2000	Children's Business	SECTION: No. 11, Vol. 15; Pg. 16	FOR HER
11/3/2000	Retail Week	SECTION: Pg. 4	**Nautica** focuses on menswear in first UK outlet
11/4/2000	The Wichita Eagle	SECTION: Home & Garden	FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET
11/7/2000	The Christchurch Press	SECTION: Pg. 38	FEATURES IN THE SHADE
11/09/2000	The Houston Chronicle	SECTION: FASHION; Pg. 1	Contemporary design recalls movie glamour
11/10/2000	The Miami Herald	SECTION:STREET; Pg. 48MS	DO IT FRIDAY NOVEMBER 10

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11/13/2000	Newsweek	SECTION: ASIA; Pg. 44	Destination Shoppers
11/16/2000	Sun-Sentinel (Fort Lauderdale, FL)	SECTION: LIFESTYLE, Pg. 1E	ORANGE BLOSSOMS
11/19/2000	Pittsburgh Post-Gazette (Pennsylvania)	SECTION: ARTS & ENTERTAINMENT, Pg. G-14	NO HEADLINE
11/21/2000	The Record (Bergen County, NJ)	SECTION: YOUR TIME; Pg Y1	EARLY BIRDS GET THE BEST BUY
11/26/2000	Las Vegas Review-Journal (Nevada)	SECTION: J; Pg. 1J	SMELL TEST: Following the Scent
11/26/2000	The Atlanta Journal and Constitution	SECTION: Dixie Living; Pg. 8M	Style: SHOP TALK; Gen-now;
11/27/2000	Fortune	SECTION: FORTUNE ADVISOR/PERSONAL FORTUNE; Pg. 348	Meet John Varvatos
11/27/2000	Footwear News	SECTION: Pg. 7	CANDIE'S RIGHT ON TIME
11/30/2000	WWD	SECTION: Pg.11	DENIM DISH; Olah Inc.'s Denim Survival Guide
12/1/2000	Redbook	SECTION: No. 6, Vol.195; pg.57	4 flaw-fixing dresses
12/2/2000	Cosmopolitan	SECTION:No. 6, Vol. 229; Pg. 252	The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving
12/4/2000	Maclean's	SECTION:ADVERTISING SUPPLEMENT; Pg S14	Here's what's new and noteworthy
12/8/2000	WWD	SECTION: Pg. 1	PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY
12/10/2000	Calgary Sun	SECTION: LIFESTYLE, Pg. 54	WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG.....
12/14/2000	Business Wire	DISTRIBUTION: Business Editors	Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion
12/15/2000	Nashville Business Journal	SECTION: Vol. 16, No. 51; pg 3	Genesco pulls rebound targeting youth, urban markets
12/16/2000	The Dallas Morning News	SECTION: BUSINESS; Pg. 1F	SHOPPING HAUL
12/19/2000	The San Francisco Chronicle	SECTION: DAILY DATEBOOK; Pg. E7	PERFUME IS SEXY AGAIN
12/19/2000	CNN INTERNATIONAL	SECTION: NEWS;INTERNATIONAL	European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan
12/20/2000	The Boston Globe	SECTION: LIVING; Pg F7	GOING PLACES/KITTERY AND FREEPORT, MAINE; OUTLET TOWNS GREAT FOR SHOPPERS
12/26/2000	Turkish Daily News		ONE LINE IN THE NEWS
12/28/2000	Chattanooga Times Free Press (Tennessee)	SECTION: LIFESTYLE; Pg. E2	On tap today
12/29/2000	The Times of India		JEANS IS ON THE COMBACK TRAIL
12/30/2000	Manila Bulletin	SECTION: Pg. NA	Garment firms assured of gov't support

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Where to Buy It Sports Illustrated

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Sports Illustrated

Winter, 2000

SECTION: ;WHERE TO BUY IT; Pg. 216

LENGTH: 1860 words

HEADLINE: Where to Buy It

BYLINE: Produced By Diane Smith, Assistant Editors M.J. Figel And Jennifer Stern

BODY:
LET'S GET PACIFIC

Pages 15-17: swimsuit by Bluepoint, at Everything But Water, www.everythingbutwater.com, 888-796-6661, at Canyon Beachwear, 800-863-6681, and at Jacobson's, 800-635-4770; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Page 18: (top to bottom) swimsuit by Onda de Mar, www.ondademar.com, at Bikini Jungle, 305-672-8074, at Bikini Shop, 202-331-8372, and at Barely Visible Bikinis, 770-319-9033; swimsuit by La Bianca, 800-BUY-SWIM, at Everything But Water, www.everythingbutwater.com, 888-796-6661; swimsuit by Delfina, at Canyon Beachwear, 800-863-6681, at Saks Fifth Avenue, and at Bergdorf Goodman. Page 20: (top, right) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs and surf shops nationwide; (bottom, left) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs nationwide; jeans by **Nautica;** (bottom, right) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs nationwide.

SNAKE IN THE GARDEN

Pages 34-35: swimsuit by Gottex, 800-225-SWIM ext. 15, at Jerrie Shop, New York City, and at Daytons. Pages 36-37: swimsuit by Calvin Klein, at Everything But Water, www.everythingbutwater.com, 888-796-6661. Pages 38-39: swimsuit by Domani, at Bellagio, Las Vegas, 702-693-7925, at Canyon Beachwear, 800-863-6681, and at Bergdorf Goodman, New York City. Page 40: swimsuit by OP, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Rich's Lazrus, New York City and California. Page 41: swimsuit by Delfina, at Canyon Beachwear, 800-863-6681, at Bergdorf Goodman, New York City, and at Saks Fifth Avenue, New York City. Pages 42-43: swimsuit by Domani, at Canyon Beachwear, 800-863-6681, at Bergdorf Goodman, New York City, and at Everything But Water, 888-796-6661. Page 44: swimsuit by Joelynian, at Barneys New York, at Karina Zabete, New York City, and at Theodore, Los Angeles. Page 46: swimsuit by Rosa Ferrer, at Jerrie Shop, New York City, and at Swimwear Collection, Boca Raton, Fla. Page 50: swimsuit by Bazar de Christian Lacroix, Christian Lacroix boutiques, and at Saks Fifth Avenue. Page 52: swimsuit by Rosa Ferrer, at Saks Fifth Avenue and Great Shapes, New York City. Page 53: swimsuit by Bluepoint, at Everything But Water, www.everythingbutwater.com, 888-796-6661, at Canyon Beachwear, www.canyonbeachwear.com, 800-863-6681, and at Jacobson's, www.jacobsons.com, 800-635-4770. Page 56: swimsuit by Salinas, Brazil, at La Jolla, Calif., 858-551-3845. Page 57: swimsuit by Gottex, 800-225-SWIM ext. 26. Page 58: swimsuit by Ralph Lauren Swimwear.

ROOM & BOARD

Pages 60-61: swimsuit by Keny, at www.swimsuit-keny.com. Pages 62-63: swimsuit top by Roxy

Quiksilver, 800-576-4004, at Boardriders Clubs; swimsuit bottom by Xcel Wetsuits, 800-637-9235. Pages 64-65: swimsuit by Speedo, www.speedo.com, 800-5-SPEEDO, at Speedo Authentic Fitness stores nationwide. Pages 66-67: swimsuit by Mossimo, at Everything But Water, 888-796-6661, at Just Add Water, 800-969-9283, and at Gone Bananas, 585-488-4900; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Pages 68-69: swimsuit by Ritchie Swimwear, at Ritchie Swimwear of Miami, www.ritchieswimwear.com, 800-220-SWIMO, and at Everything But Water, 888-796-6661. Page 70: swimsuit by CHAIKEN, at Barneys New York, at Big Drop, New York City, and at Tracey Ross, Los Angeles. Page 71: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, Plein Sud at Adventura Mall, Adventura, Fla.; hat by Stussy, at Stussy Store, New York City, Los Angeles and London. Page 72: swimsuit by Calvin Klein Swimwear; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Page 74: swimsuit by Calvin Klein Swimwear, at Saks Fifth Avenue, and at Swim N Sport, Florida; jewelry by Melissa Beatty Designs, 212-679-4348, at Gallery of Accessories, 502-753-3913. Page 76: swimsuit by OMO Norma Kamali, www.omo-norma-kamali.com, 800-8-KAMALI. Page 78: wet suit by Roxy by Quiksilver, 800-576-4004, at Boardriders Clubs nationwide, and at surf shops nationwide; thong by Gia V, www.gia-v.com, 888-708-4943; board by Hawaiian Island Creations, www.hicsurfshop.com, at Hawaiian Island Creations, Ala Moana Shopping Center, Honolulu, 808-973-6780, and at Hawaiian Island Creations, Honolulu, 808-971-6715.

TUBULAR BELLE

Pages 82-89: swimsuit by Roxy Quiksilver, 800-576-4004; boardshorts by Quiksilver, at Boardriders Clubs nationwide.

DEPTH CHARGES

Pages 90-91: swimsuit by Jamaican Style, at Diane's, 310-224-1900, at Tilly's, 949-475-5599, and at Ron Jons, 321-799-8802. Page 93: swimsuit by Jean Paul Gaultier, at Bellagio, Las Vegas; hat by Patricia Underwood. Pages 94-95: swimsuit by Free by Gottex, 800-223-SWIM ext. 13. Page 96: swimsuit by Free by Gottex, 800-225-SWIM ext. 17, at Bloomingdales, New York City, 212-705-2000, and at Neiman Marcus, Dallas, 214-363-8311. Page 98: swimsuit by Moschino Mare, at Jerrie Shop, Woodbury Village, N.Y., and at Neiman Marcus, select stores nationwide. Page 99: bottom by Athena Collection, at Dillards and at Foley's, 800-766-8466. Page 102: bottom by INCA for Stephanie Hirsch, at Katia, 713-621-1817, and at Georgiana, 516-569-0786. Page 106: swimsuit by Liza Bruce, at Liza Bruce, New York City, London and Los Angeles, 323-655-5012. Page 109: swimsuit by Randolph Duke Swim Couture, at Randolph Duke Designs, 212-768-1730. Pages 110-111: swimsuit by Moonsplash Swim, at Moonsplash Swimwear, 305-234-5656, at Atlanta Beachwear, 404-239-0612, and at Bikini Splash, 301-277-8939. Page 112: swimsuit by Alberta Ferretti, at California Sunshine, Shrewsbury, N.J., 732-450-0550, at Bikini Jungle, Miami, and at Waterlilies, Mill Valley, Calif.

MODEL BEHAVIOR

Pages 124 and 139: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Untitled, New York City, and at Saks Fifth Avenue. Page 126: swimsuit by Gottex, 800-225-SWIM ext. 16; shoes by Stuart Weitzman, at Stuart Weitzman, New York City; pendant by Honora, 888-2HONORA, www.honora.com, and at Jacobson's, 800-635-4770. Pages 127: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Saks Fifth Avenue and at Barneys New York; shoes by Stuart Weitzman, at Stuart Weitzman, New York City and Chicago. Page 130: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Plein Sud, Los Angeles and Florida. Page 132: swimsuit by Sauvage Swimwear, 858-514-8229, at Everything But Water, www.everythingbutwater.com, 407-351-4069, at Gone Bananas, 858-888-8200; pendant by Honora, www.honora.com, 888-2HONORA, at Jacobson's, 800-635-4770. Page 134: swimsuit by Sauvage Swimwear, 858-514-8229, at See the Sun, Fort Lauderdale, 954-779-2651; shoes by Andre Assous Collection, at Lori's Designer Shoe, Chicago, 312-281-5655, at Monkees of the Village, Winston-Salem, N.C., 336-722-4600, and at Knuth Shoes, Pepper Pike, Ohio, 216-831-9606. Page 138: swimsuit by Randolph Duke, at ULTIMO, Chicago and Dallas.

MAUI WOWEE

Pages 156-157: swimsuit by Delfina swimwear, at Canyon Beachwear, Los Angeles, 800-863-6681, at Bergdorf Goodman, New York City, and at Saks Fifth Avenue, New York City; shoes by SAYAN, at Dia Viola, Los Angeles, and at Otto Tootsi Plohound, New York City, 877-62-SAYAN. Pages 158-159: swimsuit by Norma Kamali, www.omo-norma-kamali.com, at OMO Norma Kamali, New York City, 800-8-KAMALI. Pages 160-161: swimsuit by Chanel, at Chanel boutiques and Nordstroms, selected stores. Pages 162-163: swimsuit by INCA by Stephanie Hirsch, www.incabag.com, at Neiman Marcus, selected stores. Pages 164-165: swimsuit by Letarte, at Canyon Beachwear, 800-863-6681, and at Barneys New York. Page 166: swimsuit by Perth Amboy, TG-170, New York City, 212-995-8660. Page 167: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Barneys New York. Page 168: swimsuit by INCA by Stephanie Hirsch, www.incabag.com. Page 170: swimsuit by Macarena Gutierrez, at Saks Fifth Avenue, New York City, at Pesca Boutique, New York City, 212-980-1901, and at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144. Page 172: swimsuit by Gottex, 800-225-SWIM ext. 14. Page 174: top by Only Hearts, at Only Hearts, New York City and Santa Monica, Calif., and at How Near Heaven, Cornelius, N.C.; bottom by Cole of California, 800-770-6858, at Lord & Taylor, New York City, 800-223-7440. Page 176: swimsuit by Malia Mills, at Malia Mills, New York City and Los Angeles, www.maliamills.com, 800-685-3479.

RETRO FIT

Pages 178-191: All swimsuits are courtesy of William Doyle Galleries, New York City, and are not for sale.

LAS HORIZONS

Pages 192-193: swimsuit by Perth Amboy, TG-170, New York City, 212-995-8660. Pages 194-195: swimsuit by Macarena Gutierrez, at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144, at Pesca Shop, New York City, 212-980-1901, and at Saks Fifth Avenue. Pages 196-197: swimsuit by Macarena Gutierrez, at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144, at Pesca Shop, New York City, 212-980-1901, and at Saks Fifth Avenue; iBook by Apple, www.apple.com, 800-538-9696. Page 198: swimsuit by Studio by Donne, at Capri at Bellagio, Las Vegas, 702-693-7925, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Flash Swimwear, 305-867-4022; Whale Ride-On by Intex Recreation Corp., at retailers nationwide. Page 199: swimsuit by INCA by Stephanie Hirsch, www.incabag.com, at Barneys New York, and at Neiman Marcus. Pages 200-201: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Canyon Beachwear, 800-863-6681, and at Language, New York City, 212-431-5566. Page 202: swimsuit by Charles Chang-Lima, at Stanley Korshak, 214-871-3600, at Barneys New York, and at Gitobet, 201-541-7330. Page 204: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Plein Sud at Adventura Mall, Adventura, Fla. Page 206: swimsuit by Artesania by Keith Merl, www.artesaniainc.com, 973-292-3435, fax 973-292-3535; necklace by Ayala Bar for IsArt, LLC, at IsArt, 888-984-7278. Page 208: swimsuit by Ralph Lauren Swimwear, at Neiman Marcus and Saks Fifth Avenue; belt by Len Wood's Indian Territory Inc., www.indianterritory.com, 800-579-0860, 949-497-5747. Page 210: swimsuit by Girl Star Swim, at Ron Jon Surf Shop, 714-769-4573, at Everything But Water, 888-796-6661, and at Molly Browns, 949-673-9004; sarong by Salinas for Pisces, 858-551-3844. Pages 212-213: swimsuit by Rygy for Vix Swimwear, www.vixswimwear.com, 800-881-5868, at Diane's, 310-224-1900. Page 214: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Bergdorf Goodman, 800-218-4918, and at California Sunshine, Brooklyn, N.Y., 718-376-0700.

WHERE TO BUY IT

Pages 216-217: swimsuit by Lisa Curran Swim, www.lisacurranswim.com, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Canyon Beachwear, 800-863-6681.

ACCOMMODATIONS

SNAKE IN THE GARDEN: PANGOR LAUT RESORT IN PANGOR LAUT, MALAYSIA, 877-757-5288. ROOM & BOARD: HILTON TURTLE BAY GOLF & TENNIS RESORT IN OAHU, HAWAII, 800-HILTONS. DEPTH CHARGES: HOTEL VILLA DEL SOL IN ZIHAUTANEJO, MEXICO, 888-389-2645. MAUI WOWEE: HOTEL HANA MAUI IN MAUI, HAWAII, 800-321-HANA. LAS HORIZONS: LAS ALAMANDAS RESORT IN JALISCO, MEXICO, 888-882-

9616.

GRAPHIC: COLOR PHOTO: ROBERT ERDMANN, DANIELA SWIMSUIT BY Lisa Curran Swim ($ 120) MAKEUP BY Ashley Ward for The Wall Group HAIR BY Kevin Murphy for Kusco Murphy at Artists Group Management

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FASHION MISFITS SOME TEENS REJECT THE PRICEY 'COOL' CLOTHING AND WEAR WHAT THEY WANT The Post-Standard (Syracuse, NY) January 6, 2000 Thursday Final Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

January 6, 2000 Thursday Final Edition

SECTION: CNY; Pg. D1

LENGTH: 1499 words

HEADLINE: FASHION MISFITS SOME TEENS REJECT THE PRICEY 'COOL' CLOTHING AND WEAR WHAT THEY WANT

BYLINE: Jeanne Albanese Staff writer

BODY:

On her first day in a new school, Becky Hooper felt stares and heard whispers.

Dressed in stretch jeans, a dress shirt and sneakers, she stood out from the crowd. She knew her clothes caused the other girls to snicker.

She left, in tears.

That night, Hooper's mom took her shopping to cheer her up. Desperate to fit in, Hooper spent $75 - more than she could afford - on baggy pants and a Tommy Hilfiger shirt.

The next day the same girls who snubbed her invited her into their group. She thought she wanted to be like them.

Soon they tried to get her to smoke pot. They egged her into skipping school with them, and she got in trouble.

"When I got home, I told my mom I wanted to be myself," says Hooper, a LaFayette senior who studies fashion technology at Central Tech. "They weren't really what I wanted to be."

Hooper ditched the expensive clothes. Now she shops at Wal-Mart and doesn't care what anyone thinks.

"I think it's stupid," she says. "You should like somebody for who they are, not what they're wearing."

But for many teens, clothes are the first clue to determining who's cool.

According to the Rand Youth Poll, teen-agers spent a record $105.1 billion in 1998, and girls spent the biggest chunk of their change on clothing. Teens say friends and peers influence those fashion purchases more than anything else. (According to Opinion Research Corp., in a survey conducted for Marshall's stores, 63 percent of teens say friends are the biggest influence on what they buy.)

Central New York teens admit they judge one another on appearances long before getting to know the person inside those FUBU jeans or that Kmart special sweat shirt.

Many also admit to dressing to fit in at some point in their lives, and they recognize the burden that young people place upon each other to look good. They wouldn't dare shop at Wal-Mart for anything more than socks or underwear. Teens who stand out from the crowd of tech vests and khakis are often excluded, picked on or beaten up.

"You could be the ugliest, stankest, dirtiest person in the world," says Subira Dunn, a senior at Corcoran and also a fashion student, "but be the nicest, sweetest and most generous, and nobody would care."

Vernon-Verona-Sherrill teacher Maureen Cavanagh says fitting in with peers ranks high on teens' priority lists. Clothing opens the door.

"Unfortunately, they'll just think a kid is cool if they see them wearing something cool," says Cavanagh, the school's reading specialist. "They don't (consciously) say, "That's a cool shirt, therefore he's cool.' Because advertising presents kids who wear certain things as cool, they'll see a kid dressed a certain way and think that's a cool way to be."

And if someone doesn't project the right image, teens make fun of one another.

"That's a definite," says Corcoran junior Shane Cox. "I do it."

Cox, 16, says he doesn't put up with bad dressers, unless they're his friends.

"Usually I judge by the way it looks," says Cox, wearing an Esco baseball shirt and jeans. "If it looks messed up, they're just gone."

Tyisha Gaines, a junior at Nottingham, says a boy there came in one day with "Avirex," a brand of urban sportswear popular in the hip-hop community, written in marker on his shirt. Kids laughed in his face.

But if it's a crime to look bad, it's a sin to look too good.

Henninger senior and fashion student Aryn Jackson, 18, often dresses to the nines in **Nautica** or Tommy Hilfiger clothes. She wears skirts and heels to school and has her long hair and nails done to perfection. In school, she says she has few friends.

"Most of the girls in school don't like me," she says, "(because of) the way I dress and the way I walk. They don't know me. They judge me because of the way I look and dress."

Pam Baldini-Dittman, who teaches fashion technology at Central Tech, sees fashion as a means for teens to express themselves. It's also a measuring stick used to size one another up.

"Dress is terribly important to teen-agers," Baldini-Dittman says.

Despite the uniform image portrayed in Old Navy or Gap ads, many teens say they don't want to look alike.

Kallie MacDonald, a junior at Baldwinsville, says in junior high she used to consider what others would think of an outfit before she bought it. Not anymore. Now she sports a mixture of vintage and mainstream clothes. She hates when someone buys something only she had.

Corcoran senior Jamie Carter used to follow the crowd blindly, too. She wore conservative, preppy clothes even though she didn't really like them, and she had long hair. About a year ago she cut her hair and radically changed her look. With spiky hair with blond streaks, a wrist full of plastic bracelets, jeans and chunky shoes, kids at first called her a freak.

"I'm just being myself finally," she says.

Jeff Hugunine, a senior at V-V-S, used to wear greasy, dirty jeans, band T-shirts, flannels and a grimy baseball cap. Even his friends describe him as a dirtball.

When he turned 18 he inherited money from his father, who died when he was little. He ditched the Kmart flannels for fleeces from Aeropostale and Abercrombie & Fitch. He bought a $75 pair of pants from Abercrombie just because he had never seen pants that expensive.

"I've always wanted to dress this way," he says. "I never had the money."

Young people at several schools agree that many teens wear expensive brands such as Abercrombie just because of the name. Many kids who can't afford it hate Abercrombie because of that. Still, many admit if they could afford to pay $50 for a T-shirt, they'd shop there, too.

MacDonald thinks Abercrombie is overpriced and ridiculous. But after she saw Lauryn Hill, her favorite recording artist, wearing an Abercrombie T-shirt, she had to have it. She couldn't afford it, but then she got two for her birthday.

Basim Salaam admits he dresses to impress.

Salaam, a senior at Fowler, wears all brand names. **Nautica,** Polo, FUBU, Ecko - anything but Tommy. He has Timberland boots in green, red, butter and tan to match his outfits. Looking good makes him feel good. Why does he wear what he wears?

"To look cool," he says. "For the world, everybody."

Emily Murray, a junior at Corcoran, says she just feels better when she looks good. She estimates that she spends about 75 percent of her $116 weekly paycheck on clothes.

"In my group, we're trying to impress the girls more than the guys because the girls are the ones opening their mouths," says Murray, wearing a ribbed sweater, black flare pants and heels.

On Friday nights, Murray wouldn't dare show up at a party wearing the same clothes she wore to school that day. When a hot new item comes out, she wants to be the first one wearing it, and she wants others to notice that she had it first. Earlier this year, she paid $73 for a mohair sweater she and her friends admired at Express. Murray admits the sweater wasn't worth it, but when she wore it to school, everyone fussed over her.

"I had my moment," she says. "That $73 was worth my moment. I was so happy, you can't understand. It was a great feeling."

What's the look?

Not much has changed on the teen fashion scene since fall. Cargo pants, pockets and vests are still the rage.

In the spring, look for girls to sport nylon pants and shirts, crocheted sweaters, Capri pants in all lengths and clothes with a Middle Eastern influence, according to Vanessa Giancamilli, communications specialist for Kmart fashion. Woven, mesh, tube, backless and halter tops and tops with 10-inch sleeves and synthetic skin prints, such as pony, cheetah and python, also will be hot. Look for embroidery on everything and the hippie chick look to be in fashion.

Boys will continue to wear cargos, this time in nylon, shorts and drawstring pants. Backpacks will stay popular, as well as baseball hats and fisherman hats. T-shirts will be a staple, possibly in prints, as will long-sleeved Ts with stripes and patterns, according to Frank Buscemi, a communication specialist for

men's fashion at Kmart.

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GRAPHIC: PHOTO; John Berry /Staff photographer; JEFF HUGUNINE, 18, of Verona can wear the clothes he always wanted to; wear (above) after an inheritance made them more affordable. Below, he; shows the style he used to wear: flannel shirts, ball cap and greasy; jeans. Even his friends described him as a dirtball. Color.; Suzanne Dunn /Staff photographer; KALLIE MacDONALD (left) and Tyisha Gaines, students in Central Tech's; fashion technology class, show off their socks. Gaines says kids roll; up their pants to show off the labels. Color.; Tim Reese/Staff photographer; EMILY MURRAY, a fashion technology student at Central Tech, paid $73; for this sweater just to impress her peers. Color.; Tim Reese/Staff Photographer; JAMIE CARTER, a member of Central Tech's fashion technology class,; models her new funky look. She stripped off her preppy uniform to be; true to herself. Color.; Suzanne Dunn/Staff photographer; BASIM SALAAM, a senior at Fowler High School, has no qualms about why; he dresses the way he does. "To look cool," he says. "For the world; everybody." He wears all brand names, and has Timberland boots in; green, red, butter and tan.

LOAD-DATE: January 28, 2003

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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TEXTILES GRADUATES HAVE MADE A MARK IN INDUSTRY Columbus Dispatch (Ohio) January 8,2000, Saturday

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January 8,2000, Saturday

SECTION: EDITORIAL & COMMENT, Pg. 9A

LENGTH: 702 words

HEADLINE: TEXTILES GRADUATES HAVE MADE A MARK IN INDUSTRY

BODY:
Success in retailing is largely because of a retailer's ability to provide appropriate merchandise for its customers. Dispatch Business Reporter Debbie Gebolys' recent article "A tale of retail" covered interesting aspects of the history of retailing in Columbus. It seems an appropriate time to highlight how graduates in textiles and clothing at Ohio State University have contributed since 1927 to the success of fashion retailing in Columbus, as well as nationwide.

This program, part of the Department of Consumer [illegible] SU's College of Human Ecology, typically enrolls 250 to 300 undergradua[illegible]ave contributed to the success of retailers such as The Union, Madison's [illegible] O'Neil's in Akron; Elder-Beerman in Dayton and the May Company in Cleve[illegible]

Our alumni are integral to the success of central Oh[illegible]press, Lane Bryant, Structure, Victoria's Secret, Lerner NY, Abercrombie[illegible]auer, Spiegel and The Longaberger Co., through positions in buying, desig[illegible]rance and management.

Additionally, our alumni are contributing to the intern[illegible]r, Macy's, Neiman Marcus, Marshall Field's, Bloomingdale's, Liz Claiborne, Prada,[illegible]-Tex, Land's End, Esprit, **Nautica,** Calvin Klein, Armani and many others.

The contributions that our alumni make to these businesses stem from their optional courses in fashion and interiors merchandising or product development and evaluation. In these courses, our students gain a comprehensive understanding of textile and apparel products, the people who buy and use them and the processes by which the products and people are brought together.

Major coursework focuses on fashion merchandising, strategic merchandise planning, fashion-trend analysis, ready-to- wear analysis, aesthetics and design, computer-aided design, social-psychological-cultural aspects of dress, international trade, historic costume and textile science. In the 1940s, the department pioneered a required fieldwork experience for all majors. That requirement is maintained today, and all students intern with fashion retail and design firms.

Our students' education also is enhanced by departmental resources that include the Michelle Lynn Dauterman Computer-Assisted Design Laboratory and the Textiles and Materials Analysis Laboratory. And many involved in central Ohio fashion know about our Historic Costume and Textiles Collection, with its 10,000 pieces, from 15th-century textiles to extensive holdings of 20th-century designer clothing.

Thanks to the Friends of the Collection, Schottenstein Stores and Value City, Lazarus, Marshall Field's, and

a number of Fashion Group International members, the collection has become a community resource with exhibitions throughout the year in the Snowden Galleries in the Geraldine Schottenstein wing of Campbell Hall.

Finally, our national influence on fashion retailing is even more impressive when we consider the number of doctorate graduates completing degrees with us since the doctorate program began in 1957. Our alumni are now employed in fashion retailing and design programs across Ohio, including Bowling Green State University, Kent State University, Ohio University, the University of Akron, Columbus College of Art and Design and Ashland University. Additionally, our graduates are represented at a number of Big Ten universities and many other internationally recognized colleges and universities across the country.

For nearly 75 years, graduates from the textiles and clothing program at Ohio State University have contributed to the success of Columbus fashion retailers, as well as fashion retailers and manufacturers across the nation. As we celebrate the new millennium, we at OSU continue our commitment to prepare our students with a focus on the entire process necessary for success, from fashion product development to retailing.

Marsha Dickson, associate professor

Department of Consumer and Textile Sciences

Ohio State University

Columbus

Eight other members of the department contributed to this letter.

LOAD-DATE: January 9, 2000

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Nautica focuses on success Business Times (Malaysia) January 11, 2000

Copyright 2000 New Straits Times Press (Malaysia) Berhad
Business Times (Malaysia)

January 11, 2000

SECTION: Nation; Pg. 3

LENGTH: 1253 words

HEADLINE: Nautica focuses on success

BYLINE: By Helena Fernz

BODY:
WHAT separates **Nautica** Eyewear from the other branded frames on the market?

Ask Mr Richard Golding and he will tell you.

Golding, the 34-year-old regional manager of Marchon Eyewear Inc, is in charge of the distribution and marketing of the **Nautica** Eyewear collection in the Asia-Pacific region.

He explained to Business Times that Marchon and **Nautica** Enterprises signed a licensing agreement last year that gives it (Marchon) the worldwide licence for both the sunglass and opthalmic eyewear collections.

Under the agreement, Marchon, the largest privately owned manufacturer and distributor of eyewear in the US, manufactures, markets and distributes eyewear for **Nautica.**

Nautica, by the way, is an international brand for men's, women's and children's apparel as well as accessories and home furnishings and its line of products are available at major department and specialty stores worldwide.

Golding, who was recently in Petaling Jaya for the launch of the introductory **Nautica** Eyewear collection says, "**Nautica** is a lifestyle brand."

Elaborating, he continued, "You can take a design philosophy and incorporate it in all aspects of life. On a global basis you can buy for example **Nautica** casual clothing or you can buy **Nautica** suits.

"There is **Nautica** bedding and **Nautica** shoes, watches, fragrances and so on and in fact there is a limited edition of a **Nautica** utility vehicle in the US."

Golding returned to the subject of **Nautica** Eyewear.

Marchon's regional manager said, "People wear frames for 16 to 18 hours or more and **Nautica** Eyewear not only looks good, is easy to wear and has a classic updated style but is also comfy."

Golding added, "Glasses (eyewear) are a wearable product and one thing that makes **Nautica** very special are its sunglasses... our sunglass line is designed around the sunglass lens.

"The **Nautica** lens has a polarising filter which acts like a comb and eliminates glare. The anti-reflective coating on the rear surface of the lens minimises glare caused by light bouncing off the lens' underside.

Also, the rear surface of the lens is hydrophobic and this makes the lens easy to clean.

Expanding on the "wearability theme" of **Nautica,** he proceeded to relate how the **Nautica** philosophy came about.

Mr David Chu, the founder, designer and chief executive of **Nautica,** said Golding, "is not a designer per se and by training is an architect".

Chu apparently found out that "he did not like math", which as an architect he had to do and thus took a course at a fashion school in New York.

As he enjoyed the course immensely, Chu created a line of men's outerwear and that, said Golding, was "the start of **Nautica**".

"Chu designed clothing from a consumer's perspective," he added, "and not so much from a design perspective."

His clothing and eyewear designs, said Golding, "are meant to be worn".

Nautica products are those that people are comfortable with, according to Golding, and the inherent comfortability features found in other **Nautica** items are present in its eyewear collection.

As for the classic updated look of **Nautica** products, Golding took a brief trip down memory lane enthusiastically.

Chu, he said, designed a lot of his clothing based on what is known as "classic American sportswear".

"Think back to the movies of the 20s, 30s and 50s... of when Clark Gable and Cary Grant were screen stars and when people 'dressed up' but with a casual elegance.

"Clothes at the time were designed to move around in and made for easy movement.

"The **Nautica** lifestyle philosophy focuses on comfort, activity and ease and **Nautica** Eyewear is designed to be comfortable and has a good fit."

Golding said that recently he had visited an optician in South Africa and was told that of the 30 **Nautica** frames purchased, 15 had been sold

within a month.

He said he had asked the optician what he had done to promote **Nautica** frames.

"The optician answered, 'Honestly, nothing. I just would take them and show them to people. They tried them on, liked how the frames felt and looked and bought them'."

"Isn't that great?" queried Golding jubilantly.

"**Nautica** is designing a product that looks good and wears well," he stated.

Attesting to **Nautica** Eyewear's success is the fact that it is a brand that is growing in popularity.

"In the US, **Nautica** is very strongly entrenched. In department stores it's one of the top three (eyewear) brands and internationally, it's a brand on the upswing," he said.

He foresees the UK, Australia, South Africa and Asian countries as being strong potential markets.

As for the collection itself, Golding said, it was launched in the US early this year.

Since then it has been introduced in the UK, Canada, Mexico, Italy, South Africa and Australia.

Now it is "Asia's turn" to experience **Nautica,** he said. In the region, the eyewear has been launched first in the Philippines, second in Hong Kong and third in Singapore, before "arriving" in Malaysia.

Locally, Marchon is working with Specstasy Sdn Bhd to distribute the **Nautica** Eyewear collection, featuring both sunglasses and opthalmic frames that are priced from RM390 to RM790.

The introductory **Nautica** Eyewear collection, revealed Marchon's regional manager, "has 10 sunglass and 17 opthalmic styles and with the variations in colour there are 150 purchasing options altogether".

When asked whether **Nautica** prefers any particular materials for its eyewear, he replied that it depends on the style of the frame.

"In order to properly carry out design you have to use different compositions to get it (the design) right," he explained.

"In plastics we use zyl acetate, which is a high quality, hand-made plastic that is a little bit soft. It can take on beautiful colours and is malleable.

"In terms of metal, once again it all depends on the style and **Nautica** uses a new metal called nibradol which is also a little bit soft, as well as monel and titanium."

Golding then spoke of Marchon's role in the provision of **Nautica** Eyewear.

He said, "The one thing that makes us different from most other eyewear companies is that we are a marketing company. Most of the other firms are sales companies.

"We look at products from the consumers' perspective as well as the shops' perspective... not from our perspective!

"Marchon," said Golding, "has been in operation for 17 years and service is what makes us so strong."

"We focus largely on independent stores although chain stores carry our products too."

He then described how Marchon caters to its clients.

"If an optician for instance calls our customer service department in the US, the call is answered within four seconds as our phone lines are linked up to a computer system.

"The optician's account pops up on the screen of the employee dealing with the optician and all the information is there."

He added that Marchon's warehouses are conveyor-belted and bar coded and "so we can track an order all the way through".

Should an optician call, wishing to change an order, Golding said, "we know exactly where the products he/she ordered are" thus enabling changes to be instituted rapidly.

"If you call Marchon (in the US) at 4 o'clock in the afternoon we can have the frame delivered the next morning anywhere in the US."

A speedy response but not surprising at all as Marchon is said to be the second largest eyewear company in the world and this is more than sufficient reason for **Nautica** to team up with it.

GRAPHIC: Picture - Golding models a pair of **Nautica** opthalmic glasses to emphasise its wearability features.

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Star-ry launch of fashion eyewear range New Straits Times (Malaysia) January 15, 2000

Copyright 2000 New Straits Times Press (Malaysia) Berhad
New Straits Times (Malaysia)

January 15, 2000

SECTION: City diary; Pg. 11

LENGTH: 236 words

HEADLINE: Star-ry launch of fashion eyewear range

BODY:
FAST growing fashion brand name, **Nautica** has added eyewear products into its collection. The products line was launched in Kuala Lumpur recently.

Local celebrities such as Maria Farida, Jasmin Hamid, Azhar Sulaiman, Fly Guy and others showcased the eyewear range at the launch held at Sunway Lagoon.

Nautica joined Marchon Eyewear of the United States and the licensing agreement will give Marchon the worldwide go-ahead to both the sun and opthalmic eyewear collections.

The inaugural opthalmic collection fuses streamlined shaping with innovative features and materials to create modern classics in eyewear design.

The inaugural product introduction also saw the birth of a sunglasses collection that, according to the manufacturer, combines form, function and fashion.

The shapes, sizes and functionality do not vary much from other branded names that value art and practicality such as DKNY, Emporio Armani, Guess and Fila just to name a few.

Nonetheless, the top of the range sunglasses that has polarised lenses may appeal to those who wear sunglasses not just for fashion's sake but, to protect the eyes from harmful rays.

The polarised lenses also enhance colour saturation and improve visibility. This is particularly significant for drivers.

The **Nautica** Eyewear collection is synonymous with its other range of fashion wear - contemporary, appealing and high fashion.

GRAPHIC: Picture - Checking them out ... guests taking a peek at what was in store during the launch. Picture - Teen appeal ... the company intends to capture the younger market segment.

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classical music; THE GO GUIDE: ARTS & ENTERTAINMENT The Atlanta Journal and Constitution January 16, 2000, Sunday,

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January 16, 2000, Sunday, Home Edition

SECTION: Features; Pg. 7T

LENGTH: 355 words

HEADLINE: classical music;
THE GO GUIDE: ARTS & ENTERTAINMENT

BYLINE: Judith Green, Staff

SOURCE: AJC

BODY:
the winter-spring musical calendar flowers with fine pianists, violinists and choirs. On the orchestral scene, Yoel Levi's final season as music director of the Atlanta Symphony Orchestra contains two of the most ambitious works of the year: Shostakovich's "Babi Yar" Symphony and Mahler's " Resurrection" Symphony.

Of the pianists, Murray Perahia --- playing Bach's "Goldberg Variations" at Spivey Hall on Feb. 13 --- is the big name, but the same hall also will play host to the gifted Norwegian pianist Leif Ove Andsnes on Jan. 23.

Georgia's own Robert McDuffie brings his lyrical violin to Georgia Tech's Ferst Center for the Arts on Jan. 25 and to Kennesaw State University on April 15. Lovers of plucked string instruments can't do better than classical guitarist Eliot Fisk (Emory University, March 26) and lutenist Paul O'Dette, who performs at Embry Hills United Methodist Church today and at the University of Georgia on Feb. 5.

Two choral events of more than usual note are the St. Patrick's Day concert of the Michael O'Neal Singers, featuring the premiere of an extended choral work by Irish composer Mary McAuliffe, "Return to Old Ireland," to a text by Walt Whitman; and the Meridian Chorale (March 12) performing "La Terra," a setting of Virgil's "Georgics" by the Italian composer Francesco Malipiero, whose premiere was conducted by Robert Shaw at Harvard University in 1947. The chorale will sing "La Terra" in April with the Glenn Memorial Church Chancel Choir. Also recommended: the exquisite female vocal quartet Anonymous 4, singing the luminous music of the Dark Ages at the Cathedral of St. Philip on May 9.

Emory University has two of the most interesting chamber concerts coming up. Pianist William Ransom will accompany baritone John Hornor in Schubert's bleak and elegiac song cycle "Die Winterreise" on Jan. 18 and ASO cellist Daniel Laufer in Beethoven's complete works for cello and piano on Feb. 13 and March 26.

For symphonic music with a lighter touch: Bobby McFerrin, chameleon vocalist, conductor and composer, displays all those gifts with the ASO on Saturday.

GRAPHIC: Photo
Exquisite sounds: The vocal quartet Anonymous 4 --- from left, Susan Hellauer, Jacqueline Horner, Marsha Genersky and Johanna Maria Rose --- bring medieval music to the Cathedral of St. Philip on May 9. / CHRISTIAN STEINER / IPR
Photo
Her pajamas ($ 64) by **Nautica;** his robe ($ 49.50) and pajama bottoms ($ 30) by Tommy Hilfiger. All from Rich's. / JEAN SHIFRIN / Staff
Photo
For the Bobby McFerrin concert with the Atlanta Symphony Orchestra (Saturday at Symphony Hall), we recommend oysters (above) and champagne at Eno, the stylish new Midtown wine bar and restaurant that has the whole town buzzing. / LOUIE FAVORITE / Staff
Graphic
MAKE A DAY OF IT
'RIGOLETTO': THE WARDROBE
After attending "Rigoletto," an operatic tale of conquest and seduction, why not slip into something seductive yourself for a night spent recalling Gilda's tragic love for the uncaring Duke of Mantua? Her pajamas ($ 64) by **Nautica;** his robe ($ 49.50) and pajama bottoms ($ 30) by Tommy Hilfiger. All from Rich's.
--- A. Scott Walton
Graphic
MAKE A DAY OF IT
BOBBY McFERRIN AND THE ASO: THE MENU
If you found yourself stuck in the office eating Y2K pizza on New Year's Eve, now you deserve to fizz a little. For the Bobby McFerrin concert with the Atlanta Symphony Orchestra (Saturday at Symphony Hall), we recommend oysters (above) and champagne at Eno, the stylish new Midtown wine bar and restaurant that has the whole town buzzing. Chef Jamie Adams, formerly of Veni Vidi Vici, serves the bivalves two ways: on ice with a classic mignonette sauce or smoked over hickory wood with a dollop of lemon-garlic butter and chives. With a glass of bubbly Veuve Clicquot or Schramsberg Blanc, you'll understand why Mozart called it "The Magic Flute," why Bizet named it Symphony in C. Champagne, darling? 800 Peachtree St. N.E. 404-685-3191.
--- Wendell Brock

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MOSES MEN'S WEAR IN GULFPORT CELEBRATES 80 YEARS IN A BUSINESS THAT HAS BECOME . . . A FAMILY AFFAIR The Sun Herald (Biloxi, MS) January 18, 2000 Tuesday

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The Sun Herald (Biloxi, MS)

January 18, 2000 Tuesday

SECTION: SPORTS; Pg. D8

LENGTH: 377 words

HEADLINE: MOSES MEN'S WEAR IN GULFPORT CELEBRATES 80 YEARS IN A BUSINESS THAT HAS BECOME . . . A FAMILY AFFAIR

BYLINE: PATRICK PETERSON, THE SUN HERALD

BODY:
A family-owned clothing store in Gulfport celebrating 80 years in business has found the only way to compete with malls, outlet stores and mail-order catalogs.

"Our prices are better," said David Moses, who bought his father's share of Moses Men's Wear two weeks ago. The 3,500-square-foot store stocks Levi's, Ralph Lauren, **Nautica,** Polo and other trendy, major brands. Located just north of the railroad tracks on U.S. 49, the store is on a major thoroughfare but away from the major shopping centers.

"We own the building," said Moses. "It keeps our overhead down."

The store was founded by Moses' great, great uncle, who came from Lebanon and initially sold work clothes and dry goods. The family lived in the store until 1948.

David Moses owns the business in partnership with his uncle, Anneas, who will eventually sell his share to David's cousin, Chase. The business employs six family members.

"This little store supports four families," said Kelly Moses, David's wife.

The store sits on a row of shops that once was the heart of Gulfport's business district. In recent years, the city's retail center has shifted to U.S. 49 and Interstate 10.

Still, nearly 10,000 people work downtown, and expansions at the state port and Grand Casino encourage more people to shop in the area, said Terese Speir, past president of the Gulfport Downtown Association and the owner of Coast Books.

Speir said the Moses family works hard to keep the storefront attractive, and the family's reputation keeps customers returning.

"It's a enviable position to be in to have the location paid for," she added.

David, 42, began working at the store full-time in 1975. He is the buyer, and it's his judgement about what will sell that fuels the selection of merchandise. The store relies on newspaper advertising to attract new customers and will likely plan some special event this spring to commemorate the 80th year in business.

While the city's retail center has moved north, David Moses says the store can continue growing by offering lower prices and by stocking the fashions that his customers want.

Said Moses, "We pay attention to who comes in the door."

**Patrick Peterson can be reached at 896-2343 or at pfpeterson@sunherald.com.

GRAPHIC: Photo;
PHOTOS BY JOHN FITZHUGH, THE SUN HERALD
Carrying on the family tradition at Moses Men's Wear in downtown Gulfport are, from right, Frank Moses; his brother Anneas; Frank's son, David; Anneas' son, Chase; and David's sons Justin and Brian. The family business has been in the same location for 80 years.
Daniel Genowa of Indianapolis looks at belts Monday at Moses Men's Wear in downtown Gulfport. The store prides itself on having the latest fashion trends to satisfy teens as well as supplying work clothes for older customers.

LOAD-DATE: January 29, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Designers turn attention to men's big, tall market Tulsa World (Oklahoma) January 20, 2000

Copyright 2000 The Tulsa World
Tulsa World (Oklahoma)

January 20, 2000

LENGTH: 127 words

HEADLINE: Designers turn attention to men's big, tall market

BODY:
Men's designer clothing is bigger than ever before.

Ralph Lauren, **Nautica,** Tommy Hilfiger and Perry Ellis are now making larger-sized clothes to meet the needs of the changing men's marketplace. Finally, men who don't fit the mold don't have to settle on wearing khakis and sport coats that are different from the ones pictured in men's fashion magazines.

These items have been modified, however, to incorporate such elements as larger buttons, longer zippers and more belt loops, all details which are important to big and tall customers.

About 15 percent of all American men are big and tall. This includes men who wear sizes 1X to 6X, have a waist measurement from 44 to 60 inches, inseams from 30 to 38 inches, tall sizes from XLT to 4XLT.

LOAD-DATE: January 21, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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New friends help answer Pakistani teen's prayers The Atlanta Journal and Constitution January 20, 2000, Thursday,

Copyright 2000 The Atlanta Constitution
The Atlanta Journal and Constitution

January 20, 2000, Thursday, Home Edition

SECTION: Cherokee Extra; Pg. 5JQ

LENGTH: 529 words

HEADLINE: New friends help answer Pakistani teen's prayers

BYLINE: Jennifer Brett, Staff

SOURCE: AJC

BODY:
Friends and strangers have answered Mahwash Hussain's prayers.

They brought Barbie dolls for her two little sisters, bath gel for her other sister and a vest for her brother. They mailed checks she used to pay bills. She got a set of **Nautica** perfume and lotion, a luxury she would never buy for herself.

"I didn't know what to say," Hussain said. " 'Thank you' is such a small word. I couldn't find the words."

The donations began pouring in last month after readers learned of the responsibilities the 18-year-old has taken on since her father's death in June. The family moved to America from Pakistan in 1989; Hussain's mother speaks little English and does not drive.

Hussain has been paying the bills with money friends donated to the family, scanning the classifieds for a less expensive house to rent and trying to put the shuttered restaurant her father ran up for sale.

Readers were touched by her maturity and selflessness.

"I was very impressed with Mahwash's resilience and her positive attitude despite the tremendous odds she and her family face," said Ali Raza, who is also Pakistani. "It is so easy to succumb to pressures and become fatalistic or defeatist. It takes courage to roll with the punches and continue fighting. "

Tim Farley said reading about the Hussains provided a charitable opportunity for his family. Last Thanksgiving, Farley's parents gave him and his five siblings each $ 100 and a challenge to find someone less fortunate to give the money to.

"My parents have always reminded us of our good fortune and showed us, by their example, the importance of giving back to the community and giving thanks for our many gifts, the least of all material gifts," Farley said. "We took their money, given to us for the purpose of donating it to someone less fortunate, doubled that money as our own contribution to the cause, and happily searched for the right person to give it to. We involved our whole family, including our three small children, in that search, and stumbled across the article about Mahwash."

The Farleys bought Publix gift certificates for the Hussains, then wrote a letter to Tim Farley's parents about their success in finding a worthy recipient for the donation.

North Springs High School, where Hussain is a senior, has served as the conduit for people who wanted to help after reading about the family. Counselors are working with her to try to identify college scholarships, and will work with her 16-year-old sister, Nazish, and a 13-year-old brother, Ali, when they get closer to graduation.

A diligent student, Hussain dreams of going to Emory University, then to medical school.

She has also applied to Oxford College of Emory, Kennesaw State University and Georgia State University. She knows that Georgia State is her most realistic hope.

"The main thing for me is to go to a good college," she said.

Carolyn Axt, who works in the North Springs High's front office, estimates between 20 and 30 people contacted the school offering help for the Hussains.

Some sent checks, others called with job possibilities for Hussain's mother. Teachers and students also donated to the family.

GRAPHIC: Photo
Singing siblings: Enjoying some of their holiday gifts, Gogash, 6, plays a miniature keyboard, while Shahrish Hussain, 4, shares the microphone during a duet with her sister. / ALICIA HANSEN / Staff
Photo
Mapping her future: Mahwash Hussain, 18, who has helped manage the family's six-member household since her father's death in June, reads over college applications. / ALICIA HANSEN / Staff

LOAD-DATE: January 20, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
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HUDSON'S ADDS A SECOND STORE AT LAKESIDE Detroit Free Press JANUARY 27, 2000 Thursday METRO FINAL EDITION

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Detroit Free Press

JANUARY 27, 2000 Thursday METRO FINAL EDITION

SECTION: FEATURES; Pg. 1D

LENGTH: 636 words

HEADLINE: HUDSON'S ADDS A SECOND STORE AT LAKESIDE

BYLINE: HOLLY HANSON FREE PRESS FASHION WRITER

BODY:

More Ralph Lauren sweaters. More Tommy Hilfiger jeans. More Waterford crystal. Fewer shopping hassles.

That's what Hudson's executives are planning for the new Men's & Home store that will open Feb. 8 in Lakeside Mall in Sterling Heights.

It's the first such store for Hudson's, which has drastically outgrown its existing space at Lakeside. The new store occupies the space formerly held by Crowley's, which closed last year.

"We're going to be able to serve our guests better in this community," says Hank Lorant, Hudson's regional director, who provided a tour of the new store Wednesday. "We'll provide a real men's store, and within that expansion we'll have a better designer selection, a wider assortment of shoes and the largest men's fragrance area in the state."

The home furnishings area also will be expanded, with a greater presence for linens, tabletop items and cookware.

The new Men's & Home store increases Hudson's acreage at Lakeside by more than 50 percent. Taken together, the existing store -- 206,000 square feet -- and the new one -- 115,000 square feet -- make the Lakeside store the largest on Hudson's roster. It surpasses the upscale Somerset Collection store by 1,000 square feet.

Sterling Heights Mayor Richard Notte, on hand for the tour, grinned when he heard that.

Even in its unfinished state, with shelves and racks completely bare, the Men's & Home store is an appealing space -- bright and airy, with the escalators in a central rotunda.

The home department is on the first floor, with linens and tabletop items in the front and Marketplace, Hudson's version of a food court, in the back. There will be seating for 60 in the food area, as well as comfy chairs tucked next to the escalators so that busy shoppers can rest, sip coffee and munch Frango mints.

An expanded bridal registry, which allows couples to plan home decor and choose color schemes by computer, will have its own secluded room just off the china department.

The men's department is upstairs, with large boutiques for Ralph Lauren, Tommy Hilfiger and **Nautica.** New labels to be offered include Joseph Abboud, DKNY and Wilke-Rodriguez.

This floor has 24 large fitting rooms with three-way mirrors, including several in the shirt department, a first for Hudson's.

Though this dual-store concept is new to Hudson's, it is not new to metro Detroit. Jacobson's has operated several dual stores. And Hudson's parent company operates dual Dayton's stores in the Ridgedale Center in Minnetonka, Minn., a Minneapolis suburb.

Often, retailers try to talk up the concept by emphasizing the appeal of a separate store for men. But that's only a byproduct, analysts say.

"It's always driven by a lack of space; it's not something one would plan," says Frederick Marx, a retail analyst for Marx Layne & Co. in Farmington Hills. "But this investment speaks very well for how terrific Hudson's is doing out in that area. That Lakeside operation is very strong."

Though the roomier aisles and larger selection at the Men's & Home store are likely to be a big draw, it's always a risk to force shoppers to walk to a separate building instead of upstairs.

"But it's only a two-minute walk," says Ertugrul Tuczu, executive vice president of store operations for Hudson's, Dayton's and Marshall Field's. "If you have a stroller, it's easier than looking for an elevator."

Hudson's will move merchandise into the new store in a seven-hour marathon Feb. 6, using 900 workers and 1,300 pieces of equipment. It will then open at 10 a.m. Feb. 8.

The existing store will be remodeled section by section, with more space for the cosmetics, lingerie, juniors and misses' departments. That project is expected to finish in October.

HOLLY HANSON can be reached at 313-223-4525 or hanson@freepress.com.

LOAD-DATE: January 29, 2002

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AN INDUSTRY TIRING OF TOMMY The Washington Post January 28, 2000, Friday, Final Edition

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January 28, 2000, Friday, Final Edition

SECTION: STYLE; Pg. C02

LENGTH: 744 words

HEADLINE: AN INDUSTRY TIRING OF TOMMY

BYLINE: Robin Givhan

BODY:
Who's feeling the chill? The temperature of the Tommy Hilfiger brand has plummeted by several degrees. Hear that wheezing sound? That's hot air seeping out of a high-flying image. And understand this: Turning stone cold in the fashion industry can be more exasperating than bankruptcy, which at least allows you to cut your losses and move on.

The zenith of popularity is a precarious position. It is a perch from which a brand can seemingly do no wrong, when it is both hot and cool and generating such deafening buzz that there is an assumption of never-ending greatness.

And then, suddenly, the moment ends. The brand is lukewarm. Profitable but not hot. This is the state of Tommy Hilfiger.

Is that cheering we hear? For even in an industry that thrives on hype and has an impressive tolerance for self-indulgence, there are limits. There is a point at which a brand becomes irritatingly mammoth, and no matter where one is or what one does, it is suffocatingly inescapable.

Trend trackers began noticing the cooling of the Hilfiger label about a year ago. "One of the telltale signs that a brand is headed south . . . is that it starts increasing in popularity among 8- to 12-year-olds when it had previously been popular with teens and young adults," says Irma Zandl, founder of the Zandl Group, a market research firm. "That's generally a death knell for a brand."

Now, she says, surveys show that the trend leaders who made Hilfiger hot are buying the studiously controversial Abercrombie & Fitch, FUBU and even the more conservative **Nautica.**

Meanwhile, Tommy Hilfiger has taken cowboy rock style as his new signature, with enough glitz to make a show girl hyperventilate. The presentation of his spring 2000 line was a Vegas-style extravaganza that overwhelmed the clothes--red, white and blue rodeo chic emblazoned with the pronouncement that "Tommy Rocks."

And then there were the misfires of marketing, Zandl says. She cites the hyping of Hilfiger the personality,

and the decision to move from celebrating rappers Coolio and Treach to sponsoring concerts by Britney Spears, Jewel and the Rolling Stones. "Who cares about Jewel?" Zandl says. "The Stones are so boomer. Those choices to me have been a really bizarre thing."

Indeed, Wall Street has toned down its passion for Hilfiger. Analysts aren't as enthusiastically recommending the stock. And this month the stock itself fell almost 18 percent as the company announced that third-quarter earnings would fail to meet expectations due to lackluster retail sales. For the first time since the company went public in 1992, it disappointed investors.

Hilfiger remains one of the top wholesalers for designer jeans, fragrances and children's sportswear.

"We believe that the business fundamentals are sound and the brand remains strong," said company spokeswoman Catherine Fisher.

But perhaps more worrisome than the decline in Wall Street vigor is the loss of something less tangible. If a collection doesn't sell, customer feedback can provide concrete reasons why: poor fit, bland colors, too fancy, not fancy enough. Quite often, such flaws of production or design can be quickly fixed.

But when the heat dissipates, there's no easy answer.

A year ago Luigi Maramotti, head of the stalwart Italian clothing house Max Mara, surveyed a fashion landscape dotted with white-hot commodities like Gucci and Fendi and made the observation that sometimes it's to a company's advantage to simply maintain a slow, steady simmer. The reason, he said, is anything that's blisteringly hot quickly burns out or cools off.

Fashion magic comes in cycles that last about five years. Hilfiger hit his stride about 1995, when he won awards from the Council of Fashion Designers of America and VH1. (Ticktock, ticktock. You do the math.) How do you sustain the magic?

The company plans broader distribution of its Blue Label, the high-end runway line that was reserved for flagship stores, along with new advertising and marketing campaigns aimed at energizing young customers.

Undoubtedly the company will try to use its fall 2000 menswear and womenswear shows in New York next month to generate new excitement for the label.

Still, the brand initially gathered steam thanks to the serendipitous embrace of oversize Hilfiger togs by rappers, not because of advertising agencies, trend consultants or distribution plans. Luck can be kind, but it rarely arrives on demand.

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UNVEILING THE ALTERATIONS;PERRY ELLIS SHOWS OFF ITS NEW WOMEN'S COLLECTION AT A SHOW IN MIAMI BEACH. Sun-Sentinel (Fort Lauderdale, FL) February 1, 2000, Tuesday,

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Sun-Sentinel (Fort Lauderdale, FL)

February 1, 2000, Tuesday, Broward Metro EDITION

SECTION: BUSINESS, Pg. 1D

LENGTH: 489 words

HEADLINE: UNVEILING THE ALTERATIONS;
PERRY ELLIS SHOWS OFF ITS NEW WOMEN'S COLLECTION AT A SHOW IN MIAMI BEACH.

BYLINE: DAVID ALTANER ; Business Writer

BODY:
Perry Ellis International brought a little bit of Manhattan's Seventh Avenue madness to Miami Beach on Monday night.

The Miami-based clothing manufacturer, formerly known as Supreme International, made its high-fashion debut at The Raleigh hotel.

"We set out on the reinvention of the company, and we want people to see," said Pablo de Echevarria, senior vice president of marketing.

Last March, the company paid $ 75 million to acquire the Perry Ellis trademark from the late designer's estate. It changed the name of the company to focus on the brand, though it continues to produce clothing brands including Munsingwear and John Henry. Now it's looking to expand that Perry Ellis trademark into areas beyond its healthy men's fashion business.

The company is reintroducing a women's collection, which had been limited to a few coat lines since 1993. It is also launching a Perry Ellis America jeans line.

The lines were introduced in Miami Beach, rather than Manhattan, to get some extra attention. Fashion Week starts Thursday in New York, where top designers, including Calvin Klein, Nicole Miller, and **Nautica,** debut their fall fashions with runway shows.

"We are a Florida company, and proud of it," said George Feldenkreis, Perry Ellis chairman and chief executive. "We felt using Miami as a hook, especially with the weather, we can interest the fashion industry."

The company expected editors and writers from about 200 publications, including GQ, Vogue, Details, Maxim, Jane and Elle. Perry Ellis picked up many of the magazines' expenses to get them here on the eve of Fashion Week.

The show was on a plexiglass runway on top of the Raleigh hotel pool. As the show started, rain clouds threatened. There was no Plan B. The show's producers were hoping if it rained, it would end quickly.

"We're just praying," said Jerry Kaye, the collection's designer. "We're expecting a fun, enjoyable party,

(getting) away from the normal fashion show scene."

The Perry Ellis name did $ 1 billion in retail business last year, and it hopes to boost sales to $ 1.5 billion in three years, Feldenkreis said. The company expects to spend $ 12 million in advertising this year, about twice as much from a year ago.

Perry Ellis International has shown skill in reviving neglected brands, so it should do well with the Perry Ellis trademark, said Chapman Co. analyst Harvey Robinson.

"They've taken brands doing absolutely nothing, such as Munsingwear, and done quite well with that," he said.

Nevertheless, the stock is down about 30 percent since the company announced the trademark deal last January. Perry Ellis, which trades as PERY on the Nasdaq, rose 78 cents to close at $ 11.41 onMonday. Many clothing manufacturers had a weak 1999, because of factors including the closing of store chains such as Uptons, Robinson said. David Altaner can be reached at daltaner@sun-sentinel.com or 954-356-4668.

GRAPHIC: PHOTOS 2, Staff photos/Robert Duyos; (color) Face time: Temple Spencer has her makeup done in preparation for modeling Perry Ellis's new women's fashions on Monday night in Miami Beach.; (color) GETTING READY: Designer Jerry Kaye watches a rehearsal for Perry Ellis's show at The Raleigh, a Miami Beach hotel.

LOAD-DATE: February 1, 2000

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Style Beat; Brief Article House Beautiful February 1, 2000

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House Beautiful

February 1, 2000

SECTION: No. 2, Vol. 142; Pg. 22 ; ISSN: 0018-6422

IAC-ACC-NO: 58616712

LENGTH: 435 words

HEADLINE: Style Beat; Brief Article

BYLINE: MAYHEW, ELIZABETH

BODY:
Fresh from the market, china patterns in fashion's latest colors

1. Salad plate, $ 50. From Royal Worcester: 800-257-7189. 2. Villeroy 800-VILLEROY. 3. Lusterware plate, $ 27. From Muirfield: 212-725-2522. 4,$ 70. Call 800-793-7106. 5. Lenox's Aquamarine salad plate, $ 32. demitasse (not shown), $ 200 for set. Call 800-884-7775. 7. Jewels Sa 8. Samoa dinner plate, $ 55. Through Lalique: 800-993-2580. 9. Co 10. Charger, $ 100. From Mottahedeh: 800-242-3050. 11. Bernardaud's Laurier saucer and cup (not shown), $ 175 for set. Call 800-884-7775. 12. Tharaud's salad plate, $ 35. From Daum: 888-232-DAUM. 13. Hemisphere dinner plate, $ 80. Through Lalique: 800-993-2580. 14. Salad plate, $ 14. From Muirfield: 212-725-2522. 15. Vieux Nyon dinner plate from Raynaud, $ 88. Through Devine: 732-751-0500. 16. Roseraie tray, $ 428. From Bernardaud: 800-884-7775.

Brilliant thinking: Hang a colored glass pendant lamp over your table or string a number of them down a hall

1. Opaque shade hangs under a transparent amber shell, $ 216. At Lee's Studio: 212-581-4400. 2. Karim Rashid's lime green hourglass shade is enclosed within a clear glass bubble, $ 1,250. From George Kovacs: 718-628-5201. 3. Decennium pendant lamp, $ 20 (suspends from the Norrsken Cable System, $ 59), From Ikea: 800-434-IKEA. 4. Mouth-blown shade hangs from a cast-aluminum bracket, $ 1,200. From LucePlan: 800-208-7790. 5. Ron Rezek's orange shade orbits an opaque white cylinder, $ 230. At Highlights: 310-450-5886. 6. Resolute's cone-shaped milk glass pendant lamp has a transparent aqua skirt, $ 345. Call 206-343-9323.

Spread on a bed, draped on a sofa, or hung on a wall, quilts add color and warmth to a room

1. Monte Coleman uses a curlicue stitch to quilt his handmade silk-and-linen bed cover, from $ 1,600. Call 212-463-0085. 2. & 3. Cotton Madras Block quilt, $ 250; alternating strips of red-floral and white cotton are sewn together in a matelasse-type pattern, $ 275. Both from Pine Cone Hill: 413-496-9700 or www.pineconehill.com. 4. **Nautica's** Coastal Crew quilt in tones of blue, $ 100. Call 800-222-1628. 5. Denyse Schmidt updates a traditional hand-quilted log-cabin pattern in sunny colored cottons, $ 2,850. Call 800-621-9017. 6. Blue toile bed cover, $ 303. From Traditions: 518-851-3975. 7. Ruby quilt backed in

chambray blue, $ 225. From the Ralph Lauren Home Collection: 212-642-8700. 8. Tommy Hilfiger Home's patchwork square quilt, $ 250. Call 800-237-0658. 9. Striped quilt based on a 17th-century Chinese design; $ 185. From Garnet Hill: 800-622-6216. All prices tire for queen size.

IAC-CREATE-DATE: March 17, 2000

LOAD-DATE: March 18, 2000

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FAUX FUN ON 6TH FOR 2000 Hartford Courant (Connecticut) February 4, 2000 Friday, STATEWIDE

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Hartford Courant (Connecticut)

February 4, 2000 Friday, STATEWIDE

SECTION: LIFE; Pg. D1

LENGTH: 288 words

HEADLINE: FAUX FUN ON 6TH FOR 2000

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
The first chapter of a new era of fashion was written Thursday.

The 7th on Sixth Fashion Week (actually nine days) kicked up its shiny heels, inaugurating the first shows of 2000 and ushering in the international fashion parade that will play out for the next few months.

Setting trends and styles for men's and women's ready-to-wear for Fall 2000 is the goal of this exercise, which, more often than not, resembles a birthday party for thousands of spoiled, overindulged children.

But fun? You betcha.

Kenneth Cole began the festivities Thursday morning on a lively note with a humorous short film that had fashion scribes chuckling even before their eighth espresso. Cole's men's show stuck to a tamer color palette with dark gray, navy, gunmetal and textured blacks. His hooded, mid-thigh-length parkas and rubberized shirt jackets looked spiffy with flat-front slim pants. Urban trawlers will appreciate his mock croc and faux snakeskin jackets that flashed a not-so-subtle sheen.

His tailored clothing looked more relaxed than his previous fall collection of massive-shouldered suit jackets. The silhouette is longer, slimmer and more fitted. In short, perfectly streamlined for the new millennium.

Jason Bunin followed Cole with a bright, sassy collection that emphasized luxury fabrics, especially cashmere and mohair. Bunin had a fun romp with color, showing icy powder blue, eye-popping ocher, school bus yellow, juicy melons and bursting turquoise. He mixed prints and textures to produce a youthful collection that begs second glances.

On tap today: Everett Hall, R. Scott French, David Chu for **Nautica,** John Varvatos and Max Azria for BCBG.

GRAPHIC: PHOTO: (color), ASSOCIATED PRESS; A GRAY QUILTED VEST with zipper and pockets over charcoal gray pants were among Kenneth Cole's fall offerings shown in New York Thursday.

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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POSTSCRIPT;A brief update on people and subjects we've written about recently;Albertville outlets to open in April Star Tribune (Minneapolis, MN) February 7, 2000, Monday, Metro Edition

Copyright 2000 Star Tribune
Star Tribune (Minneapolis, MN)

February 7, 2000, Monday, Metro Edition

SECTION: BUSINESS; Pg. 5D

LENGTH: 167 words

HEADLINE: POSTSCRIPT;
A brief update on people and subjects we've written about recently;
Albertville outlets to open in April

BYLINE: Melissa Levy; Staff Writer

BODY:
The Twin Cities soon will have four outlet malls within a hour's drive.

About a quarter of the first phase of the Outlets at Albertville will open April 17. The rest of the 52 stores will debut in time for the official grand opening weekend, April 28-30.

Exterior construction is nearly complete and many of the retail tenants are beginning interior improvements, said Shane Bullough, owner of JMJ Properties Inc, which developed the site.

The Muskegon, Mich.-based retail developer has declined to name the tenants of the 250,000-square-foot complex at Interstate Hwy. 94 and County Rd. 19. But people familiar with the project said the stores will include Brooks Brothers, Carter's Childrenswear, Eddie Bauer, Gap, Guess, Jones New York, **Nautica,** Nike, Oshkosh B'Gosh, Polo/Ralph Lauren, Reebok, Tommy Hilfiger, Waterford Wedgwood China and Wilsons The Leather Experts.

JMJ still plans a second phase of the Albertville outlets to open in 2001, Bullough said.

GRAPHIC: PHOTO

LOAD-DATE: February 8, 2000

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Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch San Jose Mercury News February 8, 2000, Tuesday

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San Jose Mercury News

February 8, 2000, Tuesday

SECTION: LIFESTYLE

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LENGTH: 1020 words

HEADLINE: Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch

BYLINE: By Mary Gottschalk

BODY:
NEW YORK _ Men will have a zippy, colorful and comfortable wardrobe seven months from now if they fall into step with the designers showing their fall 2000 collections here.

Zippers are everywhere from the fronts of jackets to pocket tops, circling pant legs and even on turtlenecks, allowing men to zip up for cold weather or unzip down to the end of the shoulder if they're too warm.

Some zippers are functional and occasionally paired with buttons to give two closing options, while others seem purely decorative, especially when on only one leg of a pair of pants. Jason Bunin even has a "half & half" sweater with zippers down the front and the back, connecting a baby blue side with a forest green one. If you want the look in one color, you'll have to invest in two sweaters.

In addition to zippers, a few designers, such as Ron Chereskin and Paul La Fontaine for Claiborne, are using Velcro closures on shirts and jackets. Most men's clothing is in traditional fall colors, including toast browns, dark greens, muted dark reds, navy, black and grays, but many offer a shot of bright colors.

Gene Meyer uses peacock blue and an electric teal with black polka dots in his shirts and Chereskin adds an iridescent finish to a royal blue zip-front shirt.

Pumpkin orange is a favorite with many designers, including Meyer, John Varvatos, La Fontaine, Sean John and Jose Levy for Holland & Holland. Everett Hall manages to take vivid color and subdue it in a sportscoat that combines cinnamon, olive, lavender and teal for a beautiful windowpane plaid.

R. Scott French combines color in interesting ways, such as a shirt with a plum front, one gray sleeve and the back and other sleeve in black. French also uses color contrasting collars and cuffs.

Stretch is the new mantra of many designers, who are adding a bit of spandex to their fabric blends. To differentiate themselves from women's wear and stereotypes, you don't hear the word spandex or Lycra used. Rather, designers such as French call it polyurethane.

Denim jeans and jackets, most with an injection of stretch, are everywhere. Jason Bunin's denim jeans

have a copper-coated finish; Max Azria's BCBG line and Marc Buchanan's Pele Pele denims are top stitched; and Marc Ecko uses paint and a blow torch to age denim jackets.

Oversize cargo pants continue, particularly in the collections aimed at urban youth, such as **Nautica,** Sean John, Pele Pele and Avirex.

Chereskin's velvet drawstring pants with elasticized cuffs are a sophisticated version of cotton sweats, although it's hard to tell if men are ready for another peacock revolution, where blue velvet suits such as the one Meyer has for fall are common.

Joseph Abboud also offers up velvet suits, in tartan patterns and a velvet "travel pant" with two cargo pockets on the side fronts. Also comfy are hand-knit sweaters such as those in the **Nautica,** Chereskin and French collections.

Suits are primarily single-breasted with anywhere from one to five buttons. Most have high-peak lapels. Dominant colors are traditional dark grays, navy and black, with a smattering of bold plaids and checks.

Although designers such as Cole and Abboud put shirts and ties with their suits, others like Hall and La Fontaine put long-sleeve, silk, crew neck pullovers under jackets, reminiscent of the "Miami Vice" look of years past. Abboud suggests knit turtlenecks as an alternative to his neckties.

Very new are fly fronts on many sportscoats and jackets, concealing buttons or zippers, resulting in a minimalist look. The opposite of minimal are the patch pockets on some sportscoats.

There's nothing new about a black leather jacket, but that's not deterring designers from including at least one and often several in their collections. There are military styles, straight shirt jacket styles and longer three-quarter lengths.

Beyond black leather jackets and pants are color and metallic finishes. Kenneth Cole offers red and green leather as well as gold and a black and white python print; Varvatos likes chocolate leather and olive shearling; and Abboud uses a dark brown he calls chestnut in deerskin bomber and fly front jackets.

The Sean John collection from Sean "Puffy" Combs celebrated fur with fox fur hoods on nylon parkas and leather jackets, sheared mink pants and a full-length, black sheared mink cape. Taking a bow at the end, Combs wore a white nylon jacket with fox fur collar, a sleeveless T-shirt and white nylon pants with fox fur side seams.

Neckties are viewed with a sense of humor by a few designers who offer alternative ways to wear them. Cole takes skinny black ties, pulls the knots down much the way men have loosened their ties for years and puts them over white shirts unbuttoned at the collar, turning them into a casual fashion accessory.

Meyer takes his brightly colored print neckties and reverses the usual style by making the thinner part of the tie visible as it hangs well below the wider front part, which is pulled up high.

In a more serious approach, in his tailored clothing, Cole's neckties are perfectly matched in color to shirts and suits creating a monochromatic look. Abboud matches his ties to shirts in deep garnet and aubergine that contrast with gray flannel chalk-stripe suits.

Vests, both knits and leather, are important sportswear accessories. Most are V-neck, but Meyer's U-neck version offers an interesting alternative.

Several designers play around with neckpieces similar to dickeys. Meyer calls his a "turtle," and it's simply the rolled neck without the rest of the garment. John Varvatos calls a similar piece a "neck warmer." Meyer also shows ankle warmers, worn over jeans.

Formalwear isn't featured, but men who recognize red high-tops are no longer considered creative can still

have a bit of fun at their next black tie event with French's "high-tech camouflage tuxedo trousers," which are black trousers with black and white camouflage print side stripes.

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Fashion Week hits the streets: New York shows fuse low and high couture The Kansas City Star February 9, 2000, Wednesday

Copyright 2000 Knight Ridder/Tribune News Service
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The Kansas City Star

February 9, 2000, Wednesday

SECTION: LIFESTYLE

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LENGTH: 805 words

HEADLINE: Fashion Week hits the streets: New York shows fuse low and high couture

BYLINE: By Jackie White

BODY:
NEW YORK _ Saturday night came in cold and breezy. Week-old snow and ice still clung to the curbs, requiring pedestrians wearing good shoes to make giant leaps to dry pavement. But nothing stopped about 1,000 people from climbing into the bleachers under the white tent at Bryant Park to see the Sean Jean clothing collection, a popular hip-hop line known mostly for sweat shirts and low-slung jeans.

The show was part of the New York Fashion Week centered on a sprawling tent hoisted in the park behind New York's Public Library. For the first four days of Fashion Week, coordinated by the Council of Fashion Designers of America, menswear designers dominated the schedule from the elegantly casual Joseph Abboud to a sporty **Nautica** with stretch jackets and turtleneck sweaters and youthful BCBG with quirky colors and a handcrafted look.

The Sean Jean show would have attracted low-key attention save for the fact the line is owned by rap performer Sean "Puffy" Combs. We're talking Combs, the frequent companion of Jennifer Lopez; Combs, who has transformed himself into a high- fashion icon sporting heavy diamond jewelry and Versace clothes; Combs, who was arrested recently on gun possession charges in a late-night club fracas.

So this night security was heavy, and a line of strapping guards dressed smartly in orange Polo Sport parkas by Ralph Lauren guarded the main entrance.

Inside the venue, photographers fell over themselves getting to Tommy Hilfiger in the front row next to "Mod Squad's" Peggy Lipton. Comedian Sandra Bernhard was there, along with Lil Kim in piled-high braids. So were singer Luther Vandross, the NBA's Patrick Ewing of the Knicks and Combs' mother in a sweeping cape.

The show started with music as diverse as the audience, segueing oddly enough from the Doors to Frank Sinatra's love ballads to rap. And in the end, seeking perhaps to dispel a tough gun-toting image, Combs took a runway bow as a family man with two small children in tow. Girlfriend Lopez, said to have a prior commitment for "Saturday Night Live," was nowhere in sight.

But the aesthetic of the clothes was almost as interesting as the celebrity factor. It was a workingman's line with denim hip-hugging jeans, big down denim vests, oversize down coats, shirt jackets and fireman's

jumpsuits worn by models with tattoos. They were simple and austere. The models' moods were somber. But in stark juxtaposition, the fashion line was suddenly gilded by a wannabe reflection of Combs' own personal style: diamond jewelry such as crosses and necklaces and rich furs, including a full-length red fox stadium coat or a sweeping mink poncho.

Certainly it reflected in glaring terms the modern fusion of low and high couture, the combination of street style with runway design. Ultimately Combs and his love life or legal problems seemed less important than the commentary on how far fashion has drifted from the days of salons and into a solid bond with entertainment and glitterati.

The following day, Hilfiger sought to reinvent his own image from the ego- driven rock 'n' roll meister of last season into a classy preppy look for rich youths. His show featured cashmere sweater sets for men and women, dozens of turtlenecks, posh textured fabrics and plaid tartan trousers and kilts. His show was a far cry from the Madison Square Garden extravaganza last fall when a rock band leader yelled obscenities at an inattentive audience and Hilfiger in jeans and a belt bearing the logo "Tommy Rocks" did a turn around the runway with Naomi Campbell.

Gone this time were the metallics, flag pants and crystal fringe, replaced by pleated skirts and white leather jackets. Hilfiger was so low-key himself, he managed only a quick wave as he jogged across the stage of Roseland Theater. Although he clearly is seeking a pricey spot on which to roost, the clothes were pretty and clever and likely to help sell his jeans and other lower-priced products.

As for celebrities, the list was down. Harry Connick Jr., actor William Baldwin and rock star Deborah Harry settled quietly into front-row seats.

Abboud's show was one of his best because he managed to combine the casual attitude with a youthful hip sensibility and classic elegance, no easy chore today. From oversized tweeds and turtleneck sweaters, he moved to pale gray pinstripe suits in both single three-button and double-breasted silhouettes. They were worn with monochromatic shirts and ties, some in offbeat colors.

OK, so maybe the iridescent aubergine shirt and tie will not fly high in the heartland, but the grays on grays have a good chance. And the metallic, alpacca and metal dinner jackets sure make a plain old tuxedo seem a bit plain.

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COATS COVER MAX AZRIA'S INTRIGUING URBAN MIX Charlotte Observer (North Carolina) February 9, 2000 Wednesday ONE-THREE EDITIONCorrection Appended

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February 9, 2000 Wednesday ONE-THREE EDITION
Correction Appended

SECTION: MAIN; Fashion Pop Culture * Crystal Dempsey; Pg. 2A

LENGTH: 426 words

HEADLINE: COATS COVER MAX AZRIA'S INTRIGUING URBAN MIX

BYLINE: CRYSTAL DEMPSEY, Staff Writer * Contributors: Jackie White, of Knight Ridder and Ginia Bellafante of The New York Times, contributed to this article.

DATELINE: NEW YORK

BODY:
Fashion Week took a bulky, urban turn at the BCBG Max Azria show, but designer Yeohlee put it back on a sophisticated, urbane track.

For Max Axria, it was all about coats and jackets, and jackets and coats. At the Yeohlee show, it was about soft, feminine styles in earthy colors.

Fashion Week, which ends Friday, is the time more than 70 designers unveil their new looks. What you see on the runway will influence what you buy this fall. The spring 2001 collections will be shown Sept. 8-15.

* BCBG Max Azria: Charlotte radio personality Sheri Lynch says she wears BCBG for dressier "rock 'n' roll" events. People usually wear funky BCBG outfits when they want to be "seen." However, for his fall line, designer Max Azria hid most of his clothes under coats and jackets in wool, fur, patent crocodile and cashmere. Spectators got frustrating glimpses of models wearing chunky scarves with strapless dresses and tall, leather stiletto boots with delicate tulle and chiffon. While some of the outerwear is divine - I loved the gold distressed-leather coat - I really wanted to see what was underneath: the re-embroidered plaid shirt, the twilight-printed halter, a felt, rosette plaid dress. Instead I got to admire the great accessories: big, faux fur bags and sexy, stiletto boots.

Azria says this line was inspired by Wim Wenders' 1987 movie, "Wings of Desire." The beautiful, touching film (three tissues for me) is about angels - clad in long, dark coats - who live among mere mortals in New York City. (The Meg Ryan/Nicolas Cage movie "City of Angels" is based on "Wings of Desire.") The dark coats could explain Azria's whole outerwear obsession. * Yeohlee: By contrast, I loved the colors in Yeohlee's fall line: the chocolate brown skirt topped by a sheer, dusky lavender silk turtleneck; an iris ombre knit turtleneck with slim pants in metallic Prussian blue, and the copper coat over a coal metallic turtleneck and black cuffed (and cropped) pants.

The minimalist look was stylish with a loose, comfy feel not often seen on the runways. Earlier in the week, Donna Karan seemed to have Prada and Gucci on her mind with her DKNY collection. The press material said, "Polished is the message!" Karan showed lightweight, low-slung pleated skirts reminiscent of the ones

shown in Milan just a few months ago.

For the first four days of the week, menswear designers dominated the schedule, including sporty **Nautica** with stretch jackets and turtleneck sweaters and youthful BCBG (for men) with quirky colors and a handcrafted look.

NOTES: On Style Extra - N.Y. Fashion Week: Fall 2000 Collection * Max Azria hides his funky BCBG line under coats, while Yeohlee quietly offers comfort without sacrificing style * The following correction appeared on February 10, 2000 and refers to original tag no. 0002090025

CORRECTION-DATE: February 10, 2000

CORRECTION:
An article in Wednesday's Observer gave the incorrect publication date for Part I of a fall 2000 fashion week roundup. The roundup will run on Feb. 20 in Sunday Living's OnStyle page.

GRAPHIC: Photo-3;
1. Photo by STUART RAMSON, Associated Press: BCBG Max Azria showed lots of outerwear, including this silver leather coat over a printed silk charmeuse halter dress. 2. BCBG Max Azria paired a chunky wool scarf with a sable silk chiffon re-embroidered tweed strapless dress. 3. A model wears a handknit fairisle turtleneck and a wool tweed riding skirt from the DKNY collection.

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SET YOUR SIGHTS ON ONLINE GIFTS;SEARCHING FOR THE PERFECT GIFT FOR YOUR SWEETIE? THE SOLUTION MAY BE A MOU;CLICK AWAY. The Virginian-Pilot (Norfolk, VA) February 11, 2000, Friday,

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The Virginian-Pilot (Norfolk, VA)

February 11, 2000, Friday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E3

LENGTH: 748 words

HEADLINE: SET YOUR SIGHTS ON ONLINE GIFTS;
SEARCHING FOR THE PERFECT GIFT FOR YOUR SWEETIE? THE SOLUTION MAY BE A MOU;
CLICK AWAY.

BYLINE: BY PRISCILLA KHUANGHLAWN; 757 CORRESPONDENT

BODY:
'TIS THE season of cupids, chocolates, hearts and love. Ah, yes, the beloved Valentine's Day holiday is right around the corner.

While some people display disdain toward this time of year, the majority eagerly await it with open arms.

Nevertheless, the day can get quite hectic, especially if you have a boyfriend or girlfriend.

So what are Hampton Roads teens going to buy each other for Valentine's Day?

"Maybe a shirt," said Erin Matthews, 15, a freshman at Western Branch High School. "And chocolates."

"A card that says how much I love him and a hug," said Casey Jeffcoate, 14, a freshman at Churchland High School. "I think presents from the heart are more meaningful than anything materialistic."

However, finding the perfect gift can be a challenge for some people. But in this technically advanced world, your answers can be just a mouse-click away. Here is a list of items and Web sites where you're bound to find that special something for that special someone:

Clothes and accessories:

For the "Dawson's Creek" lover:

www.ae.com

Get the duds from the store that clothes the Capeside pals weekly, American Eagle. (Note: Check out the clearance section - up to 70 percent off).

For her: Shetland popover hooded sweater, $ 39.99

For him: AE sleeve, striped hooded fleece, $ 19.99

For the skateboarder/snowboarder/surfer: www.pacsun.com

This Pacific Sunwear site boasts popular brands such as Roxy, Billabong and Hurley that are sure to suit.

For her: Pounding Heart long-sleeved tee, pink with heart-screened scene on back, Billabong, $ 24.

For him: Kong Solid, adjustable black cargo belt, by Quiksilver, $ 10

Also check out: www.boo.com, www.nike.com, www.cyberetail.com

Beauty and vanity:

For the sophisticated: www.sephora.com

This site is overflowing with stuff for the bath, body and mind. With hot labels such as Anna Sui, Bloom, Stila and Hard Candy, finding something ought to be a snap.

For her: "Girls Who Rock" Mini-Lip Gunk set, $ 25

For him: Hugo Eau de Toilette spray, 3.4 oz., $ 46

For the scent-conscious: www.fragrancenet.com

This site has tons of colognes and perfumes with a reasonable price tag. With smells like **Nautica,** Polo Sport and Tommy Girl, you'll be able to find the perfect scent in no time.

For her: Cool Water for Women, by Davidoff, $ 35.63

For him: Tommy Hilfiger cologne, $ 41.16

Also check out: www.beautyjungle.com and www.eve.com

Candies and sweets:

For the chocoholic: www.godiva.com or www.hersheys.com

The Godiva site is full of yummy-looking boxes of chocolates. All are beautifully wrapped but rather expensive.

For both: Valentine Truffle box, 16 pieces, truffles with classic and unique flavors like key lime, coconut, espresso and dark chocolate. $ 28.

Give your Boo lots of hugs and kisses - Hershey's hugs and kisses, that is.

For both: Valentine Tower, a collection of Hershey's and Reese's mini candies. Happy Valentine's Day Rose Card of solid milk chocolate and 12 Pot of Gold assorted truffles. $ 24.95 (Setback: It takes seven to 10 days for delivery, so you might want to opt for express shipping).

For the cookie-eating monster: www.mrsfields.com

The world-famous cookie maker has delicious-looking edibles for sale. Take your pick from chocolates, flowers (the real ones) and, of course, cookies.

For both: Decadent Chocolate and 48 Nibbles - 48 cookies in an assortment of popular flavors and one pound of chocolates. $ 42.

Flowers and the like:

For the traditionalist: www.1800flowers.com or www.greatflowers.com

Roses are red, violets are blue, get your Boo some flowers if you haven't another clue. What says love like roses? Although rather pricey, this site has a broad range of flower assortments, as well as balloons and candy.

Prices: $ 29.99 to $ 79.99.

For that very special someone: www.zales.com

Show her you care with some very classy jewelry. Check out the $ 99 gift section for a slightly cheaper alternative.

Other:

For the music lover: www.cdnow.com

Need a CD suited for your sweetie's taste? Look no further. Make a compilation CD at this cool site. $ 19.95.

Cards:

For those with a fixed budget: www.bluemountain.com, www.ecards.com, www.egreetings.com, www.hallmark.com

So whether you're one half of a couple or superbly single, have a happy Valentine's Day (and watch out for Cupid's arrow).

Priscilla Khuanghlawn is a freshman at Churchland High School.

GRAPHIC: (Color Photo);
(Roses)

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AT EASE MEN'S WEAR SHOWS BLUR LINES BETWEEN WORK AND PLAY Denver Rocky Mountain News (Colorado) February 13, 2000, Sunday

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February 13, 2000, Sunday

SECTION: Mile Highstyle; Ed. Final; Pg. 4S

LENGTH: 1291 words

HEADLINE: AT EASE
MEN'S WEAR SHOWS BLUR LINES BETWEEN WORK AND PLAY

BYLINE: By Suzanne S. Brown, News Fashion Editor

BODY:
Listen up, guys. It's time for some new threads.

Junk that navy blue blazer and slip into something in khaki moleskin, with cargo-style pockets. And forget the oxford button-down. A slim turtleneck sweater is cooler. In lieu of a wool vest, try a zip-front version in olive nylon. And trade your ordinary trousers for black waxed cotton pants.

That's what David Chu has in mind, anyway.

He's the designer for **Nautica** sportswear, and in the fall- winter collection he showed in New York recently, he demonstrated plenty of ideas about how to update a man's attire.

"The barrier between wardrobes for work and play continues to blur, as bankers move into virtual offices and snowboarding becomes a global industry," Chu said in his program notes.

Chu and many of the other designers who showed their fall lines last week are influenced by America's love of sportswear, as well as the relaxation of traditional dress codes.

But the typical guy doesn't change his wardrobe much from season to season and is reluctant to try anything too trendy. That means that most of what is presented on the runways in New York isn't going to show up in the office in exactly the same way.

But a guy can wear a sweater rather than a shirt under his sport coat, if not from 9 to 5, then on the weekend. And nylon drawstring pants worn with a zip-neck pullover sweater are a workable alternative to jeans and a T-shirt.

The elements of a man's wardrobe haven't changed much in a century. He's still wearing the tailored jackets, the trousers, shirts and ties that his father and grandfather wore. What's different lately is that a man is free to mix those pieces up and wear them for a variety of occasions.

The other big change is that fabric innovation has changed the look, feel and texture of many traditional items of clothing. Shiny materials like waxed cotton and nylon are being used for everyday clothing as well as active sportswear.

If a man wants to add just one thing to update his fall wardrobe, he can do it with leather.

In nearly every collection, leather jackets, vests and pants were paraded. Donna Karan, in her DKNY collection, showed black leather jackets and trench coats as well as styles in brown and oxblood. Also presenting red leather jackets for men was Kenneth Cole. Metallic leather was used by Joseph Abboud in bronze jackets and pants, by Max Azria in jackets for BCBG and by Tommy Hilfiger in white jackets.

Kenneth Cole printed some leather jackets with a python pattern in his "urban rocker" group, and Karan lacquered it for high-gloss effect. Embossed leather is another technique, and Hilfiger wasn't shy about embossing his initials as a pattern on pants and jackets. Marc Buchanan for Pelle Pelle also embossed big logos on his leather jackets.

If leather isn't daring enough, how about fur? The material was ubiquitous in the men's collections. Designers such as Karan used beaver to trim a double-breasted coat.

The most outrageous use of fur had to be in the Sean Jean collection from Sean "Puffy" Combs. Models took to the runway in a full-length red fox coat, a black sheared mink cape and a silver fox bubble jacket. If that wasn't outrageous enough, one poor model had to wear sheared mink pants. All the outfits were accessorized with diamond jewelry from Fred Leighton.

While the only men who will be able to afford that kind of get-up and want to wear it will be music millionaires like Combs, it certainly made a statement.

"Fur is the new embellishment," said Tom Julian, a trend analyst for Fallin McElligott. "We're seeing mink, fox, Persian lamb, shearling and faux fur, too."

For all the flash, not to be overlooked in the Sean Jean collection were the hip jeans wear and overalls that stores such as Bloomingdale's are selling.

"The fit and look of (Sean Jean) jeans is perfect," said Kal Ruttenstein, the store's fashion director. "And we're not just selling it to hip-hop kids or suburban kids. He's getting a big crossover customer."

So enough, already, you're saying. A man needs a suit now and then. Despite all the kooky stuff on the runways, the traditional guy's needs were not completely overlooked.

Some of the best suits were shown by Joseph Abboud, who dresses such high-profile clients as Bryant Gumbel. The television anchor was in the front row, nodding approval of such styles as a gray flannel chalk-stripe suit with peak lapels.

Abboud also is a proponent of soft tailoring, meaning jackets that look structured but aren't confining or uncomfortable. Abboud's styles often were unlined and less fitted than are traditional men's suit coats.

The trend to wearing shirts and ties in monochromatic color schemes continues. Abboud likes aubergine, garnet and amethyst styles as an accent to gray suits.

Plaids, tweeds and herringbones are making something of a comeback, as Azria showed in his BCBG line. He offered brown plaid zip-front bomber jackets and plaid flat-front pants and used plaid patterns in shirts, as well.

Tartan plaid was a major theme for Hilfiger, who lined leather jackets in it and even created tartan patchwork pants. Hilfiger has gone back to his preppy roots, showing well-tailored cashmere blazers in deep green over matching turtlenecks and such classics as flannel pea coats.

He said in his program notes that he had visited Scotland with his family last year and was inspired by the country's beauty and traditions. The collection, he said, is "based on the things that I love and the clothes I love to wear."

And he's hoping his customers will agree.

Gimmicks liven show

You gotta have a gimmick, crooned Gypsy Rose Lee, and that's as true in fashion as it was in burlesque. Menswear just isn't as exciting on the runway as is women's fashion, so designers employed a few tricks. To wit:

* Midway through the Pelle Pelle show, a panther was trotted out on the runway. Nervous members of the audience were relieved when the animal exited the stage. The presentation also featured a number of hunky, bare-chested weightlifter-models.

* Designer Ron Chereskin announced an initiative with the Humane Society of New York and had models stroll the catwalk with a dozen adoptable pets. All had homes by later that day.

* David Chu warmed the fashion crowd to his **Nautica** show on a cold winter's day with hot chocolate, hot apple cider and such delectables as wild mushroom tartlets.

* Robert Comstock, an Idaho resident who is on the board of directors of the Peregrine Fund, teamed up with 3M and Thinsulate Ultra Insulation for an expedition to the Altai Mountains, in western Mongolia. There, they met native people who hunt with golden eagles and learned about the land, the native culture and the ecology.

On the trip, Comstock and the other expeditioners wear-tested clothing he had designed. The adventure was filmed, and Comstock debuted a video from the expedition at a reception at the Cornell Club.

INFOBOX

Trends at a glance

Here are some of the trends designers are proposing for fall-winter 2000.

* The man who likes colors other than black and gray will find an abundance of browns, olive greens and burgundy to add to his wardrobe. In sportswear, orange is a hot color.

* Snowboard influences continue in pants with reinforced knees, bonded fabrics, reflective logos and cargo pockets.

* Handknit wool sweaters have a chunky, knit-by-a-loved-one feel. Some have built-in scarves. DKNY did asymmetrical Fair Isle patterns.

* Leather is hot, hot, hot. Blazers in cranberry leather, shirt jackets in suede and styles embossed with crocodile effects were all over the runways. Zip-front jackets have a motocross inspiration.

NOTES:
NEW YORK COLLECTIONS 2000
Related color photo p.1S

SEE END OF TEXT FOR INFOBOX

GRAPHIC: Color Photo (6)
The Claiborne Fall 2000 show featured this orange bias ribbed hand knit sweater and scarf. By Mark Lennihan / Associated Press. FILE: MISSING - UNAVAILABLE
CAPTION: Joseph Abboud showed a charcoal- flannel chalk-stripe suit, garnet shirt with tie and black leather cap-toe shoes during his fall 2000 show last weekend in New York City. By Stuart Ramson / Associated Press. FILE: ARCHIVE
CAPTION: David Chu's **Nautica** line featured a khaki three-button moleskin sport coat over a green pullover cotton sweater, olive nylon quilted zip-front vest and black waxed-cotton pants. By Stuart Ramson / Associated Press. FILE: ARCHIVE
CAPTION: A show- stopper: Sean Jean's blond zippered knee-length fur cape over a khaki cowl- neck top and matching pants. By Dan Lecca / Associated Press. FILE: ARCHIVE
CAPTION: Cole's collection includes this cherry-red leather car coat over a nylon stretch long-sleeve top with slim black trousers. By Kathy Willens / Associated Press. FILE: ARCHIVE
CAPTION: Kenneth Cole's polyfill puff blazer with patch pockets, nylon stretch T-shirt and flat-front sheen trousers. By Kathy Willens / Associated Press. FILE: ARCHIVE

LOAD-DATE: February 16, 2000

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A REAL RIBBON CUTTING The Record (Bergen County, NJ) February 16, 2000, WEDNESDAY; ALL EDITIONSCorrection Appended

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The Record (Bergen County, NJ)

February 16, 2000, WEDNESDAY; ALL EDITIONS
Correction Appended

SECTION: YOUR TIME; Pg. Y3

LENGTH: 470 words

HEADLINE: A REAL RIBBON CUTTING

COLUMN: SHOP TALK

BYLINE: JOAN VERDON

BODY:
You can describe Mokuba, a fashionable new store in Manhattan's garment district, with one word: ribbons.

But to describe the miles and miles of ribbons sold at Mokuba, you need lots and lots of words. At least 43,000, to start. That's how many varieties of ribbon are in stock at Mokuba, a Japanese ribbon manufacturer that has opened its first U.S. showroom and store at 55 W. 55th St.. There are pleated taffeta ribbons, fake fur ribbons, fringed leather ribbons, embroidered ribbons, beaded ribbons, velvet ribbons, lace ribbons, plaid ribbons, polka-dot ribbons, all arranged, row by row, spool by spool, in a gleaming, modern showroom.

Mokuba was started by Shoichi Watanabe, a Japanese ribbon designer and wholesaler whose father was a weaver of kimono belts. Shoichi's daughter, Keiko, took over the design and manufacturing ends of the business in 1985 and has turned the company into the world's most fashionable ribbon vendor. The company opened a Paris showroom in 1990 and began sending samples of its products to a select list of 1,000 French designers and journalists. Before too long, Mokuba's ribbons began showing up on the fashion show runways.

Most of Mokuba's customers in Paris and at the company's other stores in Canada, Japan, and Spain are designers looking for inspiration, interior decorators looking for valances and pillow trimmings, and costume and set designers. Those customers have already flocked to the New York store, which opened Jan. 10, but you don't have to be a designer or decorator to shop there. Anyone can walk into the street-level store and buy a yard or two of ribbon. (A yard or two of almost any ribbon in the store would turn a plain gift box into a package elegant enough to make any Martha Stewart wannabe insanely jealous.)

The store is shopper-friendly, with display cases designed so the ribbons are easy to see and touch. Prices run from 35 cents a yard to $ 58 a yard. And while this store could qualify as a museum of ribbon art, there's no admission fee for those who just want to revel in rows and rows of ribbons. (212) 869-8900.

Presidential markdowns

Woodbury Common outlet center in Central Valley, N.Y., likes to stretch holiday weekends into four-day sell-abrations. The President's Day weekend sales begin Friday and run through Monday, with many stores using this weekend to clear out fall and winter merchandise.

Patagonia will offer 50 percent off on its outlet prices, with windproof jackets marked down to $ 57. **Nautica** plans to sell goose down jackets for $ 65, and Carter's Childrenswear will price all winter items at $ 5 and $ 7. Bugle Boy children's clothing is promising a"clearance blowout sale"with nothing priced over $ 20.

CORRECTION-DATE: FEBRUARY 18, 2000

CORRECTION:
CORRECTION: The address for the Mokuba ribbonstore mentioned in Joan Verdon's ShopTalkcolumn Wednesday was incorrect. The correctaddress is 55 W. 39th St., New York City.

LOAD-DATE: February 21, 2000

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Stylish accessories for exquisite look New Straits Times (Malaysia) February 17, 2000

Copyright 2000 New Straits Times Press (Malaysia) Berhad
New Straits Times (Malaysia)

February 17, 2000

SECTION: Consider this!; Pg. 6

LENGTH: 149 words

HEADLINE: Stylish accessories for exquisite look

BYLINE: Compiled by Joyce Te

BODY:
THE sun's blistering. Its glare blinding. You reach for your sunnies ...Calvin Klein? Gucci? RayBan? The choice of eyewear in Malaysia!

It is no wonder fashion aficionados see eyeglasses as complements for apparel. And while imported eyewear might range from RM400 to RM700 each, those in the know realise that these prices are one of the lowest in the world.

Which accounts for the "a pair for each look" adage (at times even serving as hair bands!).

Availability and affordability that placed that Cartier on your wrist. The one that will be exchanged for a Tag for a session at the gym, and after, a Patek Philippe for the dinner party.

While Malaysia has not attained shopping haven status in the international shopping community, it is definitely on its way. Meanwhile, we Malaysians are reaping the benefit of competition. Check out the latest offerings.

GRAPHIC: Picture - Functional craft ... the self-winding Patek Philippe #5054 with moon phase, analog date and power reserve indicator. Comes in polished gold or platinum case with hinged dust cover over sapphire crystal back; or (right) opt for the art deco geometry in 18K gold (white or yellow), natural mother of pearl and Top Wesselton diamonds fashion the Gondolo watch for ladies. Large square bezels are diamonds-framed. Dials in choice of grey-toned mother of pearl with four diamond-set hour markers or 12 partitions of white mother of pearl. By Patek Philippe. Picture - Hinging on trend ... hand cut and assembled, virgin Italian acetate gives these chains a lustrous and lasting finish. Available in midnight black or tortoise amber, Havana and dark. The Chain Collection by Calvin Klein Eyewear is available at major optical stores nationwide. Picture - Rimless is chic ... virtually weightless, Alfred Dunhill's Unique eyewear comes in resin temple frames in horn and palladium or tortoiseshell and gold finish, or metal temples in palladium or gold. At Alfred Dunhill stores in Suria KLCC, Star Hill Centre and Sogo. Picture - Classic ophthalmics ... the **Nautica** N7012 series for him and her. Below: Local celebrities brave the paparazzi glare in **Nautica's** collection of sunglasses. Available at major optical stores nationwide. Picture - It's trendy to be sporty ... the steel-framed Bonia watch for him and her. Tough enough for sports, tough

enough for the corporate world. Sports inspired watches, just like 4x4s, are the suits' latest rave in the concrete jungle. Available at Bonia boutiques and department store counters nationwide. Picture - Must-have accessory for spring ... the Clinique Millennium 2000 watch in fresh cut colours. Reflecting the floral prints of spring's sheer, soft fabrics, the watch is ultra feminine. Available at Clinique counters in Isetan, Sogo, Jaya Jusco, Metrojaya and Super Komtar with purchase of any two Clinique products. Picture - Shape of the millennium ... the cK1012 in 11 bronze/matte brown. Also in 31 iron/matte Havana and 16 raw silver/matte black. cK Calvin Klein Eyewear at major optical stores nationwide.

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Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men Calgary Herald (Alberta, Canada) February 22, 2000, Tuesday, FINAL

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Calgary Herald (Alberta, Canada)

February 22, 2000, Tuesday, FINAL

SECTION: Style; B5 / FRONT

LENGTH: 757 words

HEADLINE: Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men

BYLINE: Valerie Fortney, Calgary Herald

BODY:
Are you man enough to wear pink? How about an oh-so luxurious, soft-to- the-touch mohair sweater? Or maybe a diamond or silver necklace? If such traditionally feminine wardrobe pieces make you squirm, don't worry. There's something for everyone when it comes to men's fashions this fall.

That was the message at the recent Men's and Women's Fall 2000 fashion week in New York, where the top American -- and some European -- menswear designers showed their collections for Fall 2000.

The best way to describe the collections is a re-discovery of luxury, taking the looks and textures seen on the women's runways and re-interpreting it for today's man. In this brave new world, sportswear rules, and comfort is the name of the game. Stretch and microfibre have revolutionized the industry, changing the way clothes move and feel. Stretch has found its way into sports shirts, pants and even sweaters. Details are also key; you see it in the prolific use of zippers (not just for opening and closing, but also as decorative detailing, such as asymmetrical zippers at the shoulder), and a wide array of inside and outside pockets, to accommodate the high-tech gadgets that are so necessary to life in the 21st century.

Thanks to stretch fabrics and the growing popularity of sportswear, tailored clothing may also be stretched beyond recognition. The overall look is more sporty and relaxed than we've ever seen before.

- Gene Meyer: This eye-popping collection included deep-blue velvet jeans (sounds strange, but looks great on the right guy), robin's-egg-blue turtlenecks and U-neck sweater vests, worn layered over dress shirts in a wide assortment of colours.

- **Nautica:** This was the first show of John Varvato's, the new designer for **Nautica.** Varvato, who cut his teeth in the men's divisions of Ralph Lauren and Calvin Klein, demonstrated his expertise in the fine cut of the suits, and his tweed and herringbone coats were a pleasant mix of the old reliable men's coat like dad used to wear, but with luxury fabric and updated 21st Century details. Also, he had lots of zip- front vests, wide-legged trousers in flannel and denim, and wonderfully spacious coats in fabrics like double-faced wool.

- Joseph Abboud: Cozy knits in warm spicy colours and cargo pants made for great sportswear, but only the daring will jump at the green-tartaned velveteen suits. Abboud also went with luxurious pullovers made of silk under jackets in place of the regular shirt, and eschewed neckties for knit turtlenecks.

- Jason Bunnin: Winner of the Fashion Group International's Rising Star award for menswear, Bunnin didn't disappoint those who bestowed him with the recent honour. Stretch wool pants in cool pale hues, copper-coated denim jeans and pinstriped suits in non-traditional colours made for a fun collection. The beauty was in the details, such as zippers on waistbands and innovative closures on shirts and jackets.

- Maurie Malone: Plenty of jeans were in this collection, but there was little denim to be found. Leather, fur, snakeskin and black sequins took the place of the traditional denim, with the cuts clean and trim. Coats ranged from tweeds in earthy hues to colourful pony prints, and the "fly-less" front trouser made several appearances.

Emerging Themes:

- A great coat is a wardrobe necessity. Helmut Lang leads the way, with his coats cut lean and to the knee, in fabrics such as black wool, camel leather and even fuchsia cashmere.

- Don't throw out the cargo pants, because they'll still be in for fall.

- Luxury fabrics -- cashmere, fuzzy mohair and lots of fur -- are not just for women.

- Leather, in a wide range of colours and textures, are big in pants, shirts and coats.

- Leather jackets come in a variety of lengths, from bombers and military styles to longer three-quarter lengths.

- Vests, both knits and leather, are worn over sweaters and shirts.

- Zippers are everywhere, from jackets and shirts to pants, coats and even sweaters. Some use Velcro closures, and another big trend is fly front closures, with plackets hiding the buttons or zippers on jackets, pants and shirts.

- The single-breasted suit with high- peaked lapels is the new suit look.

- Shirts are matched in colour to suits, a big move away from bright coloured shirts offsetting the darkness of a suit.

- Comfy, comfy -- the increasing use of stretch fibre, woven into wool and cotton suiting. It's even being used in cashmere, which makes the clothes feel not only soft but moveable.

GRAPHIC: P Photo: Kathy Willens, Associated Press / Sean John: The label was created by Sean Combs, A.K.A. Puff Daddy, rap star and boyfriend of actress Jennifer Lopez, who is also something of a fashion designer. OK, he makes no bones about the fact he has a team of designers who bring his vision to life, but he does know a thing or two about blue jeans. Little touches such as rhinestone or lynx fur cuffs made them sparkle, and his hooded parkas in bright blue or red were fun. He also had sleek cashmere suits and oversized fur coats.; Photo: Dan Lecca, Associated Press / Kenneth Cole: Quilted leather vests, generously cut suits and turtlenecks in cashmere and mohair dominated the runway for Cole's fall collection. He also threw in some wet- looking synthetics and, of course, lots of his signature leather in black and chocolate brown. A bit of novelty came in his sport shirts with polyfill detailing on the elbows, and a reversible jacket, matte black poly/rayon on one side, black PVC on the other.; Photo: Kathy Willens, Associated Press / Michael Kors: In keeping with the luxury and '30s-style Uptown look of his women's collection, Kors threw in lots of argyle sweaters, roomy wide-cut pants in luxury fabrics like cashmere, and smart wool coats. A little bit retro, but some good classics nonetheless.; Photo: Knight-Ridder Newspapers / Lang: Always a reliable source for Euro-style minimalist styling, Lang threw in many of the requisite black suits in his show described as "continental tailor." All-black ensembles paired skinny trousers with soft-hued jersey tops. He did shake things up a bit, though, with his monochromatic brighter suits in such surprising hues as fuchsia.

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Gilmore finds job opportunities to assist jobless textile workers The Washington Times February 23, 2000, Wednesday, Final Edition

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The Washington Times

February 23, 2000, Wednesday, Final Edition

SECTION: PART C; METROPOLITAN; VIRGINIA ASSEMBLY '00; Pg. C3

LENGTH: 1078 words

HEADLINE: Gilmore finds job opportunities to assist jobless textile workers

BYLINE: Stephen Dinan; THE WASHINGTON TIMES

BODY:
Gov. James S. Gilmore III yesterday announced new job opportunities and came forward with his own plan to help workers after weeks of opposing Democrat-initiated plans to help newly unemployed textile workers in Southside Virginia.

At an afternoon news conference, the governor stood with the chairman and CEO of **Nautica** Enterprises Inc., the clothing manufacturing company, to announce **Nautica** will build a distribution plant outside of Martinsville, the area hardest hit by recent textile company closings. It will mean about 375 new jobs when the site is up and running.

Mr. Gilmore also announced his own plan for those out of work, which increases unemployment benefits by $36 a week for all workers in the state and lets them collect unemployment immediately after a company files for bankruptcy, rather than making them wait a week.

Democrats had called Mr. Gilmore the major impediment to assisting textile workers. He had opposed a House bill that would have increased benefits by $100 a week to those in 30 localities with the highest unemployment rates, arguing it was unfair to direct money toward particular workers.

Yesterday, however, Delegate Barnie K. Day, Patrick Democrat, said he was "delighted on all fronts" with the governor's proposal and happy the governor finally was on board. But he added he would have liked to have seen higher benefits and wished the governor had addressed health care coverage for unemployed workers.

The governor's bill will have an emergency clause, which means it can be applied retroactive to Nov. 28, when the first wave of textile layoffs began.

* * *

A House of Delegates committee narrowly endorsed legislation yesterday that could more than double the $20 fee charged to Northern Virginians who must get their cars tested every two years for pollution emissions.

The legislation, which would allow inspection stations to charge up to $50, was sent to the House floor on a 12-10 vote over objections of the Gilmore administration, which wants to keep the fee as it is.

The bill's sponsor, Sen. Warren E. Barry, Fairfax Republican, said service stations and auto dealers who conduct the tests are losing money because mechanics command a high wage and the testing equipment - essentially a large treadmill that measures emissions at a variety of speeds - is expensive.

Mr. Barry said stations will stop offering the test if they continue to lose money, forcing the state to adopt a system of centralized testing stations to meet federal air-pollution requirements, as is done in Maryland.

Centralized testing would lead to higher costs and waits of several hours to be tested, Mr. Barry said.

In fact, Maryland drivers pay a $12 fee, and the average wait time at an inspection station is six minutes, according to the Maryland Motor Vehicle Administration.

Delegate Jack Reid, Henrico Republican, said he believes service stations are faring better than they claim because the tests generate repair work when cars fail the tests.

* * *

Four judges, a former state senator and Mr. Gilmore's chief lawyer are the finalists for a vacancy on the Virginia Supreme Court, the chairman of a citizens' judicial advisory committee said yesterday.

In a letter to leaders of the General Assembly's new Republican majority, Richard Cullen also listed eight finalists for what could be as many as three openings on the Virginia Court of Appeals.

Mr. Cullen heads the bipartisan, 14-member Joint Judicial Advisory Committee, which the Republican leadership appointed to interview candidates for the state's top judgeships. In past years, when Democrats controlled the legislature, lawmakers relied on bar associations for recommendations.

Mr. Cullen, a former federal prosecutor and state attorney general, said the advisory committee spent three full days interviewing more than two dozen candidates. He said the process worked well.

The state's eight major bar associations still had their say, but their recommendations were filtered through the outside panel instead of taken directly to the lawmakers.

The finalists for the Supreme Court vacancy include Virginia Appeals Court Judges Rudolph Bumgardner III of Staunton and Donald W. Lemons of Richmond. Circuit Judges Jean H. Clements of Loudoun County and William H. Ledbetter Jr. of Spotsylvania also made the cut. Rounding out the list are former state Sen. Wiley F. Mitchell Jr. of Virginia Beach and Gilmore counsel Walter S. Felton Jr. of Williamsburg.

The opening on the state's highest court was created by the retirement of Justice A. Christian Compton, who had been on the high court bench since 1974. The court has nine judges.

The finalists for the Virginia Court of Appeals include five circuit judges: Verbena M. Askew of Newport News, John J. McGrath Jr. Harrisonburg, Michael P. McWeeny of Fairfax, Margaret P. Spencer of Richmond and Roy B. Willett of Roanoke. The others are former state Delegate G. Steven Agee of Salem, Virginia Beach Commonwealth's Attorney Robert Humphreys and former Charlottesville City Council member Thomas E. Albro.

The intermediate appeals court, which currently has 10 judges, will lose Judge Sam W. Coleman III, whose retirement takes effect Dec. 31. If either Judge Bumgardner or Judge Lemons wins the Supreme Court appointment, that will create a second opening. A bill pending in the General Assembly would create an 11th seat on the court.

The candidates will now be interviewed by a joint legislative subcommittee of eight Republicans and seven Democrats. Delegate William J. Howell, Stafford Republican and co-chairman of the House Courts of Justice Committee, said that unless the subcommittee finds a reason to cut one or more of the finalists, the entire slate will be forwarded to the Republican caucus.

The General Assembly is scheduled to elect the judges March 8, three days before the session's adjournment.

* * *

Legislation to allow voters to decide on a constitutional amendment guaranteeing Virginians' right to hunt and fish cleared a Senate committee by one vote yesterday.

The Privileges and Elections Committee voted 7-6 to send the bill by Delegate Creigh Deeds, Bath Democrat, to the Senate floor.

Delegate Leslie Byrne, Fairfax Democrat, said she has a problem with giving constitutional protection to a hobby or sport, no matter how popular.

* This roundup is based in part on wire service reports.

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Feathers, FUR and leather; What will SHE wear for fall? //What will Austin American-Statesman (Texas) February 24, 2000, Thursday

Copyright 2000 The Austin American-Statesman
Austin American-Statesman (Texas)

February 24, 2000, Thursday

SECTION: Lifestyle; Pg. E1

LENGTH: 1040 words

HEADLINE: Feathers, FUR and leather; What will SHE wear for fall? //What will

BYLINE: Mary Gottschalk

BODY:
NEW YORK -- If you have sequins, feathers and leather in your closet, you're ready for fall. These were some of the hottest looks showcased at New York's fall 2000 fashion show. If you don't have feathers -- don't worry. Many of spring's strongest trends for women are continuing into fall, including color, floral prints, appliques, soft fabrics and feminine cuts.

Shop wisely for spring and you'll have a head start on fall.

Here is a look at some specifics in women's clothing for fall 2000:

WILD THINGS. Animal prints are cyclical in fashion and constant in the wardrobes of many women. Name an animal with a patterned skin and you'll find it reproduced in silk, chiffon, leather, other fabrics and sometimes in real animal skin.

FUR.The shows also showcased the resurgence of fur. The Fur Information Council of America lists more than 200 designers in the United States and Europe now using mink, fox, lamb, sheep, rabbit, beaver and chinchilla. Sometimes they remain in natural colors and sometimes they are dyed in bright colors, making them look more faux than real. There are full-length coats, short bomber jackets, capes, traditional stoles like those popular in the '50s, cuffs, collars and boas.

What will SHE wear for fall?

BLACK is back, along with other favorite winter neutrals camel and ivory, but the color explosion that pushed it out of the spring 2000 collections continues. Sometimes it's a shot of red against camel or black and other times it's red with pink, pink with orange, green with turquoise or a strong chartreuse green.

TOPPING IT OFF. The two major trends for fall in tops are sweaters and blouses. Knits range from classic turtlenecks from Ralph Lauren and Duke to handknits from Oscar de la Renta. The surprise is the strong resurgence of blouses, an item many women walked away from after tiring of the bowed blouse look.

BOTTOM LINE. Pants are cut narrow, straight or full to the ankle. Capris are almost non existent except in the juniors area and only a few designers, such as Alfaro, Lepore and Duke, are cropping pants at the knee.

DRESS DOWN. For day, dresses include tunics, A-line, shifts, sheaths, knits and soft bias cuts. Lengths are almost as wide ranging, from mini to maxi. Most hover at the knee or within an inch or two in either

direction.

DRESS UP. For evening it's a mix of understatement and glitz. Bill Blass pioneered and perfected the combination and now it's prevalent throughout the collections. Take a pair of cashmere pants and add a sequin top, or take a sequin and beaded skirt and add a simple black turtleneck sweater. It's an elegant look that allows women to have it both ways. Some of the most attractive are from Badgley Mischka. John Bartlett helps evolve the look further by using supple, white leather you'd expect to find in a skirt or jacket to create a long evening gown.

In terms of full-out glitz, the very best is Lauren's sequined jacket, camisole and gown replicating a Persian carpet pattern on a bright red background. Miller's sequin camouflage tops and pants are also appealing, but more sporty.

IT'S A WRAP. The most important coat for fall is cut full and meant to wrap, much like a favorite old bathrobe. Most come with ties or belts, although a few are double-faced and meant to be worn hanging straight and open. Solid colors are the norm, but de la Renta uses crewel embroidery, Lepore does hers in plum velvet stripes and Bartlett does an interesting black wrap coat cut out in a cannabis pattern. While coats are three-quarter to full length, jackets are short and fitted. Jackets that end at the waist are for the very thin. Most women find them extremely unflattering, preferring jackets that hang below the hips to create a slim look even on a not-so-slim figure.

Men will have a zippy, colorful and comfortable wardrobe seven months from now if they fall into step with designers' fall 2000 collections .

Zippers are everywhere from the fronts of jackets to pocket tops, circling pant legs and even on turtlenecks .

Designers also use color and leather and agree that turtlenecks are key, but then men go off in their own direction. Here's a look at key trends for fall:

ZIP IT. Zippers are everywhere, on jackets, shirts, pants, coats and even sweaters. Some are functional, replacing buttons as fasteners, but many are ornamental. More gimmicky are the Velcro closures used by a few designers, including Ron Chereskin and Claiborne.

While zippers are highly visible, one of the strongest trends is fly front closures, with plackets hiding zippers or buttons on the fronts of shirts and, most important, jackets and suits.

What will HE wear for fall?

SUITABLE. The most fashion forward suit for fall is single breasted with high peaked lapels. It's paired with a shirt and necktie in the same color or close to it, creating a monochromatic look. It's striking, given that many of these outfits are in black, navy or dark gray. Men used to white or blue shirts with patterned ties may find it initially extreme, but should give it a try.

Also important in men's suits is something that's not really visible. It's stretch fiber woven in with wool, cotton and even cashmere, resulting in a more comfortable feel.

SKIN GAME. Although fur was plentiful in the women's collections, it wasn't as much in the men's, where leather is the favored skin. A leather jacket is deemed essential by most designers, although the actual style varies from motorcycle to shirt to longer, coat styles. Black is the dominant color here, but some designers offer color choices, such as red or green from Kenneth Cole, chocolate or olive from John Varvatos and chestnut from Joseph Abboud.

CARGO LOAD. Given all the advertising, one would think that cargo pants are already in every closet and possibly on the wane given their prominence in the past couple of years. However, cargo pants are still strong, particularly in the collections favored by urban youth, such as **Nautica,** Pele Pele and Sean John.

KEY ADDITIONS. Men looking to update their wardrobes should consider adding a vest, turtlenecks or a long neck scarf. None requires a major financial investment, but each is a good style investment.

GRAPHIC: Chartreuse angora cardigan and a chartreuse-tipped fox vest, Nicole Miller//

Lacquer glazed calf leather jacket, Liz Claiborne//Gray quilted vest with zipper and pockets, Kenneth Cole//Black pleated parka with hood, Daryl K

Halter top, Ralph Lauren//Black embroidered pony skin skirt with black embroidered sleeveless top, Oscar de la Renta//Black and cream lapin chevron trench coat, John Bartlett//Magenta fur-trimmed brocade jacket, Vivienne Tam//Black cashmere cardigan with tan and black suede tiger applique trousers, Tommy Hilfiger //Black three button suit of textured wool with faux pony skin vest, Kenneth Cole //Cherry red leather car coat, Kenneth Cole//Cashmere turtleneck under a handknit cashmere cardigan, Marc Jacobs //Black fox stole over a black silk charmeuse camisole and steel strech wool flannel tuxedo pants, Michael Kors'

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Topeka Capital-Journal (Kansas) February 25, 2000, Friday

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Topeka Capital-Journal (Kansas)

February 25, 2000, Friday

LENGTH: 756 words

BYLINE: ANN MARIE BUSH Capital-Journal

BODY: Fragrance World

to add new shop

A WHOLE NEW WORLD

FRAGRANCE WORLD

Shop

--- Anthony S. Bush/The Capital-Journal

"Fragrance has an effect on the mood."

--- RON OWENS,

owner of Fragrance World of Topeka

* Name of business: Fragrance World of Topeka

* Address: 3430 S.W. 6th

* Owners: Ron and Larita Owens

* Nature of business: Perfume oils, essential oils, massage oils, lotions, incense, nutritional products, skin care products, candles, ethnic clothing and jewelry.

* Web site: www.fragranceworld.net.

By ANN MARIE BUSH

The Capital-Journal

The notion of owning a business has been right under Ron Owens' nose.

That lifelong idea has led to success for Owens, owner of Fragrance World of Topeka, 3430 S.W 6th.

Growing up in Little Rock, Ark., Owens and his brother shined shoes in a shoeshine parlor to keep themselves dressed to the nines.

"Back in the day, when I was growing up, it was popular to dress up. We always wore nice suits and shirts. I would make $50 a day shining shoes," he said. "I grew up around a business environment --- my mother had a beauty salon. I knew that job (owning your own business) was better than trading dollars for hours."

Owens and his wife, Larita, decided to move to Topeka to be closer to Larita's family.

It proved to be a good move.

Owens, who also has a degree in respiratory therapy and worked at Stormont-Vail Regional Health Center for eight years before accepting a job with Providence Medical Center in Kansas City, Kan., started his business in the early 1990s.

The idea for his shop happened by accident, he said. The couple, whose religion is Islam, always has tried to find items for personal use that don't contain toxins or alcohol.

"It was hard to find anything," Ron Owens said. "So we decided to make it a business."

Ron and Larita Owens set up shop in a beauty salon, which was next door to the shop they currently own. The salon soon went out of business and the couple decided to take over the space and open up a small store.

"A few months later this space opened up and we moved in here," Ron Owens said.

Now, more than five years later, the couple, along with their daughter, Na'imah, will be opening a new store the first week of March at 1501 S.W. 21st in the Washburn View strip mall.

"We've been looking at the location for a long time," Ron Owens said. "When it became available, we had to jump on it."

The fact that the shop is near Washburn University was a great selling point for the Owenses. The shop also will be near Health Food Mart.

"We hope they will complement us, and we will complement them," Ron Owens said. "A lot of people that shop here have said they shop there, too."

Although the second fragrance shop will be smaller, it will carry a lot of the same products as Fragrance World. The store on 6th Street carries domestic and designer incense; perfume oils; lotions that don't contain mineral oil; candles, essential oils, an ethnic line of clothing, including some from Nigeria and Pakistan; ethnic and hemp jewelry; greeting cards; nutritional products; and various other personal care items.

The most popular item the shop sells is Alba Botanical lotion, which can be scented with a perfume oil. There are more than 150 scents to choose from, including C-K One, Drakkar, Cool Water, Chanel No. 5, Hugo Boss and **Nautica.**

Ron Owens also said customers like the attention they get when they come to Fragrance World.

"Of course, we can't compete with the larger stores," he said. "When customers come here and ask for a specification sheet on a product, we can show it to them. We consult with our customers. We were small at first, but the community has been supportive. You have to help people in order for it to work for you. Everything we have in here can improve health and state of mind.

"Fragrance has an effect on the mood. Bad smells promote depression. Good smells promote a good state of mind."

Na'imah Owens, who works full-time for her parents, will manage the new store.

"I really enjoy this," Na'imah Owens said. "I'm excited about the new store."

There are two part-timers who work at Fragrance World, however, more employees probably will be needed for the new shop, Larita Owens said.

Ron Owens, who also has a multilevel marketing company next door to his first fragrance shop called the Millionaire Training Center, is happy being a businessman. When asked if he is considering any more shops or businesses he just smiled and said, "One day at a time. One day at a time."

GRAPHIC: Top: Ron Owens, front, owner of Fragrance World of Topeka, 3430 S.W. 6th, his wife, Larita, left, and their daughter, Na'imah, are opening a second shop in the Washburn View strip mall, 1501 S.W. 21st. Above: Larita Owens added perfume oil to lotion.

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HURRY UP, WAIT, REPEAT 51 TIMES Pittsburgh Post-Gazette (Pennsylvania) February 27, 2000, Sunday,

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Pittsburgh Post-Gazette (Pennsylvania)

February 27, 2000, Sunday, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. G-14

LENGTH: 863 words

HEADLINE: HURRY UP, WAIT, REPEAT 51 TIMES

BYLINE: LAMONT JONES, POST-GAZETTE FASHION WRITER

BODY:
Unless you're a big celebrity, an influential journalist or a friend of the designer, you'll likely end up standing in the back during some of the New York fashion shows.

In fact, you'll get a better look at some of the designer outfits just watching snippets on one of those entertainment TV programs.

But the seasonal premieres, aside from the headaches of long waits and poor sight lines, have a sort of magic in person, even if you're not seated up front with Ivana, Gwyneth and Julia.

More than 100 American designers held fall preview shows in New York City during General Motors Fashion Week this month. It was impossible to attend them all because some were held at the same time and some, such as DKNY and Ralph Lauren, were at distant locations at the same time.

I attended 52 shows, a lot for a print journalist. Most journalists attended little more than the shows of the best-known designers. Many photojournalists attend nearly every show, lugging heavy equipment from tent to tent and onto buses or taxis to capture images that were sent around the world.

The first shows were scheduled at 9 a.m., with one at the top of every hour until 9 p.m. and a handful going on simultaneously at alternate sites. Bryant Park was the main setting, with shows rotating at one of the four deluxe tented areas at the Manhattan site: The Avenue, The Pavilion, The Tent and, new this year, The Studio.

Waiting was a fact of life. Invited guests, including stylists and fashionistas, check in at tables and then wait, sometimes a half-hour, to be admitted. Those with seating assignments are the first admitted. Those without may be allowed to wait in a separate line for possible standing room. After seated guests enter, others stand in the back and, if seats are still open before the show begins, grab one. Sometimes lucky standers end up in a coveted front-row seat.

There's usually a show schedule at each seat. This "run of show" describes the clothes in the order they will be presented, along with the names of models wearing them and production credits.

About 75 percent of the time, the seats also contained gifts from the designer, ranging from tapes, CDs, chocolates and inexpensive jewelry to sunglasses, fragrances and beauty products. **Nautica** gave out golf umbrellas, Rene Lezard handed out 35mm cameras in gray flannel bags, and Zang Toi placed a long-stemmed white rose on each chair. Ralph Lauren and Hugo Boss gave out sunglasses.

Seating consisted of rows of small chairs individually covered with white fabric to match the tent walls. Or, if the designer chose black walls, chairs had black slip covers. Although most of the times chairs were on risers theater-style, it was difficult to see the models' feet unless you were up close or very far away.

Most shows began more than 30 minutes late. A few, including Tommy Hilfiger and Custo, began about an hour late. During the wait, people mingled and talked as recorded music played. Some celebrity-watched. Others argued over seating. A few knitted or read books.

Attendance varied widely, from fewer than 100 at morning shows and shows of lesserknown designers to more than 500 at the most popular designers, including Hilfiger, Liz Claiborne, Oscar de la Renta and Michael Kors.

When volunteer workers began to peel back plastic that covered the runway, everyone got seated and grew quiet in anticipation. The lights dimmed, the preliminary music gave way to pulsating rhythms, and the show began.

Models walked staring straight ahead, as if in a trance. They were totally expressionless - even when protesters disrupted the show, as happened three times this year. Some journalists noted that there were more exposed breasts and butt cheeks this year than any time in recent memory.

Makeup and hairstyles ranged from simple to sublime. Footwear was varied, from Manolo Blahnik heels to Prada boots, or it was nowhere, as with Pierre Garroudi's barefooted models.

A bank of photographers and videographers were perched on risers at the end of the runway, their bird's-eye view a necessity for a head-to-toe shot.

Some designers used elaborate staging and props. For example, Marc Buchanan used a live black panther in his Pelle Pelle show, and Douglas Hannant incorporated a red runway. Others simply posted their name or logo on the stage wall and bathed the runway in white spotlight.

Runway shapes and heights varied, depending on the effect the designer hoped to achieve. John Bartlett's runway became a banquet tabletop beneath two huge crystal chandeliers. Eighteen tuxedoed men watched as female models showed an array of stunning ensembles.

Shows ranged from 10 to 25 minutes, most between 15 and 20. Some designers showed more than 80 looks; others, using informal modeling in private club settings, showed fewer than 10.

In the runway shows, all the models took a final walk together in their last outfit. Then the designer, often wearing sneakers, came onto the runway and saluted the applauding audience.

When the show was over, some journalists tried to get interviews backstage. Others made a mad dash to the next site of the next show.

GRAPHIC: PHOTO, PHOTO: Jeff Christensen/Reuters: The Ralph Lauren fall 2000 show was; a must-see for fashionistas - and a challenge, because it coincided with; Donna Karan's DKNYshow.

LOAD-DATE: March 10, 2000

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R2 Me2 The New York Times February 27, 2000, Sunday, Late Edition - Final

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The New York Times

February 27, 2000, Sunday, Late Edition - Final

SECTION: Section 6; Page 58; Column 1; Magazine Desk

LENGTH: 15 words

HEADLINE: R2 Me2

BODY:
Battery-operated with remote control - you flick the switch and wathc bro'bot go?

http://www.nytimes.com

GRAPHIC: Photos: Smile! You have THE ORIGINAL BRO'BOT to do your thinking. The battery-operated prodigy comes in a cotton jersey top, $13, and shorts, $9, by H & M. At H & M, Palisades Center, West Nyack, N.Y. Its flesh-and-blood antecedent: Shawn Huang, in a nylon gabardine top, $48, and shorts, $40, from cK Calvin Klein Jeans Kids. Top at Macy's East. Shorts at Bloomingdale's, select stores.; THE BABE! Guaranteed not to throw like a girl! Copper-plated, it is dressed in a shiny hooded top, $18, a matching skirt, $20, from Rim Rocka. At Lester's, Brooklyn. Inmotion, Merrick, N.Y. Human prototype: Aniyah Williams, who is waring a cotton sweater, $134, and linen pants, $98. At Oilily stores, (800)977-7736.; WOBOT is a life-size, all-purpose android. Good at potsy and girl talk. Cotton dress, $90, from Anavini by Vincete Velasquez. At Slatkin & Company, 131 East 70th Street. Saks Fifth Avenue, select stores. Molded after: Chandler Riley Hecht, in a cotton dress, $115, from Anavini by Vincete Velasquez. At Saks Fifth Avenue, select stores.; Reach new heights with POGO ROBO, an all-tin body with reinforced inner springs. It arrives in a silk Italian flag shirt, $110, and shorts, $110, from Moschino Junior. At Moschino Boutique, 803 Madison Avenue, Modeled after: Aaron Karp, in a baseball jersey, $38, and shorts, $35, from **Nautica** Boys. At Bloomingdale's, select stores. Lord & Taylor, select stores, Sneakers from OshKosh B'Gosh.; Laminated tin with exposed circuitry (and math and soccer chips), ROBO BRAIN comes in a cotton vest, $46, pants, $42.50, and shirt, $32, by Tommy Hilfiger. At Macy's. Android manque: Ryan Dozier, who is wearing a linen-cotton blazer, $58, vest, $18, shirt, $20, and pants, $22. At the Children's Place, 22 West 34th Street, or call (877) 752-2387.; CD3PO has a portable boom box and a sunny disposition. Cotton top, $22, and denim shorts, $42, from cK Calvin Klein Jeans Kids. Top at Younkers, Des Moines, Shorts at Bloomingdale's, select stores. Modeled after: Ecco Morgan, in a cotton blouse, $32, and capri pants, $40, from DKNYKIDS. At Bloomingdale's. Grooming: Kendra Richards and Christophe Saluzzo for Cloutier. Special effects makeup: Todd Tucker. Market editor: George Kotsiopoulos. Additional digital artists: Chung S. Yuem, Pete Raible. Production: Bob Self. (Michael Elins)

LOAD-DATE: February 27, 2000

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Sporty Spices;From a quick-wicking cycling tank to a pair of funky plaid golf pants, spring's new crop of athletic wear makes suiting up almost as much fun as playing SPORTS ILLUSTRATED FOR WOMEN March, 2000/April, 2000

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SPORTS ILLUSTRATED FOR WOMEN

March, 2000/April, 2000

SECTION: YOUR STYLE; VOL. 2 NO. 1; Pg. 41

LENGTH: 326 words

HEADLINE: Sporty Spices;
From a quick-wicking cycling tank to a pair of funky plaid golf pants, spring's new crop of athletic wear makes suiting up almost as much fun as playing

BODY:
Cycling Janine Thompson, a member of the NBA's Miami Heat dance squad, rolls with a Bellwether Buddha Tink-Tank ($ 45) and Cannondale Six-Panel Shorts ($ 36), both made of wicking fabrics to keep the South Florida heat at bay. Other cycling must-haves: Bell Envy Pro Helmet ($ 90); Briko Sprinter 1 Titanium Kit Glasses ($ 119); Pearl Izumi Greptile Gloves ($ 40); Bellwether CoolMax Socks ($ 7); Sidi Genius 3 Lorica Shoes ($ 179); Cannondale R600 Bike ($ 1,359).

Running When she's leading the pack in a corporate 5K, Shana Willinsky stays dry in a wicking, lightweight Moving Comfort T3 Mesh T-Back ($ 35) and MicroLite Shorts ($ 28).

Tennis Tennis whites have become tennis blues and aquas. To wit: Nike's Dri-Fit Sport Tank ($ 40) and Side Slit Skirt ($ 44) worn by Inga Luksza, a former hurdler whose speed has opponents quaking in their sneaks.

Golf Who says all golf duds have to be, well, duds? Not Heather Hattaway--even though her favorite sport is in-line skating, she digs the updated look of Sugar Mag's Sleeveless Jewel ($ 52) and Cool Capris ($ 95). The perfect way to top it all off: Fringe Golf's Astro Turf Hat ($ 25).

Swimming The **Nautica** Outline Rib Suit ($ 72), made with durable Dupont Tactel nylon, adds spring to the three-step of Michelle Rojohn (left), a 1999 national one-meter diving champion. The top of Tyr's Reversible Tankini ($ 64) stays put, even on professional high-diver Joy Anderson (center), who takes the plunge from 80-foot platforms. This Speedo Neotek Top ($ 28) and Bottom ($ 30) will come in handy for Joylyn Ballard (right), currently training for her first triathlon.

Where to find it: Bell: 800-456-BELL; Bellwether: 800-321-6198; Briko: 800-GO-BRIKO; Cannondale: 800-BIKE-USA; Fringe Golf: 415-777-FORE; Moving Comfort: 800-763-6000; Nike: 800-806-NIKE; **Nautica:** 877-**NAUTICA;** Pearl Izumi: 800-328-8488; Sidi: 800-991-0070; Speedo: 800-5-SPEEDO; Sugar Mag: 248-594-9255; Tyr: 800-252-7878.

GRAPHIC: COLOR PHOTO: SIMKO, [T of C]; THREE COLOR PHOTOS: PHOTOGRAPHS BY SIMKO

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Ensemble Style; casual men's clothing; Brief Article Esquire March 1, 2000

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March 1, 2000

SECTION: No. 3, Vol. 133; Pg. 172 ; ISSN: 0194-9535

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LENGTH: 340 words

HEADLINE: Ensemble Style; casual men's clothing; Brief Article

BODY:
DON'T KNOW WHAT TO WEAR WHEN IT COMES TO CASUAL? AS THESE GROUPS OF L.A. MEN DEMONSTRATE, SOMETIMES IT'S BEST TO PLAY TO TYPE.

These martial artists care more about freedom of movement than that of expression. As with their sparring uniforms, these SIMPLE COTTON DRAWSTRING PANTS fit loosely and comfortably. But in crisp, heavy cotton, they're flexible without being sloppy. From left: Pants by DKNY Pure ($ 125), Kenneth Cole ($ 79), Michael Kors ($ 350), Nova USA by Tony Melillo ($ 109), **Nautica** by David Chu ($ 69), Louis Vuitton Cup ($ 250), Tommy Hilfiger ($ 50), and Matt Nye ($ 280).

BIG TIME OPERATOR SWING BAND, HOLLYWOOD

Why did the big band cross the road? Judging from the classic casual musician's uniform--NAVY WOOL SPORT COAT, white cotton shirt, and appropriately hip dark-rinse Levi's--to get to a gig, we're guessing. From left: Sport coat ($ 1,025) and shirt ($ 215) by Ermenegildo Zegna; dark denim jeans ($ 54), here and throughout, by Levi's; sport coat ($ 795) and shirt ($ 135) by Corneliani; sport coat, part of suit ($ 798), and shirt ($ 228) by Emporio Armani; sport coat and shirt by Salvatore Ferragamo; sport coat ($ 1,295) and shirt ($ 160) by Vestimenta; sport coat ($ 425) and shirt ($ 95) by Burberry; sport coat ($ 275) and shirt ($ 40) by Geoffrey Beene; sport coat, part of suit ($ 1,450), and shirt ($ 155) by Paul Smith; sport coat ($ 1,650) by d'Avenza; shirt ($ 50) by Tommy Hilfiger; sport coat ($ 2,700) and shirt ($ 275) by Brioni.

DRIVERS FOR UNITED PARCEL SERVICE, WEST OLYMPIC BOULEVARD, LOS ANGELES

In their familiar dark-brown fatigues, the men of UPS are an army of drivers who are easily recognizable on the street. Add a classic COTTON KHAKI EISENHOWER JACKET and you've updated the uniform without losing the look of an enlisted man. From left: Jackets by John Bartlett ($ 625), Kenneth Cole ($ 138), Tommy Hilfiger ($ 175), Canali ($ 725), Slates ($ 95), Triple XXX ($ 94), Polo by Ralph Lauren ($ 125), Dickies ($ 35), DKNY ($ 145), and Club Monaco ($ 129).

IAC-CREATE-DATE: April 17, 2000

LOAD-DATE: April 18, 2000

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Upscale store debuts at Moorestown Mall Courier-Post (Cherry Hill, NJ) March 2, 2000 Thursday

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Courier-Post (Cherry Hill, NJ)

March 2, 2000 Thursday

SECTION: Pg. 1

LENGTH: 636 words

HEADLINE: Upscale store debuts at Moorestown Mall

BODY:
Lord & Taylor opens to eager shoppers

By EILEEN SMITH

Courier-Post Staff MOORESTOWN

A fidgety Karen Michaluk waited 15 minutes for her sister outsidethe just-opened Lord & Taylor.

The extra time seemed almost too much to bear, as she adjustedthe clasp on the purse she was ready to open throughout a full morningof shopping.

After all, Michaluk had been waiting months for the eagerlyanticipated specialty department store, which drew thousandsof shoppers Wednesday on its first day of business in South Jersey.

"Now we have a reason to come to Moorestown Mall," said Michaluk,who lives in Haddon Township.

Shoppers began to gather at 8 a.m. outside the mall entranceto the store, peering through big, sliding-glass doors as staffersset up tables to sign up customers for charge cards.

By 9:30 a.m., there were so many would-be customers outsidethe store, Lord & Taylor CEO Marshall Hilsberg decided to cut theribbon a half-hour early.

Inside the store, employees applauded politely.

Outside the store, customers cheered.

Edith Havilance of Laurel Springs accepted a long-stemmedred rose, Lord & Taylor's trademark, from a model in a pale blue eveninggown.

"I love the newness of the store, the elaborateness of it,"she said, surveying wide aisles of pink marble and walls of ivorymoire.

Havilance was shopping for a birthday gift for her son-in-law-- "he wears only Polo" -- and was glad she didn't have to travel toPhiladelphia to buy a shirt.

In an interview several days before the South Jersey opening,Hilsberg said Lord & Taylor remains

committed to its store in thehistoric Wanamaker building, although the store isn't yet profitable.

"We had a good Christmas in Philadelphia," he said. "Butit's difficult to make money because of the building."

The newest and 79th Lord & Taylor occupies 120,000 square feeton two levels. Heralded as South Jersey's first entry into higher-endretailing, the opening drew so many customers their cars filledthe usually sparsely used lot on the west side of the mall.

At the adjacent East Gate shopping center, where traffic jamsare an hourly occurrence, parking was uncharacteristically available.

Back at the mall, Evi Tremain of Delran shopped for an Easterdress for her daughter, Taylor.

"I'm happy to have another choice in stores," she said. "Iwant to see if they carry different brands of dresses."

Although it doesn't carry clothes for juniors, housewaresor furniture, Lord & Taylor offers such upscale children's linesas Ralph Lauren, Tommy Hilfiger and **Nautica.**

The chain promotes itself as "America's Dress Address,"and the overwhelmingly female press of shoppers reflected that.

Lori Pentz of Mount Laurel gathered three outfits to choosefrom -- one pink, one lavender, one blue.

"I need something pretty to wear to a wedding," she said.

Her friend, Sue Santangelo of Mount Laurel, examined racksof dresses, intent on using a 20-percent-off coupon.

"This is a great store," she said. "And we hope this will bringother great stores to this mall."

Owned by the Maryland-based Rouse Co., Moorestown Mall hassuffered from poor foot traffic since a fire damaged the Strawbridge'sanchor on Dec. 23, 1992. The store was eventually razed, and a newStrawbridge's opened in November.

Both new stores are owned by the May Co., a retail giant with headquartersin St. Louis. So far, 11 stores have rented space in the new Lord &Taylor wing, including three retailers that are relocating fromother parts of the mall.

But Wednesday morning, Michaluk was intent only on visitingLord & Taylor. And she had to wait a bit longer after her sister, MarianneO'Donnell of Cinnaminson, pulled up in front of Lord & Taylor'smarble facade with the familiar squiggly signature.

"It's going to take her a long time to find a parking place,"Michaluk said.

LOAD-DATE: September 30, 2003

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*Casual Comes In Many Colors *** Men's fashions for spring come in every color, including black Sunday Advocate (Baton Rouge, Louisiana) March 5, 2000, Sunday*

Copyright 2000 Capital City Press
Sunday Advocate (Baton Rouge, Louisiana)

March 5, 2000, Sunday METRO EDITION

SECTION: PEOPLE; Pg. 7-K

LENGTH: 685 words

HEADLINE: Casual Comes In Many Colors *** Men's fashions for spring come in every color, including black

BYLINE: DANNY HEITMAN

BODY:
If Jim Mayer had to pick one movie title for this year's spring fashion season, it would probably be "Men in Black."Long a staple in fall and winter lines, black is now gaining a profile for men's spring casual wear, said Mayer, of Mayer Co. Clothiers. "Black is definitely the color in a man's wardrobe today," he added. "Black has become very important. If you put on some creme-colored shorts and a black (knit) shirt for a party, you're making a look. Black is equal to or stronger than navy right now."But for men who want a brighter look in their wardrobe, this spring's line of casual wear also features vibrantly colored sports shirts and conversational prints, said Mayer. "It's almost like a painting that they somehow wove into the shirt," Mayer said of this year's prints.

"The conversational prints are going to be very strong again this year," said Larry Allen of Carriages Fine Clothiers. "For spring and summer, some of your more conservative guys have a tendency to step out a little more." "This year, we're getting a lot of Hawaiian shirts," said Melanie Ruffin of McRae's. "The colors are bright - bright yellow, bright red, bright orange, bright green - like a lime green." Allen sees a definite south-of-the-border flavor in this spring's color palette. "One of the things that's driving that is the Latin influence," said Allen, adding that the trend is also expressing itself in looser designs for men's shirts.

The traditional Latin guayabera shirt has inspired a new generation of button-ups with square bottoms and vented sides that can be worn untucked, Allen said. "You're seeing a resurgence in the button-up, short-sleeved shirt, which used to be something more for older customers," said Allen. "They're putting a silk or linen T-shirt under it."Allen also sees lightweight layering in this year's spring casuals, like crew neck, short-sleeved shirts that fit nicely under a blazer. "Now, we're getting into the dressier casual. It used to be just the cotton shorts, cotton pants and the knit polo shirt." "We're doing mock turtles and crew necks in isle cotton and silk, and silk and cotton blends," Mayer said. "It's really sophisticated. It lends itself to being worn with a black blazer. Some people are even taking suits and wearing sports shirts under them for a casual look. For a little added pizazz, they're wearing the three-button sport coat with only the top button buttoned.

"The cutting edge for spring would be (designer) Kenneth Cole," Mayer added. "His techno-stretch, flat-front pants without pleats are very clean cut. He's also done a flat-front pant with just a single pleat.You're seeing everything - plain fronts, single pleats, double pleats, triple pleats," Allen said. "It's all across the board.We're still selling a lot of cargo shorts," said Ruffin. "And we're selling clam diggers; they're pants that come down below the knee, like a male version of the women's capri pants.Tommy Bahama and **Nautica** are doing some silk pants and Bermuda shorts," Mayer said. "The emphasis has really been on

Bermuda shorts."To complete the ensemble, men are increasingly turning toward sandals for their casual footwear, according to local merchants.

"Men's sandals are very big for summer - where the toes are enclosed, but it's a sandal style," Mayer said. "We're also selling deck shoes by Sebago and boat shoes.We're seeing a greater interest in sandals," Allen said. "We've also been selling croc-mocs; it's a crocodile-embossed moccasin."At McRae's, Ruffin said that open-toed sandals by Dr Marten are popular.

Both Mayer and Allen pointed to fabric quality as a primary fashion statement for the upcoming season - and for all seasons. "There are a lot of techno-fabrics like tencel," Allen said. "Tencel has a silk hand to it, but where some silk gets a little delicate, tencel takes a beating."

"For spring, the emphasis is on wonderful fabrics and weaves done in classic styles," Mayer said. "If I had to make just one statement, the statement would be that the styles are classic, but the fabrics are as new as the 21st century."

GRAPHIC: Jim Mayer and Don Hansen model men's fashions (By John H. Williams)

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SHE GETS WORD OUT TO BRING JOBS INTO SOUTHSIDE VIRGINIA; WORKING LONG HOURS TO FILL TULTEX GAP The Roanoke Times (Virginia) March 5, 2000, Sunday,

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The Roanoke Times (Virginia)

March 5, 2000, Sunday, METRO EDITION

SECTION: VIRGINIA, Pg. A1

LENGTH: 1826 words

HEADLINE: SHE GETS WORD OUT TO BRING JOBS INTO SOUTHSIDE VIRGINIA; WORKING LONG HOURS TO FILL TULTEX GAP

BYLINE: MEGAN SCHNABEL THE ROANOKE TIMES

BODY:
If Sherry Ramsey had her way, the whole country would know that people in Martinsville and Henry County need jobs.

"I had this really good idea to put a quarter-page ad in the Wall Street Journal and USA Today," said Ramsey, executive director of the Patrick Henry Development Council.

And then she realized that the cost of those two ads would eat up more than a quarter of her $ 250,000 budget. "It was a passing thought," she said with a laugh.

As head of the organization that markets Martinsville and Henry County to business prospects, Ramsey has been working long hours to fill the gaping holes left by Tultex Corp.'s recent bankruptcy and layoffs. More than 3,300 of the region's residents have lost their jobs since September; of those, more than half used to work for the apparel company. In December, the two localities posted the highest and second-highest unemployment rates in the state - 19.6 percent and 11.6 percent, respectively.

Ramsey's faith in the region's ability to rebound remains unshaken. When she talks about bringing in new industries and getting people back to work, she is relentlessly upbeat.

For decades, Martinsville and Henry County have relied on the strength of textile and furniture manufacturers. When those sectors boom, so does the region's economy. When they slump, jobs and taxes evaporate.

Ramsey believes the sudden downfall of Tultex has given the region a much-needed shove, forcing it to diversify its industrial base.

"In the future, this community will not rely on two industries any longer," Ramsey said. "We now know what happens when you put your eggs in just two baskets."

But she acknowledges that it's difficult for people to look very far into the future when they can't make ends meet in the present, and she doesn't want to encourage false optimism. She's turned down invitations to speak to local business groups because she's afraid her audiences will get too excited about still-tentative industrial prospects.

"I've kept a real low profile over the last two months," she said. "You can't give people false hopes."

'Bad news travels fast'

The challenge Ramsey faces is illustrated in statistics that at times appear contradictory.

Martinsville and Henry County together ranked fifth in the state in job creation and eighth in new investments last year, according to the Virginia Economic Development Partnership.

But those figures don't include jobs lost or businesses that have picked up and left. Although the Patrick Henry Development Council counts 4,384 new jobs created since mid-1993, downsizings and plant closures eliminated 5,452 jobs from the region, for a net loss of 1,068 jobs.

There might, however, be a bright side to the recent job cuts. In Ramsey's words, "Bad news travels fast."

Two announcements about new jobs came within a week of each other in late February. Trans World Connections Ltd. had read about the region's high unemployment rate and decided it would be a good place to expand its cable assembly operations; **Nautica** Enterprises Inc. saw an ad for the Tultex distribution center in a trade magazine and decided to build its distribution facility in Henry County.

Together, the two announcements promise more than 400 new jobs.

Even local citizens have called Ramsey's office, offering the names of sisters or cousins or uncles who work for out-of-state companies that are looking to expand.

The pace of work in Ramsey's office has changed drastically since 1995, when she joined the council as its marketing director. Back then, neither Martinsville nor Henry County had many industrial sites available, so few companies came calling.

The city several years ago decided to open two new industrial parks: the 72-acre Rives Road Industrial Park, with land donated to the city by the W.M. Bassett Furniture Co., and the 50-acre Clearview Business Park, on land the city already owned. The total cost to the city was less than $ 2 million, City Manager Earl Reynolds said.

Both parks are still vacant. The city has offered 50 free acres at Rives Road to any company that will invest $ 30 million and hire at least 300 people. It also is constructing a shell building at Clearview that it will offer at cost to a qualifying company.

Henry County also spent $ 3.5 million to expand its Patriot Centre at Beaver Creek industrial park, which is where **Nautica** will build a 525,000-square-foot distribution center

.

The two localities together have more than 700 acres of land and more than 1.6 million square feet of vacant building space available.

Graded land and finished buildings are just what the region needs to boost its flagging economy, said Mark Kilduff, executive director of the Virginia Economic Development Partnership. Few companies are willing to wait while sites are prepared, and most won't even consider localities that don't have land ready immediately.

Kilduff has been closely watching Southside's recovery efforts. Last month, he told the region's state legislators that local government and business officials need to take a stronger leadership role in revitalization and promotional efforts.

"There's not a lot of understanding and support for the hard work localities must do in economic

development," he said more recently.

Henry County Administrator Sid Clower said he called Kilduff after hearing those comments. "I can't speak for the Southside region," Clower said. "But I would respectfully disagree with Mark on that." Clower said schools and businesses have rallied behind recent development efforts.

Kilduff, whose agency provides about 80 percent of the new-business leads that come into Ramsey's office, praised the region's marketing efforts. Martinsville last year received a $ 1 million loan from the state to build a shell building, a fact that shows the state's confidence in the region, he said. Martinsville was one of just four localities to get such a loan in 1999.

"The last thing we want to do is build a building somewhere that's going to be empty forever."

Turning a battleship

Manufacturing is king in Southside.

At the end of 1989, 59 percent of Martinsville and Henry County's jobs were in factories. By mid-1999, 48 percent of the region's jobs were in manufacturing. That compares to 12 percent statewide.

VEC economist William Mezger believes the region has one of the highest concentrations of manufacturing jobs in the nation.

Most of those jobs are in two areas: furniture and textiles. There's an increasing emphasis on furniture as the textile industry continues to decline because of overseas competition and mounting price pressures.

The furniture industry has enjoyed an unprecedented boom in recent years, as favorable interest rates and high consumer confidence have encouraged more Americans to build and remodel homes.

American of Martinsville, which makes furniture for hotels and hospitals,

announced 200 new jobs early last year. About the same time, Stanley Furniture announced two expansions that would create up to 475 jobs in the area.

The furniture industry has been a tremendous boon to the region, Ramsey said, but she's uneasy about its economic dominance. Companies that make furniture and its components employ more than 7,000 people in the two localities; four of the region's top 10 employers are furniture companies.

And despite the demise of Tultex, Pluma and other textile companies that have left the area in recent years, the region continues to rely on textile jobs. The region's largest single employer is apparel maker VF Knitwear, which employs more than 3,000 people.

As a result, the region's economic developers are seeking to bring new types of industries to the region.

"This community has greatly benefited from the manufacturing economy," said Amy Lampe, president of the Partnership for Progress, a private, nonprofit organization that supports economic development in the region. "But everyone ... is pretty much in agreement that we need to diversify our economy." In December Martinsville launched a direct-mail campaign to plastics, food and metal-fabrication companies touting the city's cheap water rates.

When nylon manufacturer DuPont left the region in 1998, Henry County sent out thousands of mailers with Oh Henry! candy bars to attract new businesses. Ramsey is already talking about putting together another direct-mail campaign.

National Catalog Corp. last year opened a $ 3 million, 250-employee call center in a Martinsville strip mall. Less than six months later, the company opened a warehouse and customer service center in Henry County

that was to employ 200 people. Other newcomers to the market include TWC's cable assembly facility, which will employ 30 people at $ 6.20 an hour, and **Nautica's** distribution center, which will pay its estimated 375 employees $ 8.50 an hour to start, comparable to Tultex wages.

The trick is to strike a balance between large employers and small ones, and between manufacturing and other industries, Ramsey said. She has heard that some communities

don't want manufacturing jobs or textile companies - they only want "high-tech" companies. She thinks that's short-sighted.

"High-tech could be high-tech furniture manufacturing. It could be high-tech textile manufacturing," Ramsey said. "High-tech is not just computer programmers."

The average age of workers in the Martinsville-Henry County area is about 40, she said, and many of those people have worked in factories all their lives.

"You have to think about your work force," she said. "We all want some of the big names that are up in Northern Virginia. ... But these people know textiles. They're skilled."

But she recognizes the importance of attracting a wide variety of employers, and of being able to offer residents technology-based jobs. It's the only way they'll be able to hold on to young workers, she said. "We've got to prove to them that we're bringing in companies to keep all of them here," she said.

Clower agrees. "If you look at the growth in the state of Virginia and even nationally ... so much of it is in technology-based businesses," he said. The county has been funneling money into work force development and wants to open a high-tech hub at the Patriot Centre, where it would offer rent-free space and modern infrastructure to technology-based businesses that will guarantee 50 high-paying jobs.

Additionally, Northern Virginia businessman Mark Warner last month announced a $ 7 million venture capital fund to jump start high-tech industries in Southside Virginia. Southside Rising, L.L.C., is expected to offer financing to up to 20 start-ups in three years.

But local leaders recognize that the transformation won't happen overnight.

"It's like turning a battleship," said Reynolds, Martinsville's city manager. "It just doesn't happen on a dime."

Megan Schnabel can be reached at 981-3140 or megans@roanoke.com

GRAPHIC: photo - ERIC BRADY THE ROANOKE TIMES. As head of the Patrick Henry Development Council, Sherry Ramsey markets Martinsville and Henry County to businesses across the nation. 2. This empty parking lot in Henry County soon will be filled when **Nautica** Enterprises Inc. moves in. The building will become the temporary warehouse for **Nautica** while a distribution facility is being built. color. Graphic - color charts by RT. 1. Southside jobs. 2. Announcement of new jobs and investments.

LOAD-DATE: March 7, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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HAPPY FIRSTANNIVERSARY, BIG MAC CENTER Daily Press (Newport News, VA) March 6, 2000, Monday,

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Daily Press (Newport News, VA)

March 6, 2000, Monday, Final

SECTION: BUSINESS, Pg. B7, Storefront

LENGTH: 589 words

HEADLINE: HAPPY FIRSTANNIVERSARY, BIG MAC CENTER

BYLINE: YOON K. OM

BODY:
Has it been a year already? To mark its first anniversary, the MacArthur Center in downtown Norfolk is celebrating this weekend with giveaways, promotions and around-the-clock entertainment. The Center, which features one million square feet of retail space - including the area's first Nordstrom and the region's flagship Dillard's department store -has added 40 new stores and restaurants since its March 12 opening in 1999.

The Anniversary Extravaganza's grand prize giveaway of a family night out includes dinner for four at the Rainforest Cafe and four tickets to the March 30 performance of Beauty and the Beast at Chrysler Hall. Visitors can register at the Visitor's Information Center. Shoppers can also register for one of three anniversary prize packages filled with gifts from MacArthur Center stores at the Customer Service Center.

Most of the center's shops and restaurants will also hold their own in-store giveaways, anniversary sales and discounts, seminars, demonstrations, fashion shows, refreshments and free-gift-with- purchase offers to get into the swing of things. A sample of the offerings for Saturday and Sunday:

* Win some of thousands of dollars in prizes throughout Dillard's and take a gander at costumes from The Beauty and the Beast on the first floor.

* Indulge in complimentary makeovers and hand massages at Aveda or The Body Shop.

* Get your kids' faces painted for free at Jeepers!

* Sample fresh fruit dipped in chocolate or try to win one of four $100 baskets at Godiva Chocolatier.

* Pose for a free sitting and 10-by-13-inch portrait from The Picture People.

* Enjoy jazz, ragtime, blues and swing music, or watch stilt walkers and costumed characters throughout the center.

* Parking will be $1 all day, each day.

* Esprit will hold live in-store modeling, give away a free candle with every purchase and take 20 percent off your entire purchase.

* Buy one cone, get one free at Haagen-Dazs.

* Live DJs for the weekend at Up Against the Wall and live modeling, DJ and refreshments at Limbo Lounge.

* Free seminars at Talbots, Laura Ashley and Illuminations.

* Free "I Am Loved" buttons and free ring cleanings and inspections at Helzberg Diamonds.

Specials are subject to change. Complete anniversary event guides, listing 100 activities, and a complimentary large MacArthur Center shopping bag can be picked up at the Customer Service Center.

EVEN MORE TO COME. The 1-year-old MacArthur Center is also making room for the following new tenants:

* Chili's Grill & Bar will open a 210- seat restaurant at MacArthur Center this fall. The casual, neighborhood-style restaurant will offer an outdoor patio for 80 people. Specialties include fajitas, baby back ribs, seasoned Big Mouth Burgers, the Awesome Blossom whole onion, Southwestern egg rolls and lower-fat, lower-calorie items on the Guiltless Grill.

* Zie Spot, offering casual designer apparel for men and women, will open late summer. Apparel, footwear and accessories from Polo Ralph Lauren, Tommy Hilfiger, **Nautica,** DKNY, Kenneth Cole, Jil Sander, Dolce & Gabbana and more.

* Sports Zone, which carries more than a thousand styles of athletic and sporty shoes and apparel, will open in April.

* Pretzel Twister, featuring hand-rolled soft pretzels, dips and specialty drinks, will open in April.

Shopping hours: 10 a.m.-9 p.m., Monday-Saturday; and noon to 6 p.m. Sunday. Visit www.shopmacarthur.com for more information.

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SHOESTRING SHOPPING GUIDE The Toronto Star March 13, 2000, Monday, Edition 1

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The Toronto Star

March 13, 2000, Monday, Edition 1

SECTION: LIFE

LENGTH: 432 words

HEADLINE: SHOESTRING SHOPPING GUIDE

BODY:
Hope you're enjoying the March break and the extra shopping time.

COOKSTOWN MANUFACTURER'S OUTLET MALL

We recently dropped into this mall to do some Nike shopping, and were delighted to see a number of new stores. In addition to the established Black & Decker, Nike, Reebok, North Face and Jones New York, the mall now offers:

Cadbury Factory Store, with a full line of products with branded merchandise, lots of chocolate and gift baskets. Call (705) 458-4666.

Mattel Factory Outlet, with brand names and products including Fisher-Price, Tyco, Barbie, Hot Wheels. Inventory includes new, excess, obsolete and damaged products at great savings. Call (705) 458-4144.

Time Factor by Timex, offering 35 to 50 per cent off the suggested retail price on Ironman Triathlon, Expedition, Guess, Liz Claiborne, Timberland, Disney and **Nautica** brand watches. Call (705) 458-7064.

Baby's Room Warehouse, with cribs, furniture, bedding and accessories for the baby's room. Call (705) 458-8050.

The mall's March Break Sidewalk Event includes special events and savings.

LOCATION: Hwy 400 north to Hwy 89 and look for the water tower. Call (705) 458-1371. Web site: www.cookstownoutletmall.net.
Wheelchair-accessible.

HOURS: Weekdays 10 a.m. to 9 p.m.; weekends and holidays 9 a.m. to 6 p.m.

VENTURE SUPERSTORE BANKRUPTCY SALE

The Loot Bag Express division remains open, but the rest of this toy store is bankrupt. Everything is 60 per cent off, including brand name toys and kid's running shoes featuring Brooks and LA Gear.

LOCATION: 145 West Beaver Creek Rd. (Highway 7 and Leslie St.), Unit 2, Richmond Hill. Call (905) 709-4370.

HOURS: Monday to Friday 10 a.m. to 6 p.m., Thursday 10 a.m. to 7 p.m., Saturday 10 a.m. to 5 p.m., Sunday noon to 5 p.m.

MR. B's SPRING BREAK SALE

Lots of great products and accessories at this sale, which runs periodically throughout the year, including Sassoon, L'Oreal, Sally Hansen and Vitabath cosmetic and bath products as well as active/workout wear at up to 70 per cent off. Some clothing and toys as well - in short, a little of everything.

LOCATION: 1590 Matheson Blvd. E., Unit 16 (north of Eglinton Ave., east of Dixie Rd.). Enter at rear. Call (905) 629-1500.

HOURS: March 15 to 25, Monday to Friday 11 a.m. to 8 p.m., Saturday and Sunday 10 a.m. to 4 p.m.

Compiled by Cathie Mostowyk, Sharon Allan and Linda Sherman. Visit our Web site at www.toronto.com/shoestring, send e-mail to sallan@georgian.net or fax us your favourite finds at (416) 236-4781.

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Dressed to distress in demolished denim USA TODAY March 17, 2000, Friday,

Copyright 2000 Gannett Company, Inc.
USA TODAY

March 17, 2000, Friday, FINAL EDITION

SECTION: LIFE; Pg. 8D

LENGTH: 598 words

HEADLINE: Dressed to distress in demolished denim

BYLINE: Elizabeth Snead and Maria Puente

BODY:
If you're still wearing demure decorated denims, it's time to get down and dirty.

The hottest new jeans are scientifically mistreated to look weathered and worn, complete with deeply embedded brown, pink and green dyes on the thighs, knees and seat that look like dirt, rust and grass stains.

Top sportswear and denim manufacturers -- such as Fiorucci, Club Monaco, the Gap, Levi's, Diesel and Structure -- are going to new lengths to make denims (including shorts and jackets) look old and dirty.

"There's nothing worse than a brand-new pair of jeans," says Hampton Carney, spokesman for Abercrombie & Fitch, which is extending the worn-jeans look into frayed T-shirts, twill shorts and baseball caps. "You want a garment that looks like you've owned it all your life."

Just two years ago, stiff jeans dyed dark blue were hot. So why are jeans that look filthy so darned fashionable now?

"It's a combination of the vintage clothing craze, the desire for individuality and the search for authenticity," explains trend analyst Tom Julian. "And it goes with the messy bed-head hairstyles so popular today."

These new jeans are first horribly abused: beaten, blasted, twisted and dyed by machine, then scraped, whiskered and abraded (often

by hand) for an uneven, worn-around-the-block look.

"It's amazing that people do this for a living: damage denim. They're artists," says Devon Burt, creative director of Levi's jeans, which is pushing vintage-look Levi's made, well, last week. (Decades-old Levi's go for big bucks at vintage clothing stores.)

The trend has gone "way beyond just dirty denim," Burt says. "It's personalization and customization, and it's been building over the past year and a half. It's another way for people to express their individuality."

The last time jeans were this individually injured was during the mid-'80s slashed-denim craze.

"This is the new interpretation of that original punk idea," says Paul Witt of Diesel Jeans, whose dirty denim line ($ 115-$ 140) is worn by Hollywood hipsters Edward Furlong, Natasha Lyonne, Clea DuVall, Elijah Wood, Christina Ricci, Rob Lowe, Jennifer Lopez and Wes Bentley.

But the trend is already making powerful waves in the mainstream market. Even **Nautica,** a more classic sportswear manufacturer, is getting down with lawn-stained men's denims and will introduce women's this fall ($ 59-$ 79).

Gap spokeswoman Anna Lonergan sheds light on the success of destroyed denim. "People like the idea that each pair (of jeans) is unique."

Well, yes, except everybody is buying the look.

"It's one of our best sellers," says Mark Silver, spokesman for Structure, which sells distressed jeans and jackets. "It's edgy without being too funky."

Perhaps that is why master jeans marketer Calvin Klein is entertaining some unclean thoughts.

To hammer home the imperfection of his dirty denim, Klein ignored genetically blessed supermodels and pretty-boy actors for his ad campaign. His new role models are David Silveria of Korn, Joshua Todd of Buckcherry, Moby, DJ Rap, Dolores O'Riordan of The Cranberries, Lisa "Left Eye" Lopes of TLC, Macy Gray and Shakira, rockers who epitomize the edgy individualized quality of these pants.

"These jeans are designed to look lived in and personal," Klein says. "They are jeans with character, and they're sexy."

Not to worry, dirty denim devotees. The faux grass, rust and dirt stains are forever. No way will a few careless washings by Mom (or the maid) make these jeans look clean.

GRAPHIC: PHOTO, Color, Gap; PHOTO, Color, Abercrombie & Fitch; PHOTO, Color; Get hip: Lisa Lopes of TLC models Calvin Klein jeans. 'These jeans are designed to look lived in,' Klein says. At left, frayed cargo shorts by Abercrombie & Fitch have a story to sell, er, tell. Old and new: Jeans by the Gap run $54. 'People like the idea that each pair (of jeans) is unique.'

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The New Wave The New York Times March 19, 2000, Sunday, Late Edition - Final

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The New York Times

View Related Topics

March 19, 2000, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 85; Column 2; Men's Fashions of The Times Magazine

LENGTH: 13 words

HEADLINE: The New Wave

BODY:
These free-spirited beach boys ride the big kahuna of casual summer style.

http://www.nytimes.com

GRAPHIC: Photo: From left: Hooded cotton sweater vest, $128, from cK, and "dirty denim" shorts, $88, from cK Calvin Klein Jeans. At Bloomingdale's. Thermal cotton shirt, $25. At Gap stores nationwide. Hat from Ocean Pacific. Leather jacket, $1,176, silver-studded sleeveless cotton shirt, $392, and cotton-blend pants, $377, by Dolce & Gabbana. Jacket and pants at Dolce & Gabbana Boutique, 825 Madison Avenue; Bal Harbour, Fla.; and Houston. Shirt at Saks Fifth Avenue. Floral cotton shirt, $155, from Theory. At Bergdorf Goodman. Saks Fifth Avenue. Worn over a cotton-blend knit shirt, $85, from Theory. At Bergdorf Goodman. Drawstring cotton pants, $25. At Gap stores nationwide. Distressed-leather jacket, $450, from Claiborne Menswear. For stores, call (800) 581-7272. Cotton shirt, $22, and cotton carpenter pants, $38. At Old Navy nationwide. Sleeveless denim jacket, $78, cotton logo T-shirt, $28, and cotton shorts, $39. All from **Nautica** Jeans Company. At Lord & Taylor, New York City. Jacket and T-shirt also at Bloomingdale's. Hooded nylon-blend shirt, $48, from Chereskin Sport. At Stern's. Cotton T-shirt, $10. At Target, Queens, and Westbury, N.Y. Cotton cargo shorts, $48. At Banana Republic, selected stores.; Tie-dyed cotton T-shirt, $48, from Polo Jeans Company Ralph Lauren. At Bloomingdale's. Polo Jeans Company nationwide.; From left: Nylon board shorts, $48, from Polo Jeans Company Ralph Lauren. At Polo Jeans Company nationwide. Swirl-print nylon surfer shorts, $426. At Versace, 647 Fifth Avenue, and nationwide. Tiki-print nylon surfer shorts, $20. At Old Navy nationwide.; From left: Embroidered cotton shirt, $76, from Claiborne Menswear. At Marshall Field's, Chicago. Frayed cotton shorts, $58, from **Nautica** Jeans Company. At Lord & Taylor, New York City. Tie-dyed cotton shirt, $145, from Theory. At Bergdorf Goodman. Saks Fifth Avenue.; From left: Cotton pullover, $33. At Structure, 7 West 34th Street. Screen-print cotton T-shirt, $10. At Target, Queens.; From left: Color-blocked cotton shirt, $190, cotton tank top, $125, and waxed cotton clamdiggers, $135, from Rowley by Cynthia Rowley. At Cynthia Rowley, 112 Wooster Street. Sleeveless glazed-cotton shirt, $240, and lace-up cotton canvas pants, $340, by John Bartlett. At Bergdorf Goodman. Zip-front nylon-blend vest, $175, and nylon track pants, $250, from Boss Hugo Boss. For stores, call (800) 484-6267.; From left: Washed cotton jersey T-shirt, $170. At Marc Jacobs, 163 Mercer Street. Silk and cotton shirt, $252, by Sandy Dalal. At Barneys New York. Sleeveless cotton shirt, $65. At DKNY, 655 Madison Avenue. Cotton shirt, $200, by Etro. At Etro, 720 Madison Avenue. Jeffrey Atlanta, New York, 449 West 14th Street. Cotton top, $70. At Helmut Lang, 80 Greene Street. Cashmere knit top, $495, by Clements Ribeiro. At Jeffrey Atlanta, New York.; Tiki-print nylon surfer shorts, $20. At Old Navy nationwide.; Grooming by Maralyn S. for Profile L.A. Models: Scott Jackson, Jeremy King, Greg Knudsen, James Leishman, Micah Miller, Jed Morouse, Chris Panther, Jonathan Paskowitz, Joshua Paskowitz, Dave

Pinto, Chris Redding. Woman: Brighdie.; From left: Cotton-blend top, $195, and cotton shorts, $160, from Richard Edwards. At Jeffrey Atlanta, New York, 449 West 14th Street. Viscose top, $29, from Perry Ellis, and cotton shorts, $49, from Perry Cottons by Perry Ellis. At Macy's East. Viscose top, $105, and cotton twill shorts, $155, by Sandy Dalal. Shirt at Saks Fifth Avenue. Shorts at Camouflage, 141 Eighth Avenue. Sunglasses from Proksch at Robert Marc Opticians. Sneakers from Hogan. Cotton-blend top, $60, and cotton pants, $90. At DKNY, 655 Madison Avenue. Sneakers from DKNY.; From left: Tie-dyed cotton sweater, $98, and nylon-blend shorts, $70, by Tommy Hilfiger. At Macy's East. Sweater also at Bloomingdale's. Sunglasses from Morgenthal Frederics. Batik-print cotton shirt, $70, and cotton shorts, $60, by Tommy Hilfiger. For the shirt, call (800) 888-8802. Shorts at Macy's East. Sunglasses from Oliver Peoples. Sandals from Kenneth Cole Reaction. On her: Man's nylon-blend shirt, $48, from Kenneth Cole Reaction. Man's board shorts, $48, by Kenneth Cole. For stores, call (800) 536-2653.; Cotton-blend knit top with attached wooden bead necklace, $110, by John Scher. At Jeffrey Atlanta, New York, 449 West 14th Street. Nylon shorts, $30. At Structure, 7 West 34th Street. (Randall Bachner)

LOAD-DATE: March 19, 2000

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NEW NAUTICA LINE TO TARGET THE UPSTAIRS; china and apparel; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network March 20, 2000

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HFN The Weekly Newspaper for the Home Furnishing Network

March 20, 2000

SECTION: Pg. 48

IAC-ACC-NO: 60907911

LENGTH: 515 words

HEADLINE: NEW **NAUTICA** LINE TO TARGET THE UPSTAIRS; china and apparel; Brief Article

BYLINE: Zisko, Allison

BODY:
HFN REPORT-Following its successful downstairs tabletop launch last year, **Nautica** is targeting upstairs china departments with a new collection called **Nautica** Island Shores Tableware. The collection will be made by Pfaltzgraff.

Unlike the original launch of **Nautica's** Bermuda Tableware and Signature Tableware collections, which are also made by Pfaltzgraff and sell in upscale department stores, the new line has a suggested retail price of $ 50 for a five-piece place setting and is therefore slated for the upstairs.

The collection will be shown at the New York Tabletop Show next month and ship to select doors July 1.

"**Nautica** has already established itself in the housewares department with our successful lines such as Bermuda, Arctic White and Signature Stripe," said Ruth Anapol, senior vice president, licensing, **Nautica** International. "Island Shores is the natural next step for us in this market. We are not targeting a different customer; we are answering a different need of our customer."

Consumers responded positively to **Nautica's** original launch, which reached retail shelves in the spring of 1999. "**Nautica** is doing very well -- 25 to 30 percent over projections," said Anapol. "We're very happy with the way tabletop is working for us."

According to Roger Gendron, a senior account manager at NPD HomeTrak, **Nautica** was one of the top introductions in department stores' housewares dinnerware departments in 1999.

Nautica's casual appeal in the housewares department will work equally well in the china department, according to Anapol.

"The **Nautica** lifestyle embraces casual living. It is a casual, relaxed approach to living that does not ignore the **Nautica** customer's need for special, more design-oriented pieces -- whether that is in apparel or the home collection," she said. "We are marketing to the customer in the casual china department who wants something a little more special for everyday."

The design theme behind Island Shores corresponds with that of **Nautica** apparel. "**Nautica** is very much destination-oriented -- these themes appeal to the customer on some emotional level. Our Bermuda collection is evocative of a certain period in history -- carefree, gentrified, refined. Island Shores was created to evoke a similar feeling, but a little more exotic because of a bolder color palette and floral pattern," said Anapol.

The collection will be manufactured in Japan and will be available in three solid colors: khaki, aqua and moss green. A coordinating pattern features a woodblock daisy design on a khaki background. There will also be a collection of dark wood accessories, including chargers, bowls and coordinating flatware. A five-piece place setting will consist of a cup, saucer, rice bowl, salad plate and dinner plate. The pieces will also be sold open stock.

According to Pfaltzgraff, textural glass and modern metal accents will be a part of the collection, along with plastic-handled and frosted stainless-steel flatware that have suggested retail prices of $ 35.50 for a five-piece place setting.

IAC-CREATE-DATE: March 31, 2000

LOAD-DATE: April 01, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Men's designer clothes are bigger than ever The Record (Kitchener-Waterloo, Ontario) March 23, 2000 Thursday Final Edition

Copyright 2000 Toronto Star Newspapers, Ltd.
The Record (Kitchener-Waterloo, Ontario)

March 23, 2000 Thursday Final Edition

SECTION: LIFESTYLES; Pg. B11

LENGTH: 146 words

HEADLINE: Men's designer clothes are bigger than ever

SOURCE: Record News Services

BODY:
Men's designer clothing is bigger than ever before.

Ralph Lauren, **Nautica,** Tommy Hilfiger and Perry Ellis are now making larger-sized clothes to meet the needs of the changing men's marketplace. Finally, men who don't fit the mould don't have to settle on wearing khakis and sport coats that are different from the ones pictured in men's fashion magazines.

These items have been modified, however, to incorporate such elements as larger buttons, longer zippers and more belt loops, all details which are important to big and tall customers.

About 15 per cent of all American men are big and tall. This includes men who wear sizes 1X to 6X, have a waist measurement from 44 to 60 inches, inseams from 30 to 38 inches, tall sizes from XLT to 4XLT. The big and tall market is a $5.5 billion industry, according information provided by REPP Premier Big & Tall.

LOAD-DATE: September 22, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Spring Fashion 2000 The Clarion-Ledger (Jackson, MS) March 26, 2000 Sunday

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The Clarion-Ledger (Jackson, MS)

March 26, 2000 Sunday

SECTION: FASHION TAB; Pg. 14F

LENGTH: 679 words

HEADLINE: Spring Fashion 2000

BYLINE: Pettus Gary

BODY:
Shoes are just shoes, right guys? Well, almost

By Gary Pettus/Clarion-Ledger Staff Writer

Which of these is least likely to alter its course: (a) the Mississippi River, (b) the Great Wall of China, (c) men's shoe styles.

If you chose "c," then you probably are a man, are married to one, or sell shoes to them.

"Men's shoes just don't change a ton," said Garner Hickman, salesman for Great Scott, a men's clothing store in Jackson.

"We're seeing more buckles, maybe."

There's a least one other earth-shattering upheaval within this fashion domain: squarer, or boxier, toes. Not they weren't boxy to start with.

Living dangerously, men and their feet are.

"The toe is not as pointed this season," said Billy Neville, owner of the Rogue, another men's clothing store in Jackson.

"But styles really don't change much. Men's dress shoes are very functional and understated.

"This year, you can say that they have a little thicker sole, a little more of a lift, a thicker heel. A little more of a statement than in the past."

Among the brands helping men write those statements are Kenneth Cole, Johnston & Murphy (J & M), Mezlan, Stacey Adams, Georgio Brutuini, Marco Vicci and Salvadore Ferragamo.

"We also have a new line, Paraboot," Neville said. "It's a French shoe and probably the finest shoe we've ever had in the store. Beautiful premium leather. All hand-made."

If there is a big color in men's shoes this spring, it is black, Neville said. Other colors to look for: cream,

bone, medium-light brown, chocolate brown and cognac.

In a hark back to yesteryear, you'll also see color combinations, or two-tones, along with combinations of textures.

"You'll see black and white mixtures and wovens mixed with leathers," said Darrell Wilson of Jackson, a wardrobe stylist.

"Men's shoes are either going to be all braided or partially braided.

"Skins are also big: alligator, moccasin. Men's shoes are even coming in microfibers, which are as comfortable as everything. They're shaped to fit your foot and they're easy to clean.

"I believe that men should always invest in a wonderful pair of shoes, because that's one of the few elements that can make an outfit for a male.

"You can buy a good, basic suit and make it look brand new every time you wear it with a great tie, a good-looking belt and a wonderful pair of shoes."

So much for dress shoes. Casual and sports shoe wear doesn't change much either, but there are some points of interest this season.

"Men's sandals are going to be tremendous," Wilson said.

At Great Scott, a new line is afoot: Havana Joe. "It's a very comfortable shoe: clogs and sandals for men," Hickman said.

H. S. Trask and Cole-Hann also remain popular names in the casual line.

For those who prefer something more rugged on their dogs, there's more good news.

"There is an outdoor shoe, which is cut lower than the hiking boot, with a the bubble-gum sole," said Bruce Williams, assistant manager at Marty's Store For Men in Jackson.

"It will come in a suede, red, navy, brown, black. Brand names include **Nautica** and Tommy Hilfiger.

"As for tennis shoes, the most popular brands in our store are the Jordans, Air Max, Reboks, Tommy Hilfiger, Fila, Perry Ellis and others."

Footnote: socks. "You're seeing a lot of color in socks, but in muted tones," Neville said.

"Earth tones in interesting, intricate patterns."

Among the brand names in socks is Pantherella, Hickman said. "You're still going to see a lot of the lighter colors this year, matching the lighter trousers, such as off-white, ecru and light gray."

Socks, like shoes, should always speak to a man's fashion conscience. But they should never be loud.

"Socks should truly be an accessory instead of a statement," Neville said.

"The only statement they should make is about good taste."

Brian Albert Broom/The Clarion-Ledger

Bold, woven patterns from Mezlan and saddle-colored NUBUC loafers by Alden will set the trend this year in men's footwear and cotton dress socks are expected to be the standard says Michael Potts of Great Scott.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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INVESTING A CLASS-ACTION EFFORT;CHESTERFIELD PUPILS TAKE STOCK OF MARKET Richmond Times Dispatch (Virginia) March 30, 2000, Thursday,

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Richmond Times Dispatch (Virginia)

March 30, 2000, Thursday, CITY EDITION

SECTION: AREA/STATE, Pg. B-1

LENGTH: 751 words

HEADLINE: INVESTING A CLASS-ACTION EFFORT;
CHESTERFIELD PUPILS TAKE STOCK OF MARKET

BYLINE: Kristen Noz; Times-Dispatch Staff Writer; Call Kristen Noz at (804) 743-9052 or e-mail her at; knoz@timesdispatch.com

BODY:
The economic debates among the young investors sounded more like a noisy boardroom than a seventh-grade classroom at Manchester Middle School in Chesterfield County.

Christi Bell encouraged her group to choose shares in Johnson & Johnson because the company has a steady reputation as a blue chip stock, she said. But, under the advice of Christi's dad, she and her classmates chose Time Warner, instead.

Amy Stamp and her group got a tip from a stockbroker to select stock from Home Depot and Intel Corp., she said. The group decided to go with Home Depot because the value of technology stocks had been falling after recent hacker attacks on the industry, she said.

Jon Trammell and his group never second-guessed their stock choice, ExxonMobil Co. After all, spring break is approaching, which means people will want to travel and they will need to fill their gas tanks before they leave on their trips, he said.

The stocks that Jon, Amy, Christi and their classmates selected will become part of a hypothetical portfolio the class will monitor through Salomon Smith Barney's Young Investors Network. Developing the portfolio is the final lesson in a financial literacy program sponsored by the brokerage firm.

Manchester Middle School is one of 50 schools nationwide that participated last week in the program called Take Your Parents to School Day. Each year, Salomon Smith Barney accepts only the first 50 schools that register for the program. Robinson Secondary School in Fairfax also participated.

"We want to educate children about investing," said Linda K. Lau, a financial consultant with Salomon Smith Barney. "We want to make sure the children know about the stock market, how to invest their money, how to save their money and understand the concept of money."

The program curriculum introduces financial concepts, such as investing in the stock market, to pupils in the fifth through ninth grades. The program also includes a contest that gives pupils the chance to win shares of stock.

Carolyn Schott, a pre-algebra teacher at Manchester, said the program helps pupils understand the real-

world applications of the skills they learn in her class. The financial lessons also force pupils to work with percents, fractions, decimals and graphs, skills that pupils must learn as part of the math Standards of Learning, she said. Four of Schott's five classes took part in the program.

Salomon Smith Barney provides participating classes with workbooks and curriculum guides for the teachers. The teachers spend about three days introducing their pupils to basic financial concepts. Then a financial consultant from Salomon Smith Barney conducts a final lesson and explains the stock market contest to the pupils. Salomon Smith Barney encourages parents to attend all of the lessons, Lau said.

"We want the parents to work with the children . . . so when they go home they can continue to educate their children on the economic concepts," Lau said. "These are things parents should continue to highlight with their children on how to manage money."

For the contest, the pupils compile a hypothetical portfolio by choosing five stocks from a list provided by Salomon Smith Barney. The pupils choose from companies including **Nautica,** Coca-Cola, McDonald's, The Gap and America Online, and they base their choices on information they collect about the stocks on the list. Each school can submit three class portfolios.

Classes track the performance of their stocks for 12 weeks. The portfolio with the highest percentage increase wins the contest. Each pupil in the winning class will receive a share of Citigroup stock, currently worth about $ 61. Salomon Smith Barney is a subsidiary of Citigroup.

Salomon Smith Barney developed the program in 1997 and conducted pilot projects in New York, Boston and Chicago the following year. In 1999, the company launched the national program and accepted its first group of 50 schools. Salomon Smith Barney worked with Merging Business & Academics, an educational consulting firm in New York, to develop the curriculum.

Salomon Smith Barney will announce the winner of its stock market contest at the end of May.

"No one in my family has ever invested anything and I really didn't know all that much about the stock market, so I thought this would be a really good chance for me to learn," said 12-year-old Amy Stamp. "I think that I'll eventually buy a stock. This program has made me more knowledgeable about it."

GRAPHIC: CHART, PHOTO

LOAD-DATE: March 31, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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OUTDOOR FURNITURE; Brief Article House Beautiful April 1, 2000

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House Beautiful

April 1, 2000

SECTION: No. 4, Vol. 142; Pg. 44 ; ISSN: 0018-6422

IAC-ACC-NO: 60102976

LENGTH: 550 words

HEADLINE: OUTDOOR FURNITURE; Brief Article

BODY:
for carefree summer days in the open air

A special durable finish and drainable cushions make Laneventure's woven rattan Morris chair and footstool from its Avignon Collection ideal for outdoor use. Chair, $ 1,625; footstool, $ 500. Call 828-328-2271.

A custom-built 77-inch-long mahogany bench by Brennan. Edwards from DelGreco & Co. in semi-gloss paint recalls Edwardian England. Through designers; $ 11,400. Call 888-343-7285.

Barlow Tyrie's contemporary Drummond Collection teak dining table, which is 73 1/2 inches in diameter (also available in 59 inches), can be paired with a convenient Lazy Susan. Table, $ 2,599; Lazy Susan, $ 599. Call 800-451-7467.

Luxury yachts were designer Kipp Stewart's inspiration for Summit's stacking dining armchairs in polished stainless. steel and plantation teak; $ 1,411. Call 831-375-7811.

Gandia Blasco's sleek chaise longue from DelGreco & Co. has an anodized aluminum flame and broad iroko wood slats. Through designers; $ 2,125. Call 888-343-7285

Tropitone's 44 1/2-inch-high wide-slatted barstool from the Melrose Collection comes in plantation. grown teak and has a distinctive forward. angled look; $ 750. Call 949-951-2010.

A green 48-inch-diameter Cadogen metal table with a powder, coated finish and an umbrella hole is based on an antique French design; $ 340 at Anthropologie. Call 800-309-2500.

Smith & Hawken offers a classic 78-inch-long Lutyens-inspired bench in black steel with a powder, coated finish; $ 1,150. Call 800-776-3336.

Low and roomy, the barrel-shaped, teak open-arm Olympus lounge chair from Sutherland has a cushion covered in one of its Perennials fabrics; $ 1,800. Call 800-717-TEAK.

The St. Maxime chair from Janus et Cie' s Loom Collection is made of polymer resin-strengthened woven paper over an aluminum frame; with woven-braid detailing, $ 580. Call 800-24-JANUS.

A handsome and generously proportioned traditional 58-inch-long teak bench from Lexington's **Nautica** Home Collection; $ 1,240. Call 800-LEX-INFO.

Vinyl tubing wrapped over a powder-coated aluminum frame gives a translucent quality to Brown Jordan's Streamline lounge chair and ottoman. Armchair, $ 1,999; ottoman, $ 599. Call 800-743-4252, x221.

The horseshoe chair from Bradford Stewart' s Poolside Aluminum Collection has a satin. black powder. coated finish; $ 750. Call 510-835-1365.

Low and comfortable with water, resistant acrylic fabric-covered cushions, Giati's Palazzio arm chair in plantation-grown teak welcomes lounging; $ 3,514. Call 805-965-6535.

Massimo, a stainless-steel-and-teak line from Royal Botania, comprises a 109 inch by 39 inch dining table and coordinating flexible chairs. Table, $ 3,900; armchair, $ 595; side chair, $ 495. Through Henry Hall Designs. Call 800-367-9150.

Part of a modular system, Munder Skiles's 40-inch-square mahogany Amish table has hooks to attach another square or demilune table; $ 2,900. Call 212-717-0150.

Inspired by mid-century designs, Brown Jordan's aluminum. framed Futura armchair is Resinweave, a synthetic with the look of natural wicker; $ 599. Call 800-743-4252, x221.

The bold, minimalistic contemporary Fusion chaise longue from Brown Jordan consists of Resinweave over an aluminum frame; $ 1,899. Call 800-743-4252, x221.

IAC-CREATE-DATE: May 16, 2000

LOAD-DATE: May 17, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Stuff Providence Journal-Bulletin (Rhode Island) April 4, 2000, Tuesday,

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Providence Journal-Bulletin (Rhode Island)

April 4, 2000, Tuesday, All EDITIONS

SECTION: LIFEBEAT, Pg. 14E

LENGTH: 495 words

HEADLINE: Stuff

BODY:
Cold, hard facts of life, death

You've told your loved ones a million times where to find your will, your health-care directive, the durable power of attorney and other documents. But will they remember you put them in the third drawer of the guest closet? A more unforgettable place is the freezer or the refrigerator, says the Funeral Consumers Alliance, which is selling a $ 10 packet including a plastic pouch and an Edward Gorey-designed refrigerator magnet that says "Matters of Life and Death Inside." To order, call (800) 765-0107.

E-mails send grave thoughts

And here's a way to make sure you really get in the last word.

FinalThoughts.com is a Web site devoted to making "planning for the inevitable less scary," founder Todd Krim told Wired magazine.

You register, obviously, before you kick the bucket. You prepare a bunch of messages to send to your friends and family members ("Don't forget to walk the dog," "Stay away from fried foods," "I want you to know I always despised you").

Then, after you die, when a designated "Guardian Angel" informs the site that you're gone, the messages are dispatched electronically. Krim told Wired that he's hoping to make the site "a full-service death portal," offering caskets, links to genealogy sites and all manner of related material.

Fake fashions fit for needy

The raid of a fashion-conscious clothing store in St. Louis ended happily with a donation to the poor in Southeast Asia.

More than 24,000 pieces of fake-label clothing, seized by officers from a store Jan. 19, were donated through the World Vision organization to the needy of Cambodia.

The items include more than 9,000 shirts, 5,000 pairs of pants, 5,000 hats and nearly 1,000 coats, all with exclusive names like Fubu, Tommy Hilfiger, Nike, Polo and **Nautica.**

They have the labels, authorities said, but they are not authentic.

"Instead of destroying the counterfeit items, the legitimate manufacturers decided to let them benefit some

people," police Lt. Steve Harmon, commander of the crimes against property division, said last week.

Shoes shape the feet

If the shoe doesn't fit, don't wear it. The belief that shoes will adapt (or become broken in) to fit a foot is a myth, the American Academy of Orthopaedic Surgeons says. The reality is that feet try to adapt to fit the shoe. People who constantly wear shoes that don't fit properly can develop a variety of problems, ranging from bunions to arthritis.

Women turn on to work out

Here's something, we're told, most women do: watch TV while working out.

That's what a poll conducted for Shape magazine says. But although 56 percent of women like watching celebrities in action while they are in action, it's not necessarily out of desire to look like a star. Fifty-eight percent of women say they exercise purely to relieve stress.

Compiled by Jim Seavor from reports by the Associated Press, Knight Ridder Newspapers, San Francisco Chronicle.

LOAD-DATE: April 5, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Designer has eye on future as firm rides crest of wave South China Morning Post (Hong Kong) April 7, 2000

Copyright 2000 South China Morning Post Ltd.
South China Morning Post (Hong Kong)

April 7, 2000

SECTION: People; Pg. 24

LENGTH: 289 words

HEADLINE: Designer has eye on future as firm rides crest of wave

BODY:
Designer David Chu didn't like what he saw when he went out shopping, so he started his own clothing company - **Nautica.**

"I started my own company because I didn't understand why functional clothes for men had to be boring," says David, whose company had a turnover of US$ 1.1 billion (HK$ 8.5 billion) last year. "Everything was either beige or navy and I thought bright colours should be worn by men, too."

So David set out to design men's clothes that were functional, timeless and yet interesting - and **Nautica** was born. "I love boating and snorkelling, which I do in the Caribbean and I just love the

water and the lifestyle associated with the beach," he says.

"**Nautica** means ship in Latin."

Although David lives in New York, he comes to Hong Kong four to five times a year where he has two offices. He was in town recently for the launch of **Nautica's** eyewear collection which, he says, combines style and function. With a growing business empire - David will soon be launching the **Nautica** fragrance line and home furnishings.

As a menswear designer, David favours clothes that are simple. "I like simply proportioned clothes with colour combinations and functionalised details . . . I haven't worn a tie for a year." But he says personal tastes are constantly evolving. "We get to a certain age where we settle down to a certain sense of style and personal taste level. But I still keep an open mind to new ideas. Fashion is about being young and progressive."

And as the chief executive and designer of **Nautica,** David says the biggest challenge for him is not to lose the fun he gets from his job.

"I really enjoy what I'm doing right now and still get excited about the business," he adds.

GRAPHIC: David Chu and **Nautica's** summer look.

LOAD-DATE: April 10, 2000

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 (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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TALE OF TWO PORTS The Bradenton Herald April 9, 2000 Sunday BRADENTON EDITION

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The Bradenton Herald

April 9, 2000 Sunday BRADENTON EDITION

SECTION: BUSINESS; Pg. 1

LENGTH: 1133 words

HEADLINE: TALE OF TWO PORTS

BYLINE: Steve Hollister, Herald Business Writer

BODY:
EDITOR'S NOTE: Herald business writer Steve Hollister, back from Mexico where he covered the Ports of Tampa Bay trade mission by officials from the ports of Tampa Bay, St. Petersburg and Manatee, makes his last report today. He draws some similarities and differences between the two regions and the Port of Manatee and Yucatan's Port Progreso.

For all the differences between Manatee County and the Mexican state of Yucatan, it is the similarities in growth patterns that have led to increased local interest in doing business with the Gulf of Mexico neighbors.

After years of serving mainly as the host to its Mayan Indian ruins and as a springboard to the Cancun/Cozumel tourist areas, Yucatan is widely considered to be a leader in Mexico's economic growth.

Yucatan has been put on the international trade map by embracing new transportation routes and industrial growth through an enthusiastic government and a population that has rolled up its collective sleeves.

In Yucatan, business such as The Gap, **Nautica,** Coca-Cola, Kraft Foods, Trane and Tommy Hilfiger have found a home.

Often called a "sister country" by Mexicans living outside of the region because of its differences in culture, the Mayan Indian-dominated Yucatan historically has played second fiddle to the remainder of the country. Mayan citizens occasionally found themselves at odds with other states during periods of the country's history, although civil unrest has been a thing of the past for more than 60 years.

Today, with the global economy taking hold and the years of divisiveness seemingly behind it, Yucatan is building power stations, carving six-lane highways to important destinations and taking advantage of its resources.

"I think it's an excellent place to do business," said Michael Perez, director of maritime marketing for Port Manatee. "Obviously, there are a lot of other corporations that feel the same way."

With plenty of electricity and water -- the state uses only 4 percent of its capacity -- free trade-driven maquiladoras are popping up everywhere. Mainly large manufacturing facilities, maquiladoras produce everything from brand name clothing to computer software.

Port Progreso, built on the end of a bridge and causeway system that extends more than three miles out into the Gulf of Mexico, is in the process of completing a $120 million expansion project to handle the importing and exporting needs of the growing economy.

Once completed, the "break water" port will be able to welcome eight large ships at once, including two cruise ships and a ferry boat cruise ship, according to Augustin Arroyo Toledo, the port's executive director. Cruises on the Regal Empress between Port Manatee and the wind-swept Mexican port are scheduled to begin this fall.

As that work continues, some 500 miles away Port Manatee has begun seagrass mitigation work in preparation for what is expected to be more than $80 million in improvements that include new cruise and cargo facilities.

The difference, however, is in the time line. Port Manatee's plans are spread out for years to come with regulatory checks and Manatee County Port Authority approvals frequently required before work on a new phase can commence.

At Port Progreso, the mammoth task of dredging new channels out of a limestone bay bottom and creating more than 125 acres of land where there was once 15 feet of bay water will take only 16 months. And as the acreage is created through the project's completion in September, buildings and storage facilities are quickly constructed.

Progress is evident throughout Yucatan. Gov. Victor Cervera Pacheco was anxious to show off the new Kahua International Airport, which is scheduled to open this month, to the Ports of Tampa Bay contingent during its trade mission.

Through its efforts, Yucatan also has become the second leading handler of grain in Mexico, moving 1.4 million tons per year and trailing only Mexico City, which must feed 23 million people every day.

Based in part on the opportunities opened by the North American Free Trade Agreement signed in 1995, Yucatan exports six million pieces of clothing per year, 1.8 million pieces of fine handicraft and 1.5 million pieces of furniture and wood items, according to the Mexican Ministry of Trade and Industrial Promotion.

On the production side, the agriculture and fishing industries annually turn out 8,000 metric tons of fruits and vegetables, 4,000 metric tons of orange juice concentrate, 16,000 metric tons of honey, 12,000 metric tons of fish and 5,000 metric tons of sisal fibers and cordage used for textile, decoration and sack packaging.

"This is going to be a very good place for business for someone who wants to invest here," said Arturo Lopez Alonzo, the director of industrial development for Yucatan. "We are increasing our trade more than 50 percent per year."

By comparison, Manatee County produced 49,590 metric tons of oranges, tangerines and grapefruit during the 1997-98 growing season. It also produces 3,300 metric tons of fish annually and harvests 1.1 million cubic feet of wood products, according to the Manatee County Extension Service.

In Manatee County and Yucatan, tourism is a critical component of the respective economies' long-term health. And while both areas pride themselves on their pristine beaches and ecotourism, Yucatan also boasts dozens of Mayan sites remaining from between the first and eighth centuries that are incredibly well preserved.

In Merida, the capital of Yucatan and home to nearly a million people, the tourism industry is spurring

investment in new city streets, hotels and landscaping. For George Williamson, the chief executive officer of Port Tampa and a traveler to Merida for the past 15 years, the change has been striking.

"It is more than you can imagine," said Williamson. "It used to be pretty third world with one-lane roads, a lot of flooding and things like that. I think its gone from that to being first world in just a few short years. There's even ESPN on the TV at the hotel."

Tour groups constantly shuttle in and out of packed Holiday Inn and Hyatt hotels in downtown Merida on their way to day tours of ruins or trips to Progreso for some sand and sun. Nearby, workers move forward on construction of upscale hotels. State officials hope to have more than 7,500 hotel rooms in the near future.

Not unlike the Tampa Bay area, tourism also may serve as the bait to vacationing business leaders who might discover that the area has more to offer than just a good margarita and air conditioned tour bus rides.

"They could go down there on vacation, see the infrastructure and what the business community is like and could very well decide to put an operation down there," said Perez.

NOTES: Sidebar: Mayan settlement shows strength of purpose, fragility of long-term plans

GRAPHIC: Color photos, Steve Hollister, The Herald: Augustin Arroyo Toledo, executive director of Port Progreso, explains the port's expansion project to Ports of Tampa Bay trade mission members.<American and European tourists, fresh from family vacations and spring break excursions in Cancun, Cozumel and other Yucatan Peninsula destinations, wait for flights out of Cancun's airport.<Color illustration of proposed Yucatan port, special to the Herald<Color photo, Tom O'Neill, The Herald: Port Manatee

LOAD-DATE: January 29, 2002

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Broncos checking out wide receivers The Gazette (Colorado Springs) April 10, 2000, Monday

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Knight Ridder/Tribune News Service
The Gazette (Colorado Springs)

April 10, 2000, Monday

SECTION: SPORTS

KR-ACC-NO: K2518

LENGTH: 686 words

HEADLINE: Broncos checking out wide receivers

BYLINE: By John Branch

BODY:
DENVER _ Looking at the 2000 class of receivers is kind of like gazing around the room at a Dennis Rodman party. There is seemingly someone for everyone.

No position is deeper than receiver heading into this weekend's NFL draft. And no position has such an eclectic mix of styles and personalities.

The head of the class is Florida State's game-breaking Peter Warrick, who traded in last season's Heisman Trophy for some nifty **Nautica** and Polo shirts on special discount at Dillard's. He'll be gone before the fifth pick, and when he goes, 30 defensive coordinators will scrambling to look at their team's schedule, hoping Warrick's new team isn't on it.

It's a few picks later that things will get curious. As many as a dozen receivers will be chosen in the first two rounds. The Broncos, at No. 10 and with a hankering for someone to team with - and, with luck, outshine - Ed McCaffrey and Rod Smith, may be the team to get things rolling.

Maybe. But only a couple of receivers beyond Warrick are deemed worthy of a top-15 pick. One is 6-foot-5, 225-pound Plaxico Burress, who has been living life recently like he's, well, Dennis Rodman - skipping interviews for basketball games, shuttling about in limousines and spending money he doesn't have just yet. Draft watchers question his hands, not the body part you want criticized if you're a receiver. But Burress just may be this year's version of Warren Sapp or Randy Moss, superstars who fell amid questions of character and talent into an unsuspecting team's lucky arms. If he slides, it won't be much further than Denver.

The other top-15 talent is Florida's Travis Taylor (6-1, 195), who surely has whiplash from climbing the mock draft charts so quickly in recent weeks. He's wowing draftniks with his athleticism, if not his production. Same goes with 6-2, 215-pound Jerry Porter. Six months ago he was a West Virginia safety; today he's a first-round shoe-in at receiver.

There's the aw-shuckish Sylvester Morris, whose only scholarship offer came from tiny Jackson State. Now he's considered a rare combo of size (6-3, 205) and speed (4.5 40) worthy of a mid-first round pick.

"We all catch the same kind of balls, run the same kind of routes," Morris says. "The others might have had

more exposure coming out of high school. But they treat me just like one of the guys. The only difference is that they sometimes played each other, and they talk about that."

If Denver shies away from a receiver in Round One - and because the Broncos have a habit of not addressing their major need in the first round, it's possible - the team will certainly look for help in the second. They might choose between R. Jay Soward and Danny Farmer, the oddest couple since Oscar and Felix (Felix, by the way, is not Sylvester Morris' middle name, though it should be).

Soward has a fast-talking, look-at-me bravado. He admits he rarely attended his Southern California classes, instead daydreaming of winning the Heisman Trophy he had pictured over his bed.

"I've heard I have a horrible image, that I'm a gang-banger or a thug," says Soward, the fastest player in the draft, whose combination of small size (5-9, 172) and brashness will carry him to the second round, where a team might get very lucky. Or very annoyed.

UCLA's Farmer is the anti-Soward, a McCaffrey clone with all the flamboyancy of a pharmacist.

"I really concentrate on route running and getting open," says Farmer, part deep-threat (23 plays over 40 yards, and a 19-yard per catch career average), part lanky possession receiver. "I just like catching balls, especially in clutch situations."

Don't like any of them? There's plenty more. Try Arizona's Dennis Northcutt, who had better stats than Soward and Farmer in the Pac-10. Or Georgia Tech's Dez White, Texas' Kwame Cavil, Southern Mississippi's Todd Pinkston and Florida's Darrell Jackson. Like their receiver brethren, they're all going places. In a hurry, come Saturday.

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Basketful of finery; Casual, sophisticated clothing replace Easter frills on all but the youngest Knoxville News-Sentinel (Tennessee) April 13, 2000, Thursday

Copyright 2000 Knoxville News-Sentinel Co.
Knoxville News-Sentinel (Tennessee)

April 13, 2000, Thursday

SECTION: Style; Pg. B4

LENGTH: 603 words

HEADLINE: Basketful of finery; Casual, sophisticated clothing replace Easter frills on all but the youngest

BYLINE: Rebecca Simmons, News-Sentinel staff writer

BODY:
Frilly, -- even fussy -- dresses, hats, lacy socks and black patent Mary Janes will never go out of style for little girls at Easter.

Parents who dress their daughter on weekdays in the latest trends -- like cargo pants, T-shirts and flares -- still want them to wear traditionally feminine looks for that important Sunday.

Easter and spring dress fashions for young girls are sweet looks with embroidery and smocking, according to Tracy Mitchell, executive editor of Children's Business, a monthly trade magazine serving the children's retail industry. Older girls in the 8 to 10 age range want long sheath dresses, perhaps with a sophisticated sheer overlay or jacket. The colors for the season are light pastels, particularly pink, lilac, pale blue and buttery yellow, for the younger girls. Bright pastels like apple or celery green, sunflower yellow and hot pink are the choice of older "tween-age" girls.

Black or white patent leather shoes may be just fine for your little girl, but older girls will probably want big, wedge-heeled sandals to complete their Easter look.

The dress-down casual movement, which has revolutionized how we dress for work and church, has affected how little boys dress on Easter Sunday. Not so long ago, coats and ties were purchased for boys to wear. The youngest guys may have even worn short pants. That's rare these days.

"Dad wants son to look more like him," says Mitchell. Which means khaki pants, button-down or golf shirts are worn to church.

That's probably why so many stores like Old Navy and the Gap offer baby and children's clothes in petite replicas of adult clothing.

Labels like Christian Lacroix, Tommy Hilfiger, Ralph Lauren, Donna Karan and **Nautica** have tapped in to this parental desire to dress children as an extension of their personal style by selling children's chic at designer prices. All that parental interest in fashion breeds style-conscious children, often at an early age.

"We are seeing it more and more," says Mitchell. "The parents come in with four- and five-year-olds and they have battles over what to wear. Even five- and six-year-olds know what they want to wear."

Mitchell calls this "aging-up."

"The child has the desire to look older, but clothing manufacturers have to draw that line to determine what is appropriate," she says.

Helen Connor, manager and buyer for Crenshaw Children's Shop, has seen the business change since she started in children's retail in 1973.

"It is a change," says Connor. "They are getting older looks for a younger child."

Connor says all the young girls want to look like "rock stars."

"They just want to look older. They want to look like teenagers," she says.

While babies and toddlers are still wearing traditional dresses in sweet pastels with smocking and appliques, the older girls want long, form-fitting sheath dresses, she says.

Bright colors are popular with tweens, and even black, says Connor.

"We used to never even look at black; now we have some," she says.

Crenshaw's is a traditional shop that still sells sport coats and ties for little boys, but at Easter, she says, most parents opt to buy sweater vests with a golf shirt and pants.

Connor says the dressiest dresses and the spiffiest suits for children are often reserved for weddings.

"It has changed a whole lot," she says. "I see that at my church. They don't dress up like they used to. I don't know if we are going to go back (to dressing up). I kind of wish we would."

Rebecca Simmons can be contacted by calling 342-6426 or by e-mail at simmonsb@knews.com.

GRAPHIC: (Color) Alex King models a traditional Easter look for little boys. His navy blazer, yellow vest and white pants are by T.F.W. Trading Co., and his yellow and royal print tie is by U.R.IT., all from Proffitt's. (Color) Easter bonnets will never go out of fashion. Six-year-old Breann Powell, left, wears her straw bonnet with a lilac linen and cotton dress trimmed in beige lace from Good Lad of Philadelphia. Her straw purse is decorated with lilac flowers by Dover Kidz. Ten-year-old Grace Boutwell, right, wears a pale yellow polyester and cotton dress by Biscotti. The bodice is decorated with satin flowers, covered in tulle with tulle cap sleeves. Her purse is a pale yellow patent leather frame bag with faux pearl handle. Both girls are wearing T-strap shoes by Mollie Munro. Both girls are wearing clothing and accessories from Dillard's. (Color) Megan Chang, left, is ready for an egg hunt in a sleeveless, vivid yellow cotton and microfiber waffle-cloth empire waist dress with embroidered daises at the ne

LOAD-DATE: April 19, 2000

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Smart fashion The Business Journal April 14, 2000

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The Business Journal

April 14, 2000

SECTION: Vol. 20, No. 28; Pg. 27; ISSN: 08951632

B&H-ACC-NO: 52765361

DOC-REF-NO: PBJ-2286-12

LENGTH: 444 words

HEADLINE: Smart fashion

BODY:
The Antigua Group Inc.:

Antigua provides men's and women's logoed apparel and outerwear for all major sports, colleges and universities as well as for corporations and special events. The company sells its goods to retail outlets, team shops and specialty stores as opposed to directly to the customer.

Chat with Ron McPherson, president

Greatest strengths: "Antigua's people and its customer service ability. When you're brand new, you don't have product differentiation, necessarily, unless you've invented something nobody else has. Our product differentiation was to outservice (the competition)."

Biggest obstacle: "As a small company, we're competing against literally billion-dollar corporations. (Polo, Tommy Hilfiger, Nike and **Nautica** are some examples.) What happens is they have a much, much stronger brand identity and brand power. You end up, in some cases, with not objection to your product but indifference: 'I'm already dealing with x major guy or y major guy.'"

Biggest mistake: "We overestimated our ability to sell women's fashion; and obviously with that overestimation, we had far too much ladies inventory, and the marketplace wasn't receptive. During that same time frame we experimented with accessories and offered a men's and women's belt program, and it was something that was born of optimism, but not born of due diligence."

Key to financial success: "Treating each day and each order with a lot of reverence. Every order is important. Deliver every order as completely as possible. Keep the company lean from the standpoint of being very efficient."

How technology Improves business: "Technology has been very important to Antigua. In 1997, we automated our sales force, creating a system that allowed our sales people to place orders on their laptop computers, view inventories on a realtime basis and electronically transfer orders. Each representative is viewing what we really have on our shelves, so the customer is buying inventory that's real and getting 100 percent deliveries."

Greatest ongoing challenge: "Continual training and recruitment of our field sales representatives. As a smaller company in this industry, we're very much dependent upon the sales person in the field to convey the appropriate messages to present our product in the appropriate way. It's incumbent on us as a company to continue to train and recruit quality sales people."

Keys to customer service: "The keys are the convenience to the customer to initially place orders, convenience to find out the status of their orders and obviously the ability to deliver the customer's orders in the time frame that was initially promised."

LOAD-DATE: May 16, 2000

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*Water Wear *** Added structure makes popular tankini more wearable for more women this season The Advocate (Baton Rouge, Louisiana) April 17, 2000, Monday*

Copyright 2000 Capital City Press
The Advocate (Baton Rouge, Louisiana)

April 17, 2000, Monday METRO EDITION

SECTION: PEOPLE; Pg. 1-C

LENGTH: 628 words

HEADLINE: Water Wear *** Added structure makes popular tankini more wearable for more women this season

BYLINE: KAREN MARTIN

BODY:
It's back and it's better.

The tankini, that combination of tank top and bikini bottom that took the swimsuit world by storm last year, is continuing its stronghold on the market.

"They took last season's suits and they made them more wearable for everyone," said Vickie Thompson of Pampo's. "Last year, they were just a tank top, and they lacked structure. It could be very unflattering and a lot of the 30-plus crowd couldn't wear them because there was no support in them.

"This year, they put some structure in them. They've added underwires and padding, so they're more wearable for a larger market."In fun stripes and geometric patterns as well as lots of bright colors, the tankini shows no signs of slowing down, said Thompson and McRae's Ric Swafford.

Some manufacturers have taken a cue from the popular mix-and-match idea, seen mostly in the bikini market, and thrown the tankini into the game.

Kmart's Kathy Ireland Mix and Match Collection allows women to combine tops and bottoms of all shapes and sizes, including the tankini.

In addition to a classic bikini bottom, Ireland's label gives women the option of pairing a tankini top with a bikini brief bottom with a higher waist or boy-short bottoms.

The collection includes black, blue, fuchsia and canary yellow, along with a variety of prints from gingham to ombre patterns.

The tankini, however, is not the only game in town when it comes to causing a commotion in the ocean.

Like the tankini, the bandeau top appeared on the scene last year and is back "new and improved" for 2000.

"There's lots of interest in the bandeau top this year because they've added structure to it, too, and that makes it more flattering," said Thompson.

Of course, the traditional bikini remains a big seller, Thompson said, and the mix-and-match options allow a number of looks by combining different tops and bottoms.

McRae's Swafford also noted that several higher-end lines, like **Nautica,** Tommy Hilfiger and Polo, are showing one-piece suits.

"They have an athletic look," said Swafford, adding that suits are coming in solid colors as well as stripes.

Colors and prints are bright, with pinks proving a big hit, said Swafford.

Thompson agreed, adding that light blue, khaki, black, royal blue, gray, silver and white u some as solid colors, others mixed u are some of the hottest colors for suits. Prints, from classic Hawaiian splashes of color, to watercolor washes of soft hues, also offer options in color.

New on the beach is the reversible suit.

"It's a classic bikini with an underwire top and on one side it might be striped with pink, burgundy and red with bright piping and on the opposite side it has a floral print in the same colors. So you can mix and match it on your own," said Thompson.

Kmart also reports the return of the skirted bottom, a retro look for today that first surfaced in the 1950s. It's making its comeback in floral prints and bright colors.

The Kathy Ireland collection also includes a one-piece suit in a camisole style.

Details, such as mesh inserts and textured fabrics, add interest to both one- and two-piece suits, Thompson said.

The favorite coverup for spring is the sheer sarong, which is tied at the waist, the retailers agreed.

"We also have a sarong-type thing that you step into and you can tie it at the chest or drop it to the waist," said Swafford.

Guys also are going for color when it comes to picking out their swimwear, said Swafford.

"I think the tropical look is what's going to be big," he said.

Bright suits with splashes of tropical flowers are "selling out as fast as we can get them," Swafford said. "Anything with a floral."

Hawaiian shirts also are going to remain popular, he predicted.

GRAPHIC: Color photos of: Robin Saxon modeling a tankini with a Hawaiian print from Pampo's;

Shameka Holden, Kalli Fontenot, Courtney White, Kiersten Gautreau, Charles Kay Jr., Jennifer Marque and Kristie Vincent and Richard McCorkel wearing suits from McRae's; Maryann Chatagnier wearing a bandanna print suit from Pampo's; Lori England wearing a pink suit from Pampo's (By Derrick E. Wilson); B.W. photos of: Robin Saxon wearing a tankini top and a bottom with a boy-cut leg; Lori England and Maryann Chatagnier wearing suits from Pampo's (By Patrick Dennis); Kathy Ireland wearing a skirt bottom swimsuit from her swimwear line for Kmart; Kathy Ireland wearing a bubble gum pink camisole-style suit (PP)

LOAD-DATE: April 17, 2000

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Big names furnish mass appeal The Dallas Morning News April 21, 2000, Friday

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The Dallas Morning News

April 21, 2000, Friday THIRD EDITION

SECTION: HOUSE & GARDEN; Pg. 1G

LENGTH: 1525 words

HEADLINE: Big names furnish mass appeal

SOURCE: Knight Ridder Newspapers

BYLINE: Allen Norwood

DATELINE: HIGH POINT, N.C.

BODY:
HIGH POINT, N.C. - Would you be enticed to buy an ornate metal bed if it came from the new Hemingway Paris Collection?

Would you feel that you could create a more homey retreat if author and HGTV personality Chris Casson Madden had her name on a furniture collection?

Have you been waiting for the relaxed lifestyle of Tommy Bahama clothing to be translated into island-style home furnishings?

American furniture manufacturers are betting you'll answer yes to these questions and won't mind paying more to have a famous name or brand attached to home furnishings.

Licensing, a deal in which a manufacturer agrees to pay a person, place or company 2 to 12 percent of wholesale value to piggyback on a well-known name, is transforming the home furnishings industry. The licensee can veto the designs the company creates, but industry sources say this rarely happens.

When done right, this combination of furniture and accessory licenses creates a "lifestyle" the consumer thinks he can achieve by buying matching furniture and accessories.

A variety of famous brands entered the competition at the International Home Furnishings Market, whichended last week. This twice-yearly event attracts 70,000 buyers, manufacturers, sales representatives and interior designers. The products they order determine what consumers see in stores six months later, although manufacturers are reducing the lead time on some collections.

Manufacturers are hoping they can repeat the success of Thomasville's Hemingway Collection, a blockbuster license with Ernest Hemingway's children that is expected to generate $ 100 million in retail sales during its first year. This figure is unprecedented in the company's 96-year history, according to Jim Adams, Thomasville's chief marketing officer and senior vice president.

"The reason licensing is so hot is that it offers a way to extend one's brand and to differentiate your product from the pack," says Bob Skotnicki, president of Global Licensing, who spoke to reporters at a breakfast

during the recent High Point market.

Mr. Skotnicki says consumers already are predisposed to buying clothing brands they recognize, such as **Nautica** and Ralph Lauren Polo. (Mr. Lauren was one of the first to enter home furnishing licensing with Henredon, an upscale manufacturer. Lexington carries the **Nautica** line.)

The success of the Hemingway venture encouraged Thomasville to follow last year's four "Papa" themes - Key West, Kenya, Ketchum and Havana - with Paris this market.

"The collection has been an enormous success," says Mitch Scott, vice president of customer services and corporate communications at Thomasville. In its first year, he says, Hemingway will outsell the best year of the company's top-selling collection, Collector's Cherry.

"Ernest Hemingway was and continues to be a legend," Mr. Scott says. "We have captured something rare in our industry, the ability to combine romance and emotion in home furnishings."

Hemingway's Paris. Thomasville describes the Hemingway French theme as "sophisticated Parisian." The 36-piece collection of case goods and upholstery is an eclectic combination inspired by antiques and French modernism of the 1920s and '30s. Hallmarks include art deco inspiration, hand-painted finishes and silver accents.

The designers have created pieces tied to some association with the author's life and lifestyle in Paris. None of them, however, is a reproduction or adaptation of what Mr. Hemingway and his then-wife, Hadley Richardson Hemingway, owned. But, if Mr. Scott is right, consumers don't want accuracy, they want romance. And Thomasville has romanced the brand by sprinkling references to famous friends of Mr. Hemingway such as Man Ray, Ezra Pound, James Joyce, Gertrude Stein and Alice B. Toklas.

Paris trips all the triggers with some of the most innovative and exciting designs we saw at this conservative market. The Le Monde cocktail table ($ 3,000) features a globe in the middle of a round table and is adapted from a photograph of a 1920s apartment. The Odeon corner book stack ($ 770) with rattan peel detail allows eight shelves of book storage in a small corner space. The Tatie metal bed ($ 2,600 queen and $ 3,000 king) is named after his wife's nickname for him. The four-poster bed is gracefully ornamented with French motifs and metal scrollwork in an aged bronze finish.

And, of course, there are bars. The 84-inch-tall L'Etoille bar features a painted Paris street scene and opens to reveal six drawers and three shelves for displaying glasses and bar ware ($ 3,000). The very French Bertain bar cart ($ 1,800), a four-tier cart with two drawers and a tiny ribbonlike brass gallery rail, is the epitome of elegance.

Chris Madden Collection. Bassett has teamed with Chris Madden, who is considered an accessible author, editor and television host. Her comfortable collection is inspired by her new book, Getaways (Clarkson Potter, $ 35). The book and the collection continue the Madden philosophy that we each need to find the special place that offers us a sense of sanctuary.

The "getaways lifestyle" takes ideas from Ms. Madden's homes, as well as the experience she gained designing furniture and creating escapes for celebrity clients such as Oprah Winfrey, Katie Couric and Toni Morrison. Bassett describes the collection as "reflective of the relaxed European traditional style with subtle Asian influences."

"I wanted to show how a getaway can be in a second home or a sanctuary in your own home," Ms. Madden says. "A getaway is really what feeds your soul."

The collection of upholstery and case goods has three getaway personalities - Village, West Indies Cottage and Manor House. But no matter what the theme, Ms. Madden emphasizes practicality. The map table, with side drawers, was created in three sizes. The ottoman was inspired by a kilim-covered version she found at the Salvation Army, but this one has a flip-up top for storage and casters so it can be moved easily.

Although some of the pieces look much like other furniture you will see in the marketplace, a few items stand out. The Bassett customer profile is a woman 25 to 54 years old with a household income of $ 62,000 who lives in a $ 100,000 house. The collection promises to give a high-end look without the high price. Some of the most interesting pieces in the collection include the chinoiserie Cathay secretary ($ 1,499) inspired by one Ms. Madden saw in France, the Colette writing desk ($ 500) that is based on an antique in her home, and a matching chair ($ 250). Other pieces are the Elysse chair ($ 699 to $ 999) and ottoman ($ 349 to $ 499).

The Chris Madden Collection was test-marketed in Greensboro, N.C., and will be in stores before the end of April.

Tommy Bahama. The licensing mania doesn't have to be based on a real person. It also can be what the industry calls co-branding, putting two brands together to create a more powerful entity. That's what Lexington has done with its new Tommy Bahama Collection, a 57-piece collection priced at the upper end of the company's line.

Tommy Bahama, a sophisticated casual apparel line worn by golfers Peter Jacobsen, Russ Cochran and Gary McCord, is known for comfortable clothing such as deck shorts, double-pleated plantation pants and vintage-inspired island print shirts. The product line is sold in specialty stores throughout the country and four national department stores. One of two retail-only stores is in Fort Lauderdale. The company also operates four restaurants/retail stores.

Lexington obviously wants to tap into Tommy's customer base - well-heeled men and women ages 25 to 60 who embrace a relaxed island lifestyle.

Bob Emfield, Lucio Dalla Gasperina and Tony Margolis created Tommy's mythical character after they spent getaway time in Bonita on Florida's Gulf Coast.

"We would look at each other and say, "Let's forget about going back,' " Mr. Margolis says. "We invented Tommy because he never had to go back. If he ran out of money, he would go into his closet, sell an old shirt and buy some more beer."

This "life is one long weekend" philosophy easily translated into a tropically inspired furniture line that features vintage-inspired designs that are softened with louvers, cane, rattan and leather wrappings.

"It has got to have the look, style and finish attributed to what we have accomplished in our stores and restaurants," Mr. Emfield says, noting that they asked Lexington to change only a few finishes.

Like Tommy, the colors are soft, laid-back and relaxed. Fabrics feature interesting motifs such as a dragon fly design used on dining chairs and stylized palm trees. The most interesting pieces are a metal and rattan bed with palm tree finials ($ 1,200) and a 7-foot-tall wardrobe with a louvered front that mimics plantation shutters ($ 2,500).

Don't expect the licensing mania to end soon. Furniture Today, an industry trade publication, reports that six more brands will debut in the fall market. For more information, see www.lexington.com.

Distributed by Knight Ridder/Tribune Information Services.

GRAPHIC: PHOTO(S): 1. (Bassett) The Chris Madden Collection includes the Manchester chair (540-629-6000 or www.bassettfurniture.com). 2. (Lexington) The Tommy Bahama collection by Lexington is themed to capture an island-getaway look ($ 950 for the love seat, $ 450 for the cocktail table, $ 395 for the end table; see www.lexington.com). 3. (Thomasville) Hemingway's Paris collection includes the L'Etoille bar with handpainted Paris street scene. It has six drawers and three shelves for displaying bar ware (about $ 3,000; 1-800-225-0265 or www.thomasville.com). ; LOCATION NOTE: Photos #1 and #3 were not sent to the library for archiving.

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Annapolis Sail Season Kicks Off Wednesday The Washington Post April 23, 2000, Sunday, Final Edition

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April 23, 2000, Sunday, Final Edition

SECTION: SPORTS; Pg. D03

LENGTH: 242 words

HEADLINE: Annapolis Sail Season Kicks Off Wednesday

BYLINE: Angus Phillips

BODY:

Sailing season opens with a bang on Chesapeake Bay this week as Annapolis Yacht Club's popular Wednesday Night series resumes with 100 or more competitors, followed by the National Offshore One-Design regatta Friday through Sunday in Annapolis with more than 200 entries, co-hosted by AYC and Sailing World magazine.

Meantime, eight big offshore race boats leave Key West, Fla., today, bound for Baltimore and next weekend's Waterfront Festival in the Inner Harbor.

The fleet includes Baltimore businessman George Collins's Chessie, with many of the crew that sailed on a boat of his by the same name in the last Whitbread 'Round-the-World Race.

The boats should arrive in Baltimore by Friday. The race originally was to start in Havana but that plan was squelched by the State Department in light of the Elian Gonzalez controversy.

Annapolis plays host to one of the world's most prestigious regattas when the Star World Championships are held May 14-19, with **Nautica** as sponsor and Annapolis Yacht Club as host.

Up to 120 Star boats are expected, including many of the top Olympic and professional sailors in the world.

Closer to home, racing resumed on the Potomac this month with the Potomac River Sailing Association's Sunday series.

The schedule expands with the Albacore Wednesday night series starting May 3 and the Penguin Thursday night series May 4. For details, call Washington Sailing Marina, 703-548-9027.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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PFALTZGRAFF LAUNCHES NAUTICA LINE AT TABLETOP; SOPHISTICATED DESIGN GEARED TOWARDS UPSTAIRS BRIDAL MARKET; Brief Article; Statistical Data Included HFN The Weekly Newspaper for the Home Furnishing Network April 24, 2000

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HFN The Weekly Newspaper for the Home Furnishing Network

April 24, 2000

SECTION: Pg. 44

IAC-ACC-NO: 61973173

LENGTH: 363 words

HEADLINE: PFALTZGRAFF LAUNCHES **NAUTICA** LINE AT TABLETOP; SOPHISTICATED DESIGN GEARED TOWARDS UPSTAIRS BRIDAL MARKET; Brief Article; Statistical Data Included

BODY:

NEW YORK-Attempting to build on the success of **Nautica's** downstairs tabletop line that debuted a year ago, Pfaltzgraff is unveiling an upstairs **Nautica** collection at this month's New York Spring Tabletop Show.

Island Shores is bathed in aqua, sand and moss. A coordinating pattern features a woodblock daisy design on a khaki background. Manufactured in Japan, the line features wood, textured glass and modern metal accent pieces. The dinner and salad plates are coupe-shaped, and the rice bowls and mugs substantial. A five-piece place setting will feature a cup, saucer, rice bowl, salad plate and dinner plate, with a price tag of $ 50. The dinner plate, salad plate, rice bowl and a mug will also be sold open-stock in solid colors. The collection of dark wood accessories will include charges, bowls and coordinated flatware.

Pfaltzgraff will target department and specialty stores with the products, which will be ready to ship in July.

Cappuccino is Pfaltzgraff's other important focus at the Show. Taking inspiration from the warm and relaxing aura surrounding coffee and coffeehouses, the collection builds around the white and tan of milk blending with espresso. The two colors alternate positions, and dimensional bands add texture. The plates are slightly oversized, and the mug, soup/cereal bowl and serving pieces are uniquely shaped for a distinct look.

The stoneware pattern, produced in York -- Pfaltzgraff's Pennsylvania headquarters -- uses the Contempo band shape. The dinner plate is 11 inches, and the mugs and bowls are also larger than usual. A place setting is made up of a mug, salad plate, dinner plate and soup/cereal bowl, with a suggested retail price of $ 35.75. The accessory assortment is made up of an oval serving bowl, a 5-quart serving bowl, a pasta/dinner bowl, a round platter, salt and pepper shakers, a sugar bowl and creamer and a buffet plate.

Additional accessory pieces round out the collection. These include a handcrafted woven oval tray, a metal serving tray, a lighting piece of a glass shade with a metal stand, and a cooler and iced beverage glassware.

The collection is scheduled to ship in July.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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WATER LEAK CLOSES 3M HEADQUARTERS Saint Paul Pioneer Press (Minnesota) April 25, 2000 Tuesday

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Saint Paul Pioneer Press (Minnesota)

April 25, 2000 Tuesday

SECTION: BUSINESS; Pg. 2C

LENGTH: 578 words

HEADLINE: WATER LEAK CLOSES 3M HEADQUARTERS

BYLINE: STAFF AND WIRE REPORTS - STAFF AND WIRE REPORTS

BODY:
Operations at 3M Co.'s main headquarters building in Maplewood are expected to be back to normal today after a water leak forced the company to close the 14-story structure early Monday.

The problem, discovered at 7:30 a.m., began on the 11th floor of the building and affected the floors below it. About 1,200 employees work in the building, though staffing may have been down Monday because of the Easter holiday, a spokeswoman said.

Some employees were sent home, and others moved to different buildings as the water was cleaned up and computer systems were checked, said Laura Sutton, 3M spokeswoman. No damage estimate was immediately available.
Carlson shows increase in sales:

Carlson Cos., the privately held Minnetonka-based travel and hospitality concern, said its sales for company-owned businesses totaled $9.8 billion in 1999, up from $7.8 billion for 1998. Total sales at all Carlson-related brands, including franchised operations, were $31.4 billion in 1999, up from $22 billion the previous year. The company said more than 50 percent of its total branded sales came from outside the U.S., up from less than 5 percent five years ago. The company did not release net income figures.
Stockwalk has marketing deals with insurer:

Golden Valley-based online brokerage Stockwalk.com that it has signed marketing agreements with two units of St. Paul-based Minnesota Life Insurance Co. The insurer's brokerage subsidiary, Ascend Financial Services, and the company's individual business unit will market Stockwalk's private-label online trading service to banks, credit unions and savings and loans. The service allows financial institutions to offer online trading under their own names. Stockwalk develops and maintains the sites and processes the trades.
Imation forms data-storage team:

Imation Corp. said it has assembled a team of software engineers to focus on developing data storage products, which accounted for most of the Oakdale-based company's growth last year. Company spokesman Jason Thunstrom would not disclose the number of engineers but said it was a "large" amount. The company also develops color management and imaging products. Imation will report first-quarter earnings today.
Stores open at Albertville outlet center:

The first group of stores has opened this month at Outlets at Albertville, a 250,000-square-foot outlet center at the intersection of I-94 and Minnesota 19, according to JMJ Properties, the Muskegon, Mich.-based developer of the project. Among the 49 outlet stores and two restaurants at the new center are **Nautica,** Brooks Brothers, Adidas, Nike, Rockport, Tommy Hilfiger and three Casual Corner stores. Construction on a second phase totaling 50,000 square feet is planned to begin later this year.
Names:

Brookdale Plastics, Plymouth, promoted Steve Eichten to chief financial officer. The company hired Lisa Mazzitello as controller and Brian Cerar as manufacturing engineer. ... Blue Chip Broadcasting said Steve Woodbury, former station manager of KFAN-AM, joined the company as vice president and general manager of Blue Chip's Twin Cities market business. The Cincinnati-based company expects to close on its previously announced purchase of KARP-FM next month.
Dividends:

The board of Vadnais Heights-based H.B. Fuller approved an increase in its quarterly dividend to 21 cents per share, up from 20.5 cents, payable May 12 to shareholders of record May 1.

LOAD-DATE: January 29, 2002

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
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NEW CAMDEN BELK STORE OPENS FOR SNEAK PREVIEW THE NEW CAMDEN STORE IS ONE OF THE SIX BELK PROJECTS IN SOUTH CAROLINA The State (Columbia, SC) April 26, 2000 Wednesday FINAL EDITION

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The State (Columbia, SC)

April 26, 2000 Wednesday FINAL EDITION

SECTION: BUSINESS; Pg. B6

LENGTH: 652 words

HEADLINE: NEW CAMDEN BELK STORE OPENS FOR SNEAK PREVIEW THE NEW CAMDEN STORE IS ONE OF THE SIX BELK PROJECTS IN SOUTH CAROLINA

BYLINE: MAURICE THOMAS, Staff Writer

DATELINE: CAMDEN

BODY:
Belk's new Camden store has wider aisles and several guest service centers, both elements the retailer is including in its newer stores.

The service centers allow customers to make purchases, buy gift certificates, have items gift-wrapped or shipped and make credit payments in one spot.

On Tuesday, construction workers and store employees were doing the finishing touches on the store.

Camden Belk will have its grand opening May 3, but the Charlotte-based department-store chain previewed its Camden store for media representatives Tuesday morning.

Belk is relocating its original Camden store from a 47,000 square-foot building at 1140 Broad St. in downtown Camden to a former Wal-Mart at the Springdale Shopping Plaza. The new 52,000-square-foot location has been transformed inside and out.

"The only thing left was the concrete floor and the steel roof," store manager Bill Kutz said. The floors now are covered in light colored porcelain tiles, the lighting is bright and the display fixtures are made of light toned wood.

The new Camden store is one of six projects Belk is completing in South Carolina.

The Dutch Square Mall store is undergoing renovations for about $3 million. In March, Belk opened a 180,000-square-foot store in The Citadel Mall in Charleston. The other projects include expansions in Hilton Head, Anderson and Aiken.

The core of the Camden store is the bright, mirrored make-up and fragrance departments. Those

departments are flanked by accessories and the shoe departments.

Shoppers in Camden will find expanded offerings in just about every department.

In the cosmetics department, Fashion Fair for African-Americans joins brands such as Estee Lauder, Clinique and Lancome.

Women's clothing has offerings from Tommy Hilfiger, California Ivy and Belk's New Directions shop, featuring clothing from John Paul Richard and Clio.

The store also will have Tommy Hilfiger and **Nautica** for children.

The shoe department has lines such as Steve Madden and Born for women and Kenneth Cole, Reaction and Cole Haan for men. Some of the brands have not been offered before in Columbia stores, said John Hering, vice president and regional store manager.

Shoppers in Camden had been traveling to Myrtle Beach, Columbia and Charlotte locations, he said. "With the expanded lines, we hope to keep those shoppers in Kershaw County," Hering said.

While the Camden store is smaller than others in Columbia, the available space is being used efficiently.

The store doesn't have a lot of back-room office or storage space. Instead, there will be daily deliveries and efforts will focus on displaying merchandise on the floor, said Bob Cashion, vice president of sales and promotion.

Wall space is being used to display clothing from floor to ceiling, Hering said. Some display fixtures can be used for more than one type of item, he said. Hering showed a case with small plastic bins to be used for sunglasses in summer and gloves in winter.

Belk returned to the Columbia market in September 1998, and began operating stores at Dutch Square Mall, Columbiana Centre and Richland Fashion Mall after acquiring the former J.B. White stores from Dillard's Inc.

New Belk in Camden

* Location: Springdale Shopping Plaza, 1671 Springdale Drive, Camden. (803) 432-7641

* Hours: Monday through Saturday 10 a.m. to 9 p.m. Sunday from 1:30 to 6 p.m.

* Manager: Bill Kutz

* Employees: 53

* Size: 52,000 square feet

* The company: Belk of Springdale Plaza is one of 47 stores in the Belk Central Division. Belk, the nation's largest privately held department store, operates more than 200 stores in 13 Southeastern and Mid-Atlantic states. The company has headquarters in Charlotte.

Maurice Thomas covers small business, retailing and commercial real estate. He can be reached at (803) 771-8570, by fax at (803) 771-8480, or e-mail at mtthomas@thestate.com

NOTES: Info Box: 'New Beck in Camden,' at end of article.

GRAPHIC: PHOTO: BW;
Belk vice president and regional store manager John Hering prepares for the new store in Camden. The

store is in the Springdale Shopping Plaze on Springdale Drive. KIM KIM FOSTER, THE STATE

LOAD-DATE: January 29, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Permits sought for new outlet mall Asbury Park Press April 26, 2000 Wednesday

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April 26, 2000 Wednesday

SECTION: B; Pg. 12B

LENGTH: 284 words

HEADLINE: Permits sought for new outlet mall

BYLINE: TRACY ROBINSON/STAFF WRITER

BODY:
STAFFORD - The operator of the Circle Factory Outlets in Wall has obtained applications for permits to open a similar retail operation in the former Caldor building in the township.

"It is all pretty much preliminary at this point, but they seem pretty excited about moving forward with it," said Robert Gaestel, township construction official.

The new tenants may not be what most people consider a typical mall, but it is what building department employees consider a covered mall, Gaestel said.

According to Gaestel, the stores in the complex would be a Dress Barn, Famous Footwear, Carter's Children, Kay-Bee Toys, Kitchen Collection, The Brass Company Store, L'Eggs Outlet, Totes and Sunglasses, **Nautica,** Samsonite, Jones New York and Van Heusen, with room for an additional store.

Because the operator - National Factory Stores of Roseland - will be using the space for retail sales, it will not have to go before the Planning Board. Instead, it will have to get construction permits to subdivide the inside of the building that is in the Stafford Square Mall, Route 72, according to Gaestel.

The township has yet to receive any permit applications, said Gaestel, noting that he is waiting for more specific plans for the mall.

Safety items such as pull stations, which can be activated during a fire, as well as standpipes, which are like indoor fire hydrants, and smoke detectors are necessary to meet building codes, he said.

Gaestel speculates that he may have more detailed architectural plans for the project within two weeks.

After operating under Chapter 11 bankruptcy protection for four years, Caldor announced last year it was closing all 145 of its department stores.

LOAD-DATE: March 2, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
View: Full

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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NIKE, ADIDAS SUE WAL-MART, ALLEGE FAKES Chicago Tribune April 27, 2000 Thursday, CHICAGO SPORTS FINAL EDITION

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Chicago Tribune

April 27, 2000 Thursday, CHICAGO SPORTS FINAL EDITION

SECTION: Business; Pg. 11; ZONE: N

LENGTH: 275 words

HEADLINE: NIKE, ADIDAS SUE WAL-MART, ALLEGE FAKES

BYLINE: Reuters.

BODY:
A unit of German sportswear giant Adidas joined forces with archrival Nike and filed suit on Wednesday against Wal-Mart, the world's biggest retailer, for allegedly selling counterfeit Nike and Adidas branded T-shirts at its wholesale club stores.

Adidas America Inc., its parent Adidas-Salomon AG , Adidas International BV of the Netherlands, and Nike Inc. have filed suit against Wal-Mart Stores Inc. in Federal District Court in New York, claiming that the discount retailer has been selling several styles of counterfeit Adidas and Nike T-shirts at its "Sam's Club" wholesale club stores.

Nike also alleged that Wal-Mart has been selling other counterfeit Nike products at Sam's Club.

A spokesman for Bentonville, Ark.-based Wal-Mart said it takes the allegations seriously but had not been notified by any of the plaintiffs of complaints about counterfeit goods or of the lawsuit itself.

"We would never knowingly sell merchandise that was not 100 percent genuine," Wal-Mart spokesman Les Copeland said.

Adidas and Nike become the fifth and sixth major sportswear companies to sue Wal-Mart for selling counterfeits in the last two years, the two companies said in a statement.

In 1998, Tommy Hilfiger brought two actions against Wal-Mart for selling counterfeit goods in Sam's Club, in Wal-Mart stores, and on Wal-Mart Online. Wal-Mart paid out an unprecedented $6.4 million to settle those lawsuits.

In November 1998, Polo Ralph Lauren, **Nautica** and Fubu lodged similar claims for counterfeit sales against Wal-Mart.

Wal-Mart recently settled the Polo and **Nautica** claims by paying $565,000, while Fubu's claims are still pending.

LOAD-DATE: April 27, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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BABIES LOOK LIKE A MILLION BUCKS;UPSCALE CLOTHING STORES CATER TO PARENTS WHO WANT THEIR CHILDREN TO STAND OUT Pittsburgh Post-Gazette (Pennsylvania) April 30, 2000, Sunday,

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Pittsburgh Post-Gazette (Pennsylvania)

April 30, 2000, Sunday, FIVE STAR EDITION

SECTION: ARTS & ENTERTAINMENT, Pg. G-14

LENGTH: 856 words

HEADLINE: BABIES LOOK LIKE A MILLION BUCKS;
UPSCALE CLOTHING STORES CATER TO PARENTS WHO WANT THEIR CHILDREN TO STAND OUT

BYLINE: LAMONT JONES, POST-GAZETTE FASHION WRITER

BODY:
Rock-a-bye baby on the tree top

When the wind blows, the cradle will rock

When the bough breaks, the cradle will fall

And down will come baby, dressed to the nines in designer togs that might have cost more than Mommy's hospital stay.

OK, so the original lullaby didn't end that way. And we may be exaggerating just a smidgen. But this is a new day, and clothes for babies have grown beyond $ 5, cotton "one-sies" to a new level in style and price.

True, there has always been stylish and expensive baby garb as long as there have been people who could afford them. Satin jumpers, cashmere buntings and custom-designed clothes go back centuries. But with the continuing trend away from minimalist toward maximalist in high fashion, the trickle-down of the super stylish in America is extending beyond teens and children to infants and toddlers.

"Ours might be a little bit more expensive, but parents like their kids to be a little bit different and stand out," says Lynne Bingham, owner of Lullaby Landing in Mt. Lebanon. The 16-year-old shop at 299 Beverly Road offers "high-end, upscale clothing for kids" that can be handed down multiple times and that stands apart from competitors, she says.

The store has a colorful array of clothes for infants and toddlers, from whimsical play outfits and miniature Coogi sweaters to exclusive lines by French designers such as Catamini and Marese.

In fact, about 25 percent of Lullaby Landing clothes are European, Bingham says.

And much of it is the infant equivalent of designer chic, a miniature in look and price of what adults wear. For example, a canary double-breasted, reversible peacoat in velvet velour with matching overalls and a white "one-sie" T-shirt by Marese is $ 169.

Merchants say parents have traditionally spent a lot of money on clothing for their children -- especially

babies -- which shows no sign of abating.

Some stores cater to parents who like the latest trends. GapKids stores in Shadyside, Monroeville Mall, Ross Park Mall and the Pittsburgh International Airport carry moderately priced layered looks, florals and embroidery-embellished looks for girls and plaids, deep colors and drawstring-waisted denim shorts for boys.

At Kidsburgh stores at 211 Fifth Ave. and 416 Smithfield St., Downtown, there are trendy animal prints, tie-dye pieces and even capri jeans with embroidered or fringe detailing, as well as lines by Ralph Lauren, Tommy Hilfiger and **Nautica** in their trademark colors.

But Jane Runnette Byrnes, owner of Tots and Tweeds, 5424B Walnut St., Shadyside, has a different approach.

"We don't go with any of the trends," she said. "We just go with classic quality. We keep our babies in plain colors: white, pink, blue. I think babies should look like babies. I think you should see the child, not the clothes, although I do like to sell clothes. You should see the child, and the clothes should look good."

Tots and Tweeds, established in 1952, is in a former house. It's cozy and intimate, with the perfect ambience for shopping for baby clothes.

And there are plenty in those basic colors Byrnes talks about, plus pale yellows and greens. There are soft terry-footed coveralls for girls and boys ($ 31-$ 42) by France-based Petit Bateau. Higher up the price line, there's a lovely blue-and-white striped cord dress with a pique collar and old-fashioned rickrack trim ($ 68) and a boy's sky blue linen sailor suit with lined shorts ($ 77), both by Katie & Co.

Even the trend of helping a charitable cause has caught on with some lines of baby clothes. At Saks Fifth Avenue, Downtown, some proceeds from the Psketti line, which includes ruffled cotton capri pants with matching ruffled tank tops in yellow, pink and lavender ($ 31.90), benefit the In One Ear Foundation for hearing-impaired children who have received cochlear implants.

For spring and summer, Saks also has brilliantly colored swimwear by Lauren, Gottex and DKNY; pretty cotton sleeveless dresses emblazoned with flowers or cherries ($ 29.90) by Plum Pudding Ltd.; floral, satin-textured polyester shifts by Un Deux Trois ($ 15.90); and skorts, capris and fuchsia sundresses in bright colors with white island motifs ($ 38) by DKNY.

With the rapid growth in Internet shopping, Bingham has carved out a niche in the cybermarket. Six years ago, she launched www.stork.com to offer baby clothes and gifts through another business venture, The Stork Delivers.

During the e-business's first two years, there was only one order. But Bingham remained hopeful and revamped the site. Now, the cybersite's baby gift baskets with themes such as Y2K, Little Sport, Corporate Supreme, Botanical Gardens and Gingham and Giggles are popular among FedEx, Mercedes-Benz, Price Waterhouse and other corporate clients who order by fax, toll-free telephone calls or right off the Internet.

"Specialty stores are a dying breed unless they find their niche," Bingham says. "Internet is not a threat to the upscale customer looking for the 'cut above' or exclusive. They need something tangible, and they need to be catered to. Computers don't cater!"

GRAPHIC: PHOTO 4, Photo: Steve Mellon/Post-Gazette: A white bucket hat with chin strap; by Carole Amper ($ 12) and A.J. Morgan sunglasses with 400 UV protection ($ 10); protect a child from the sun. Frog print, lined boys' cotton trunks by Cruz; Kids are $ 23 (all at Tots and Tweeds, Shadyside).; Photo: Left: A boy's brightly colored outfit, including shirt, pants and; jacket, by the French company Marese is exclusively at Lullaby Landing, Mt.; Lebanon ($ 149 for the outfit).; Photo: Below: For fun in the sun: his-or-hers red cotton bucket hat by Carole; Amper ($ 14) and a nylon-cotton- Lycra striped bathing suit by Florence; Eiseman ($ 48).; Photo: For dressier occasions: a striped oxford shirt ($ 22), cotton vest; ($ 26)

and poplin jacket ($ 48) and pants ($ 26, all at Baby Gap).

LOAD-DATE: May 24, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Cell phones giving clothes new techno touch Florida Times-Union (Jacksonville, FL) April 30, 2000 Sunday,

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Florida Times-Union (Jacksonville, FL)

April 30, 2000 Sunday, City Edition

SECTION: LIFESTYLE; Pg. D-1

LENGTH: 733 words

HEADLINE: Cell phones giving clothes new techno touch

BYLINE: Jean Patteson, Knight-Tribune News Service

BODY:
One-third of Americans -- more than 90 million -- now own cellular phones. Which raises the question: When the phones are not actually in use, where are they carried?

Many women, needless to say, carry their cell phones in their handbags -- along with the zillion other supposed essentials they never leave home without. In fact, a great many handbags now are made with specially sized, easily accessible compartments designed specifically for cell phones.

But men -- aside from a liberated, bag-carrying minority -- are left wondering what to do with their phones when they're not actually talking on them. Some men clip their phones to their belts, some stuff them into their briefcases, others simply hold them in their hands -- hoping, no doubt, for an incoming call to justify the phone's being there.

But if men can hold the line until the fall, their problem will be solved. Many of next fall's jackets, coats and even sweaters are being designed with special cell-phone pockets.

The pockets -- deep and narrow to hold cell phones snugly -- will be featured on the inside of business suits by Brooks Brothers, on the outside of casual denim suits by Ron Chereskin, as a detachable option on jackets by **Nautica** and on the sleeves of sweaters by Wilke Rodriguez.

'Techno clothes are all the rage in Europe. Most of the major manufacturers are doing utilitarian concepts. It's part of the urban-cool look,' said Tom Julian, a New York trend analyst who recently visited fashion centers in London, Stockholm and Amsterdam.

At first, the pockets that were part of the techno-utilitarian look were more decorative than functional. But before long, designers started shaping and sizing the pockets for specific purposes -- to accommodate the usual wallets, pens and passports, but also tekkie gizmos such as electronic organizers, CD players and cell phones.

This fall, the techno trend will hit America, Julian predicted -- complete with high-tech fabrics, utilitarian details such as drawstring and Velcro closures, and specialty pockets. Certainly, when the American menswear designers presented their fall collections on the runways of New York last February, many featured specialty pockets -- especially on the heavier jackets and coats.

Cell phones have become part of today's lifestyle, said David Chu, designer of the popular **Nautica** menswear line. 'It just makes sense to design functional clothing that works with today's lifestyles,' he said.

That functional design includes pockets for all the electronic gadgets that are as essential today as pens and diaries were a couple of decades ago.

Many coats and jackets in the fall **Nautica** line will feature cell phone pockets -- either built into the garment or as detachable, Velcro-backed pouches. **Nautica** also will offer men's shoulder bags and backpacks with detachable cell-phone cases.

Similar offerings will be made by trendy lines such as Tommy Hilfiger, Kenneth Cole, CK Calvin Klein, Ron Chereskin and Slates. The new, youth-oriented Levi Strauss brand, L2, is even putting cell-phone pockets in its jeans.

'When we design, we think about all the things the young, hip youth carry today, and we accommodate it,' said Thom Masat, L2's design director.

Some designers have jumped the gun and already are providing cell-phone pockets. You'll find them in Hugo Boss suit coats and Banana Republic trench coats, on the sleeves of Wilke Rodriguez linen jackets, on the sides of shorts by Daniel Cremieux, and in tuxedo jackets by Fubu.

Cell-phone pockets are a new feature being offered with special-order suits and sport coats from Hartmarx and Hickey-Freeman, said John Siegel, owner of Siegel's Clothing Co. in the Orlando area.

Customers aren't walking into the store and asking for suits with cell-phone pockets, Siegel said. 'They're still trying to figure out which cell phones to buy.' But if the pockets are offered as an option in special-order suits, customers usually want them, he said.

When a cell-phone pocket is a featured detail on the outside of a jacket, it gives the garment a 'cool, updated look,' said Howard Goldfarb, a spokesman for designer Ron Chereskin.

'And it's also very practical,' Goldfarb said. 'I love it because I'm always needing my cell phone or Palm Pilot. These days, we can't live without those things close at hand.'

GRAPHIC: Photo: KRT138 FASH TECHNO OR FASH_TE Knight-Tribune News Service Men wondering what to do with their cell phones soon will have several fashionable options, including shoulder bags and backpacks with detachable phone cases.

LOAD-DATE: July 07, 2000

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THE BEACH: A COVER-UP STORY; Brief Article Redbook May 1, 2000

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May 1, 2000

SECTION: No. 5, Vol. 194; Pg. 126 ; ISSN: 0034-2106

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LENGTH: 267 words

HEADLINE: THE BEACH: A COVER-UP STORY; Brief Article

BODY:
REDBOOK'S FASHION TEAM TRIED ON MORE THAN 600 COVER-UPS AND SWIMSUITS. ON THESE EIGHT PAGES, SEXY STYLES GUARANTEED TO FIT YOUR BODY AND BUDGET.

SLEEK SARONG (This page) A lightweight, easy-to-pack pareo transforms your swimsuit into a glamorous style statement. Tie on the side for a slim silhouette. Sarong, Sisley by United Colors of Benetton, $ 34; bikini, Bachata Italian Swimwear by Obabash, $ 145. BEAT-THE-HEAT HOODIE (Opposite page) Pink is a hot summer hue, and you'll keep a cool head with a light (in color and weight) hooded jacket. Windbreaker, AX Armani Exchange, $ 115; strapless bathing suit, **Nautica,** $ 80.

RAVISHING ROBE (This page) To stave off chills after a day in the sun, cuddle up in a long cashmere robe. Cashmere robe, F.A.L. by Jeffrey Grub, $ 330. (Opposite page, clockwise from top left) SEXY SWEATER A sheer sweater provides warmth while still letting your suit peek through. Hooded sweater, French Connection, $ 62; tank suit, **Nautica,** $ 70. FLIRTY SHIRT Seamless, frayed, and not too clingy, a casual cotton top will make you feel comfy and confident about beach-walking in your bikini. Top, Bachata Italian Swimwear by Obabash, $ 62; two-piece with boy-cut brief, Delfina, $ 190. DO-EVERYTHING DRESS Appropriate for running errands but super over your suit, too, a slipdress is the ultimate go-any-where garment. Slipdress, Sisley by United Colors of Benetton, $ 138. MUST-HAVE MINI A wrap skirt hides your bottom and complements any suit or summer top. Wrap skirt, Sisley by United Color of Benetton, $ 48; drawstring tube top, Banana Republic, $ 38.

IAC-CREATE-DATE: June 15, 2000

LOAD-DATE: June 16, 2000

Thinking New. Delaney Report May 1, 2000

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Delaney Report

May 1, 2000

SECTION: No. 17, Vol. 11; Pg. 3

IAC-ACC-NO: 62102008

LENGTH: 177 words

HEADLINE: Thinking New.

AUTHOR-ABSTRACT:
THIS IS THE FULL TEXT: COPYRIGHT 2000 Informed Communications, Inc. Subscription: $ 265.00 per year. Published weekly. 149 5th Avenue, New York, NY 10010.

BODY:
Apparel marketer **Nautica** International is eager to capitalize on the revamp the company has undertaken. "Product-wise, we're focusing on newness. We started to update the product with new fabrication and silhouettes, making it look more modem," said marketing head Dee Slattery. NI also is moving into new categories a la the launch of a new women's jeans line in the fall.

In addition, NI plans to boost its advertising and promotion activities. "We're looking to rev up the advertising. We're branching out with our message, targeting from teens to men in their 50s," Slattery said. NI has a number of promotions coming, including the **Nautica** sailing championship later this month (to be tied in with an ESPN broadcast of the event) and an outdoor enthusiast music/sport festival in Oregon in July. "We have five or six (events) on the docket this year. We're extending our message to the sports enthusiasts," said Slattery. And NI is stepping up its licensing activity (e.g., Unilever will be relaunching the **Nautica** fragrance later this year).

IAC-CREATE-DATE: May 15, 2000

LOAD-DATE: May 16, 2000

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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RAID AT FLEA MARKET TARGETS BOGUS GOODS;OFFICIALS ALSO QUESTION VENDORS ON IMMIGRATION STATUS;NO ARRESTS ARE MADE St. Louis Post-Dispatch (Missouri) May 7, 2000, Sunday, FIVE STAR LIFT EDITION

Copyright 2000 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

May 7, 2000, Sunday, FIVE STAR LIFT EDITION

SECTION: METRO, Pg. C1

LENGTH: 1033 words

HEADLINE: RAID AT FLEA MARKET TARGETS BOGUS GOODS;
OFFICIALS ALSO QUESTION VENDORS ON IMMIGRATION STATUS;
NO ARRESTS ARE MADE

BYLINE: Valerie Schremp; Of The Post-Dispatch

BODY:
At a flea market in Pagedale on Saturday investigators seized thousands of pieces of counterfeit clothing and merchandise that, if legitimate, would be worth $ 10 million.

But the real value of the Fubu, Tommy Hilfinger, **Nautica** and other brand names of jeans, hats, shirts, and watches is about half that, said St. Louis police Lt. Steve Harmon, commander of the Crimes Against Property Division.

This raid is part of a continuing effort to stem the flow of counterfeit merchandise.

Officers with the FBI, the Immigration and Naturalization Service and the St. Louis, Pagedale and St. Louis County police departments raided the Frison Flea Market, 7025 St. Charles Rock Road, about 10:30 a.m. to the surprise of customers--and vendors.

"What's going on?" asked one man as police in vests and agents in FBI jackets swiftly rolled out crime scene tape around some vendors' booths.

"Mark McGwire is in here or something," one man said into a cell phone as he saw the television cameramen and reporters who had been invited along.

As a police officer from Pagedale stood in front of a booth displaying Tommy Hilfinger jerseys and T-shirts, vendor Byong Jeong paced and smoked a cigarette. Jeong, 65, an immigrant from Korea, and his wife, Yong, 63, have had a booth at Frison's for three years, he said.

"This is not copy. This is all Tommy Sport," he said, holding up his shirts. "Somebody come here, I buy that from them."

When a reporter asked him again whether the merchandise was real, he said, "Not sure. I don't know. I don't understand. It's an English problem."

Officers made no arrests, but they detained several vendors, including the Jeongs, to check their immigration status. Other vendors were from Somalia and India.

One investigator, Joseph Kadash, represents Dooney & Bourke, the company best known for making leather purses with a duck insignia. He has worked on hundreds of such raids, many in the Los Angeles area. What some might consider attacks on the livelihood of immigrants, Kadash described as an effort to put a dent in what is a worldwide, $ 300 billion counterfeit merchandise industry.

"Everybody they owed money just got stiffed today," he said. "You've annoyed some mid-level wholesalers in Chicago and other cities. On the larger scale of things, this is destructive to the businesses in general."

Those businesses are ones who pay for their trademark and have a legal stake in keeping it from being abused, he said.

Kadash and other investigators pointed out several examples of how these vendors in Pagedale abused the trademarks - a real merchant would not staple price tags to clothing, said Kadash, fingering a child-sized pair of fake Tommy Hilfiger jeans.

"Nobody uses staples - because whoops, bleeding, there's a $ 100 million lawsuit."

True labels are sewn into the seams because they are put there when the clothing is manufactured, not after the clothing arrives in the United States, he said. Each manufacturer also will have its own registration number. If several different jackets have the same registration number on the label, but the brand names on the outside are different ones like Polo, **Nautica,** Fubu, or Phat Farm, then you can be certain the labels were added after the jackets made it through customs.

Some signs are a little more obvious - one table sold Fubu T-shirts for $ 5, but the Fubu logo was silk-screened on Fruit of the Loom-brand shirts. One pair of Tommy Hilfiger jeans had an inside label that was discolored blue when it went through a washing process, but the Tommy Hilfinger label sewn inside was bright white.

And nobody spell-checked the label on one pair of jeans, which said, "Sean John demin collection."

In all, officials seized merchandise from about 30 booths and will check the immigration status of 18 vendors. Arrest warrants will be issued and charges filed according to how much counterfeit merchandise the vendors had in their booths. Selling 100 fake items is a class D felony, p unishable up to 5 years in prison.

Investigators closed the entire flea market on Saturday. It will be back in business today -without the suspect booths.

For now, officials were satisfied by the size of the raid: the last large one in the St. Louis area was at Discount Fashions, at 1408 North Kingshighway. If the clothing seized in that raid had been authentic, it would be worth up to $ 5 million. Last week, police raided a store in Sikeston, Mo., and got merchandise that, if real, would have been worth more than $ 20 million.

At least one vendor was happy about Saturday's interruptions. Chris Ounian, 29, was watching a friend's booth, which sold odds and ends such as strapping tape, toys, lighters, and miniature cans of WD-40.

"I don't have any reason to be worried," he said. "If they'll be out of business tomorrow, my sales will skyrocket."

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How to spot fake brand-name merchandise:

* Check how the labels are sewn. If they are sewn outside the seam, they most likely are fake. Labels meant to be sewn in one place are sewn in another; for example, a tag with vertical flaps on either side

that was meant to be sewn inside a shirt collar has instead been sewn onto the waistband of a pair of jeans.

* Check the colors of the labels. If the clothing's dye has bled, discoloring interior tags, any other, bright white label probably was added later.

* Check to see that labels match. Be sure the label on the outside of the clothing matches the one inside. A **Nautica** logo could be silk-screened onto a Fruit of the Loom T-shirt.

* Check the registration number. It usually is on the inside tag and behind the letters "RN." Every brand name has a specific registration number. If different brand garments have the same registration number or none at all, they are probably fake.

* Check frills, ornaments, and accessories. Buckles on watches or belts are often similar to each other, even if their leather components or watch-faces are labeled with different brand names. Some brand names don't even make particular pieces of merchandise: for example, Tommy Hilfiger doesn't make watches, but some vendors will try to sell them.

GRAPHIC: PHOTO Color Photo by LAURIE SKRIVAN / POST-DISPATCH - "We can do this here or at the police station," Pagedale Detective Art Tullock said Saturday as he wrote down names of merchants detained in a raid at the Frison Flea Market, 7025 St. Charles Rock Road. The raid, conducted by national and local police and immigration officials, targeted the sale of counterfeit goods.

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Strategy: Nautica to Girls: 'Do You Cool-ify?' BRANDWEEK May 15, 2000

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BRANDWEEK

May 15, 2000

LENGTH: 284 words

HEADLINE: Strategy: **Nautica** to Girls: 'Do You Cool-ify?'

BYLINE: By Sandra Dolbow

BODY:
Nautica Girls, looking to connect more closely with 'tween girls, is linking with Girls Life magazine for a

10-city back-to-school mall tour that will empower kids by encouraging them to create their own cool clothes.

Nautica, whose seafaring- inspired lines have long found admirers among adults and young boys, is reaching further to girls under a new licensing pact with Hampton Industries, New York.

The **Nautica** Smart Girl Tour 2000, which runs July-August, kicks off at Miami's Dadeland Mall and ends at Macy's in New York's Herald Square, with stops in the Carolinas, Georgia and Minnesota along the way.

Events include a fashion show where local girls can participate and get wardrobe advice from Girls Life staffers. Also on tap: live deejays, celebrity visits and

$35 gift packs offering a pair of jeans and a denim customization kit. **Nautica** Girls is also working with retailers to provide 10% discounts on clothing purchases.

Newspaper, radio, direct mail drops and ads in Girls Life will support, along with efforts on **Nautica's** and retail partners' Web sites. Nauticakids.com will launch a SmartGirl page next month to promote the tour. Renegade Marketing Group, New York, is the promo agency.

In addition to showcasing its colorful fall clothing, Hampton will seek attendee feedback to incorporate into upcoming lines. Hampton acquired the license to **Nautica** Girls this spring giving it rights to produce and distribute all **Nautica** kidswear.

The goal is to get these young girls to identify with **Nautica's** denim-friendly, casual lifestyle clothing and to "cool-ify" the brand, said Robert Reid, president of **Nautica** Children. J

LOAD-DATE: May 26, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Race nets sportswear sponsorship The Capital (Annapolis, MD.) May 16, 2000, Tuesday

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May 16, 2000, Tuesday

SECTION: Business; Pg. A9

LENGTH: 518 words

HEADLINE: Race nets sportswear sponsorship

BYLINE: By NOI MAHONEY Business Writer

BODY:
Annapolis has long been known for its nautical character.

Now it also boasts a **Nautica** one.

The New York City-based sportswear giant is the title sponsor of the 2000 Star Class World Championship, which kicked off Saturday with a ceremony on City Dock.

Nautica International Inc. has emblazoned its special event logo on dozens of banners and flags around Annapolis and Eastport, across boat hulls and sails and race buoys.

Karl von Schwarz, commodore of the Annapolis Yacht Club, which is hosting the race, said **Nautica** and the races are a good match.

"The Star Class represents the pinnacle of onedesign sailing competition," he said. "**Nautica's** presence enables the club and the class to create an event of excellence which will be memorable and successful for sailors, sponsors and the community."

Dee Flattery, director of marketing for **Nautica** International, said the company has a longstand

ing relationship with sailing _ just like Anna

polis.

It didn't hurt that the sailing fans fit **Nautica's** demographics: males in their mid-20s to 40s, professionals and sailors.

Nautica spent about $ 100,000 to become the title sponsor, a marketing move that the com

pany tied in to a new line of clothing.

Ms. Flattery herself spent almost a year preparing for the races, making monthly visits to the city and planning each shop and restaurant where **Nautica's** logo would be placed.

Ms. Flattery also organized **Nautica's** advertising blitz, including full-page color ads in The Capital.

"A world championship is a pretty special thing; it would have been crazy to pass up this opportunity," Ms.

Flattery said.

It's giving her company a unique opportunity to showcase its designs and talent.

Nautica even created a **Nautica** Star Class collection just for this event.

To get the public interested in its products, **Nautica** held a party at the Annapolis Yacht Club on Thursday, in which models wearing the latest clothing collection and merchandise walked among the crowd. **Nautica** is also working with Hecht's at Annapolis Mall, which started selling the special line of clothing.

In addition, **Nautica** designed an exclusive collection of clothing for the 2000 Star Class World Cham

pionships themselves. Everyone from the event staff, to race judges to the 100-plus volunteers, as well as on-air ESPN talent will be wearing the new collection.

"Having all the people wearing the same logo is about brand imag

ing and consistency," Ms. Flattery said. "All the signage around Anna

polis and all the uniforms have the same logo."

The Star Class races are the last races before the Olympics.

The weeklong sailing regatta will determine the final six slots from the top finishing nations to sail in September's Sydney Olympics. Competition within the class is intense, with 125 teams from 28 nations scheduled to compete aboard the 22-foot-long Star Class sailboats.

Nautica International is a fashion and lifestyle company with prod

ucts including men's, women's and children's sportswear. The com

pany also designs accessories and home furnishings.

LOAD-DATE: May 16, 2000

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LAMONTS' DOORS STAY OPEN;CALIFORNIA COMPANY'S $ 20.1 MILLION PURCHASE APPROVED Anchorage Daily News (Alaska) May 17, 2000, Wednesday,

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Anchorage Daily News (Alaska)

May 17, 2000, Wednesday, FINAL EDITION

SECTION: BUSINESS, Pg. 1E

LENGTH: 518 words

HEADLINE: LAMONTS' DOORS STAY OPEN;
CALIFORNIA COMPANY'S $ 20.1 MILLION PURCHASE APPROVED

BYLINE: Tony Hopfinger; Daily News Reporter

BODY:
Shannon Pitka and her fellow employees at Lamonts Apparel in Northway Mall were delivered good news Tuesday afternoon.

They won't have to search for new jobs later this year.

Fresno, Calif.-based Gottschalks completed its $ 20.1 million purchase of Lamonts Apparel stores, vowing to take over Lamonts' seven Alaska stores and keep all employees.

Expressions of relief filled the women's apparel department.

"Just having our jobs secured is good enough," Pitka said.

Mall managers also were delighted that a federal bankruptcy judge had accepted Gottschalks' bid to buy out the Lamonts chain.

"The last thing I needed right now was that store closing," said Bill Gee, who handles the leasing for the struggling University Center mall in Anchorage.

Last January, Kirkland, Wash.-based Lamonts filed for Chapter 11 bankruptcy protection after months of slipping sales and cost overruns throughout the chain, which has 38 stores in four states. Gottschalks will acquire all the stores except one in Washington.

While Lamonts agreed a few weeks ago to be purchased by Gottschalks, another company tried to scoop up the Lamonts chain.

Oregon-based Troutman Investment, owner of the Troutman's Emporium chain in the Northwest, submitted its bid last week.

But Tuesday, the judge decided Gottschalks was the best match. Lamonts' creditors should be reimbursed 40 to 50 percent under the deal, the company reported.

Lamonts will continue its liquidation sale until mid-July. At that time, Gottschalks will close the stores, stock them with fresh merchandise and reopen in late August or early September, said Fred Bentelspacher, vice

president of marketing for Gottschalks.

While Bentelspacher couldn't name another city the size of Anchorage where Gottschalks runs three stores, he said the company has every intention of keeping them open. It also will run the stores in Wasilla, Soldotna, Fairbanks and Juneau.

"The Alaska market is the second-strongest market Lamonts is in," he said. "But I would be lying if I said we didn't have a little concern about coming up there."

The distance can be intimidating, he said, but "we're going to make it work."

Gottschalks is a more upscale store than Lamonts, selling apparel, cosmetics, shoes and housewares, including brands like Polo Ralph Lauren, Tommy Hilfiger, **Nautica** and Liz Claiborne.

"We're a very promotional and heavily branded store," Bentelspacher said.

Lamonts shoppers are happy the stores are staying open, but some hope Gottschalks isn't out of their price range.

"It will be fine as long as their prices are similar to Lamonts," said Bobbi Cusack at Northway Mall on Tuesday.

The Lamonts purchase is the largest acquisition Gottschalks has undertaken in its 95 years, increasing its total stores from 62 to 99 in seven western states.

Gottschalks executives hope the deal will help double the chain's annual sales during the next five years, from $ 568 million to $ 1 billion, Bentelspacher said.

qReporter Tony Hopfinger can be reached at 257-4344 or thopfinger@adn.com.

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SAILING: WALKER LEFT CURSING ERROR OF JUDGEMENT The Independent (London) May 19, 2000, Friday

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The Independent (London)

May 19, 2000, Friday

SECTION: SPORT; Pg. 25

LENGTH: 236 words

HEADLINE: SAILING: WALKER LEFT CURSING ERROR OF JUDGEMENT

BYLINE: Stuart Alexander In Annapolis

BODY:
A "RUSH of blood to the head" left Ian Walker almost dancing in rage as he let fly with a torrent of self-criticism on the dock after the fourth race of the **Nautica** Star World Championships here.

Walker had recovered from a poor first leg, in which he had rounded the mark in 56th place out of the 111 remaining entries, to be sixth at the end of the second upwind leg.

He then saw a gap opening up as the Italian Federico Strocchi turned wide ahead of him and Walker tried to sneak inside. But he misjudged the strength of an adverse tide and he hit the mark. After a penalty turn he was 10th, then he slipped to 13th on the downwind leg and to complete the misery a bad reading of the final leg pushed him further down to 18th.

"We nearly had it salvaged until I had brain failure," Walker said afterwards. "I had too much time to think about it and changed my mind. It was a rush of blood to the head on my part. Perhaps I was taking too high a risk because I want to win."

There were no such problems for the Canadian Ross MacDonald, who was second to the Italian who led from start to finish, Roberto Benamati, but who lies 35th overall. MacDonald is also second in the overall standings, to the American double Olympic medallist Mark Reynolds as Gavin Brady slipped to third overall. He was buried in the back half of the fleet for most of the race, only recovering to 52nd at the end.

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Again star of Star Class, Reynolds leads Nautica Lack of wind delays final race of 112-boat event THE BALTIMORE SUN May 20, 2000, Saturday

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THE BALTIMORE SUN

May 20, 2000, Saturday ,FINAL

SECTION: SPORTS ,3E

LENGTH: 399 words

HEADLINE: Again star of Star Class, Reynolds leads **Nautica**
Lack of wind delays final race of 112-boat event

BYLINE: Gilbert A. Lewthwaite

SOURCE: SUN STAFF

BODY:
Former world champion Star Class sailor Mark Reynolds has shown on the Chesapeake Bay this week why he has been selected to sail for the United States for the fourth time in the Olympics this fall in Sydney, Australia.

After five days of racing, the Californian was at the front of the fleet of 112 racing yachts in the **Nautica** 2000 Star Class World Championship when lack of wind delayed the final race yesterday.

With an international of array world champions and Olympic medalists against him, Reynolds, world Star Class champion in 1995, has produced the form that clinched him and partner Magnus Liljedahl, from Miami, the Sydney slot against 16 U.S. teams in a San Francisco Bay sail-off last month.

Reynolds won a gold medal in Spain in 1992, a silver medal in South Korea 1988 and was sixth in Savannah in 1996.

The week-long regatta - the first time the Star Class world championship has been held on the Chesapeake Bay since 1951 - will decide the final six national slots for the Sydney Olympics, where Star Class sailors from 17 countries will compete for medals.

In second place yesterday were the Canadian pair of RossMacdonald and Kai Bjorn.

One surprise has been Annapolis resident Gavin Brady, a veteran of big-boat racing who has shown an impressive turn of speed in his 22-foot two-man racer.

Brady was a tactician aboard Chessie Racing, Baltimorean George Collins' entry into the 1997-98 Whitbread Round The World Race, and a strategist with Paul Cayard's AmericaOne campaign for the America's Cup in his native Auckland, New Zealand.

Currently lying third in the world championship here, Brady and Kiwi crewmate Jamie Gale have secured a slot for New Zealand in Sydney, although they have been sailing the Star Class only for three months.

"The hard thing for us was early this week, when we were trying to sail conservatively," he said. "To be

assured of an Olympic spot, we just needed to be in the top 20. Now we are seeing just how well we can do. We feel very relaxed."

The **Nautica** 2000 regatta, which has attracted teams from 28 countries, has been supported by the Baltimore-Washington coalition hoping to become host to the 2012 Olympics.

"It demonstrates that the Baltimore-Washington area can put on a Olympic-caliber event," said Jim Capron, co-chairman of the regatta and one of two U.S. sailing judges selected for Sydney.

LOAD-DATE: May 22, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)** [i]
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Creative license; Some high-profile names are putting their brands on home furnishings The San Diego Union-Tribune May 21, 2000, Sunday

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The San Diego Union-Tribune

May 21, 2000, Sunday

SECTION: REAL ESTATE;Pg. H-17

LENGTH: 1796 words

HEADLINE: Creative license; Some high-profile names are putting their brands on home furnishings

BYLINE: Charlyne Varkonyi Schaub; KNIGHT RIDDER NEWS SERVICE

BODY:
Would you be enticed to buy an ornate metal bed if it came from the new Hemingway Paris Collection?

Would you feel like you could create a more homey retreat if author and HGTV personality Chris Casson Madden had her name on a furniture collection?

Have you been waiting for the relaxed lifestyle of Tommy Bahama clothing to be translated into island-style home furnishings?

American furniture manufacturers are betting you'll answer yes to these questions and won't mind paying more to have a famous name or brand attached to your home furnishings.

Licensing, a deal where a manufacturer agrees to pay a person, place or company 2 percent to 12 percent of wholesale shipments to piggyback on their well-known name, is transforming the home furnishings industry into a clone of the brand-happy clothing industry. The licensee can veto the designs the company creates, but industry sources say this rarely happens.

When done right, this combination of furniture and accessory licenses creates a "lifestyle" the consumer thinks he can achieve by buying the furniture and accessories.

During the past four years, licensing has gone from a novelty to a competitive strategy. Retail sales of licensed furniture are $4.7 billion. But there's still room to grow -- that's only about 10 percent of furniture sales compared to a 25 percent share in the apparel industry.

A variety of famous brands entered the competition at the International Home Furnishings Market last month at High Point, N.C. Some 70,000 buyers, manufacturers, sales representatives and interior designers attend this event each spring and fall, and the products they order determine what you will see in the stores six months later (although manufacturers are reducing the lead time on some collections).

Manufacturers are hoping they can repeat the success of Thomasville's Hemingway Collection, a blockbuster license with Ernest Hemingway's children that is expected to generate $100 million in retail sales in its first year. This figure is unprecedented in the company's 96-year history, according to Jim Adams, Thomasville's chief marketing officer and senior vice president.

"The reason licensing is so hot is that it offers a way to ... differentiate your product from the pack," said

Bob Skotnicki, president of Global Licensing in Hickory, N.C.

Skotnicki said consumers are already predisposed to buying clothing brands they recognize, such as **Nautica** and Ralph Lauren Polo. (Lauren was one of the first to enter home furnishing licensing with upscale manufacturer Henredon. Lexington carries the **Nautica** line.)

The success of the Hemingway venture has encouraged Thomasville to follow last year's four "Papa" themes -- Key West, Kenya, Ketchum and Havana -- with Paris this market.

"The collection has been an enormous success," said Mitch Scott, a Thomasville vice president. In its first year, he says Hemingway will outsell the best year of the company's top-selling collection, Collector's Cherry.

"Ernest Hemingway was and continues to be a legend," Scott said. "We have captured something rare in our industry, the ability to combine romance and emotion in home furnishings."

Hemingway's Paris

Thomasville is describing the Hemingway French theme as "sophisticated Parisian."

The 36-piece collection of case goods and upholstery is an eclectic combination that was inspired by antiques and French modernism of the 1920s and 1930s. Hallmarks include art deco inspiration, hand-painted finishes and silver accents.

The designers have created pieces tied to some association with the author's life and lifestyle in Paris. None of them, however, is a reproduction or adaptation of what Hemingway and his then-wife, Hadley Richardson Hemingway, owned.

But, if Scott is right, consumers don't want accuracy, they want romance. And Thomasville has romanced the brand by sprinkling references to famous friends of Hemingway such as Man Ray, Ezra Pound, James Joyce, Gertrude Stein and Alice B. Toklas.

Paris trips all the triggers with some of the most innovative and exciting designs we saw at this conservative market. The Le Monde cocktail table (suggested retail $3,000) features a globe in the middle of a round table and is adapted from a photograph of a 1920s apartment. The Odeon corner book stack ($770) with rattan peel detail allows eight shelves of book storage in a small corner space.

The Tatie metal bed ($2,600 queen and $3,000 king) is named after Hadley's nickname for Ernest. The four-poster bed is gracefully ornamented with French motifs and metal scrollwork in an aged bronze finish.

And, of course, there are bars. The 84-inch tall L'Etoile Bar features a painted Paris street scene and opens to reveal six drawers and three shelves for displaying glasses and bar ware ($4,300).

The very French, Bertain bar cart ($1,800) is a four-tier cart with two drawers and a tiny ribbonlike brass gallery rail and is the epitome of elegance.

Chris Madden Collection

Bassett has teamed with Chris Madden, who has earned a reputation as an accessible author, editor and television host. Her column, Interiors by Design, appears regularly in Homescape.

Madden's comfortable collection is inspired by her new book, "Getaways" (Clarkson Potter, $35). The book and the collection continue the Madden philosophy that we all need to find our special place that offers us a sense of sanctuary.

The "getaways lifestyle" takes ideas from Madden's homes, as well as the experience she gained designing

furniture and creating escapes for her celebrity clients, including Oprah Winfrey, Katie Couric and Toni Morrison. Bassett describes the collection as "reflective of the relaxed European traditional style with subtle Asian influences."

"I wanted to show how a getaway can be in a second home or a sanctuary in your own home," Madden said. "A getaway is really what feeds your soul."

The collection of upholstery and case goods has three getaway personalities -- Village, West Indies Cottage and Manor House.

But no matter what the theme, Madden emphasized practicality. The map table, with side drawers, was created in three different sizes. The ottoman was inspired by a kilim-covered version she found at the Salvation Army, but this one has a flip-up top for storage and casters so it can be moved easily.

Although some of the pieces look like much else you will see in the marketplace, there are a few that stand out. The Bassett customer profile is a woman, age 25-54, with a household income of $62,000 who lives in a $100,000 home, and the collection promises to give her a higher-end look for a lower price.

Some of the most interesting pieces in the collection include the chinoiserie Cathay secretary inspired by one Madden saw in France ($1,499), the Colette writing desk ($500) that is based on an antique in her home and a matching chair ($250).

The Elysse chair ($699-$999) and ottoman ($349-$499) offer a great look for the price.

The Chris Madden Collection was test marketed in Greensboro, N.C., and will be in stores this month.

Tommy Bahama

The licensing mania doesn't have to be based on a real person. It can also be what the industry calls co-branding, putting two brands together to create a more powerful entity.

That's what Lexington has done with its new Tommy Bahama Collection, a 57-piece collection priced at the upper end of the company's line.

Tommy Bahama, a sophisticated casual apparel line worn by golfers Peter Jacobsen, Russ Cochran and Gary McCord, is known for comfy clothing such as deck shorts, double-pleated plantation pants and vintage-inspired island print shirts. The product line is sold in specialty stores throughout the country and four national department stores, including Robinsons-May.

Lexington obviously wants to tap into Tommy's customer base -- well-heeled men and women age 25-60 who embrace a relaxed island lifestyle.

Bob Emfield, Lucio Dalla Gasperina and Tony Margolis created Tommy's mythical character after they spent getaway time in Bonita on Florida's Gulf Coast.

"We would look at each other and say, 'Let's forget about going back,' " Margolis said. "We invented Tommy because he never had to go back. If he ran out of money, he would go into his closet, sell an old shirt and buy some more beer."

This "life is one long weekend" philosophy easily translated into a tropically inspired furniture line that features vintage-inspired designs that are softened with louvers, cane, rattan and leather wrappings.

"It has got to have the look, style and finish attributed to what we have accomplished in our stores and restaurants," Emfield said, noting they only asked Lexington to change a few finishes.

Like Tommy, the colors are soft, laid-back and relaxed. Fabrics feature interesting motifs, such as the

dragonfly design used on dining chairs and stylized palm trees.

The most interesting pieces are a metal and rattan bed with palm tree finials ($1,200), a 7-foot-tall wardrobe with a louvered front that mimics plantation shutters ($2,500) and the Beachcomber cocktail table made from woven lampakanai with leather and brass accents ($1,150).

Don't expect all this licensing mania to end soon. Furniture Today, an industry trade publication, reports six more brands will debut in the fall market.

Top Trends

[] English class

Furniture manufacturers continue to explore Europe, landing this time in England. Classic 18th-century styles are pared down to suit casual lifestyles.

[] Curves ahead

On chests or tables, sofas or armoires, gentle curves create sensual silhouettes.

[] Better by the bunch.

Bunching tables, popular in the 1960s and '70s, are back as a flexible alternative to the large cocktail table.

[] Chinoiserie

Ornate Chinese designs hand-painted on European furniture -- the rage in the 18th century -- are back, too, marrying Asian pieces with 18th-century European styling.

[] French accent.

Designers say "oui, oui" to the graceful lines of glamorous French furnishings from the 1930s and '40s.

[] Benched.

Elegant benches are everywhere, especially at the foot of the bed.

[] Big and bold.

Houses are larger, and furniture, like Century's 90-inch armoire, is growing to match the scale of bigger rooms with higher ceilings.

[] Look back.

Watch your back side -- the backs of sofas, chairs and etageres, that is. Dressmaker-detail furnishings look good from behind when "floating" in large rooms.

[] Dark mood.

Furniture finishes have warmed to coffee tones.

[] Fly buys

Dragonflies are carved into furniture, woven into fabrics, sharing the spotlight with another hallmark of the tropics -- palm trees.

GRAPHIC: 4 PICS | 1 CHART; 4. BASSETT; 1. Tommy Bahama chest of drawers for Lexington Homebrands 2. L'Etoile Bar from Hemingway's Paris by Thomasville 3. Chris Casson Madden chair and ottoman for Bassett 4. At home and abroad: Furnishings in the new Chris Madden collection include pieces like this desk and matching chair that are inspired by antiques the TV personality has in her home or has seen in her travels. (H-22) 5. Top Trends (H-22)

LOAD-DATE: May 22, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, June 22, 2006 - 6:37 PM EDT

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MUSIC EVENT TO BENEFIT AIDS EFFORT The Miami Herald May 21, 2000 Sunday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

May 21, 2000 Sunday FINAL EDITION

SECTION: NEIGHBORS WE; Pg. 35W

LENGTH: 175 words

HEADLINE: MUSIC EVENT TO BENEFIT AIDS EFFORT

BYLINE: Herald staff

BODY:
Fashion Rocks, an event to benefit LIFEbeat, The Music Industry Fights AIDS, will be held May 28 at The Raleigh Hotel, 1775 Collins Ave.

The event is being dedicated to Peter Freedman, the manager of the rock-'n'-roll band LIVE, who died at age 39 from complications from pneumonia and a staph infection.

The performance will begin at 8 p.m. for general admission ticket holders and 7 p.m. for VIP ticket holders. Emcee Pauly Shore will kick off the show at 9 p.m. and Veruca Salt will perform at 10 p.m. as models show off the latest **Nautica** looks on a runway over the Raleigh pool. South Beach disc jockey Mark Leventhal will provide the soundtrack.

A surprise appearance by a multiplatinum rock band is expected. The festivities will continue through 1 a.m. until the official after-party begins at G-Spot.

The benefit is being presented by Global Venture Partners in association with Tanqueray and Ocean Drive Magazine.

General admission tickets are $25; VIP tickets are $75.

For more information, call 305-531-7406.

LOAD-DATE: January 31, 2002

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View: Full
Date/Time: Thursday, June 22, 2006 - 6:37 PM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Fashion pool offers plenty Daily Oklahoman (Oklahoma City, OK) May 21, 2000, Sunday

Copyright 2000 The Sunday Oklahoman
Daily Oklahoman (Oklahoma City, OK)

May 21, 2000, Sunday CITY EDITION

SECTION: OKLAHOMA NOW! LIFESTYLES - PEOPLE - CULTURE - FASHION; Pg. 7

LENGTH: 359 words

HEADLINE: Fashion pool offers plenty

BYLINE: Linda Miller, Fashion Editor

BODY:
NO itsy-bitsy teenie-weenie yellow polka-dot bikini in your future?

Luckily, swimwear choices are plentiful. As women sort though the racks for that perfect-fitting suit, they're finding midriff-covering tank inis (a tank top with a brief bottom), athletic-inspired tanks, high-necks, bandeaus, boy-leg bottoms and halter tops, and romantic styles with lingerie straps and sheer details.

The tankini caught women's attention last year, and it continues to be one of the summer's hottest hits. It offers the comfort and feel of a two-piece but with a generously cut brief and more coverage for those less-than-perfect abs.

"This year, we will feature a slightly longer top that still keeps that alluring feel of a bikini," said Linda Chan, brand manager for Jantzen.

Although the tankini's appeal seems to span all ages, it's a lightweight compared to figure-enhancing suits that offer bust support, nip the waist, lift the bottom and flatten the stomach. These suits are becoming more popular - and more plentiful - as baby boomers demand suits that fit their body types.

One of the first to recognize the need for figure-flattering suits was Carol Wior, who introduced her Slimsuit in 1992. It comes with a tape measure to prove that wearers can actually see a measurable difference.

Other wearer-friendly suits include Lands' End's new collection with Slendertex, Miracle suit, Jantzen Suits Me, Rox anne Signature Collection and Shapers, JCPenney's private label.

For those who prefer two-piece suits but need a different size

on top than bottom, shopping has never been easier. Many swimwear lines, including Kathy Ireland's Mix and Match Collection at Kmart, rely on the convenience of separates - individual tops and bottoms - conveniently sold in different sizes and styles.

As is often the case, this year's swimwear trends mimic ready-to-wear - bright colors, glamour, animal prints, lace and denim.

With so many choices, maybe the swimsuit shopping ordeal won't be so traumatic. Now if the stores would just soften that harsh fluorescent lighting in the dressing rooms.

GRAPHIC: Photo 1: Summer's coolest looks: black-and-white striped tankini bottom and belted silver-and-black tank. Both from T.J. Maxx. Models from Harrison Gers Modeling Agency. Photos taken at Waterford Marriott Hotel. Photo 2: In-your-face yellow bikini by **Nautica,** from Dillard's. Photo 3: Fuchsia tankini with shirred V-bottom by Athena, from Dillard's. Photo 4: The snakeskin trend extends to swimwear. Bikini and cover-up by Gottex, from Ruth Meyers Inc.

LOAD-DATE: May 24, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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BUYER'S GUIDE The Augusta Chronicle (Georgia) May 21, 2000 Sunday

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The Augusta Chronicle (Georgia)

May 21, 2000 Sunday ,ALL EDITIONS

SECTION: SWIMSUIT, Pg. O06

LENGTH: 210 words

HEADLINE: BUYER'S GUIDE

BODY:
Here's where you can buy the swimwear by manufacturers in this section:

* Liz Claiborne swimwear is available at Dillard's, Rich's and Macy's department stores. Styles and colors vary at each location.

* Sirena swimwear is carried by Dillard's, Belk, Macy's and Rich's and other department stores. Phone: (800) 765-7675.

* Ocean Pacific (Op) suits are available at J.C. Penney, Macy's, Rich's, Dillard's, Belk, Sports Authority and The Body Shop. Styles and colors vary by location.

* Tommy Bahama swimwear is sold at Nieman Marcus, Saks Fifth Avenue and Nordstrom department stores and at resorts, hotels, spas and pro shops. Phone: (800) 647-8688. Web site: tommybahama.com

* Kathy Ireland swimwear is available only at Kmart stores. Phone: (800) 866-0086. Web site: kmart.com.

* T.J. Maxx is at 3412 Wrightsboro Road, 737-6507. Colors and styles may vary among T.J. Maxx stores nationwide. Phone: (800) 2TJ-MAXX (285-6299). Web site tjmaxx.com

* The Body Shop is in Augusta Mall, 3450 Wrightsboro Road. Phone: 738-2808.

* Old Navy is at 219 Robert C. Daniel Parkway in Augusta Exchange shopping center, 733-4350. Suits also can be ordered by phone - (800) OLD-NAVY (653-6289) - or from the online swim shop at www.oldnavy.com.

GRAPHIC: 1. JENNIFER BRUNO/STAFF
Above, Alison Varner watches a shot by Mitch Marchman on the fairway at Forest Hills. She's wearing a dark-green tankini with white trim and tropical flowers by Beach Lingo ($49.99, The Body Shop).
2. Danielle May wears a multicolored Op bikini (style name Gypsy Passport, $66) as she imitates Isaac Scott's pose at Python Gym.
3. Elizabeth Gregory, on Jim Holton's boat at Lake Springs, wears a black one-piece suit with ruffle trim ($29.99, T.J. Maxx).
4. Natalie McDaniel wears a red and navy two-piece tank suit by **Nautica** ($80, Dillard's) at Augusta

Aquatics Center.

5. Ms. Varner wears a two-piece floral-print suit with halter-strap top and skirt-style swim shorts by Westbound Beach ($60, Dillard's).
6. Ms. May wears a bright-red floral bikini with bandeau top ($ 29.99, 7. Ms. Gregory gets a hit at Lake Olmstead stadium wearing an orange floral string bikini by Op (style no. B31272, suggested retail $54; $ 49.99 at The Body Shop). Third baseman Brady Williams acts as catcher.
8. Ms. May wears a stretch denim triangle bikini with cuffed short bottom detailed with stitching and rivets by Op ($70).

LOAD-DATE: October 6, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
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Cellphone dilemma solved: New clothes will have pockets for must-have gadgets Edmonton Journal (Alberta) May 23, 2000 Tuesday Final Edition

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Edmonton Journal (Alberta)

May 23, 2000 Tuesday Final Edition

SECTION: Living; Pg. E2

LENGTH: 457 words

HEADLINE: Cellphone dilemma solved: New clothes will have pockets for must-have gadgets

SOURCE: Orlando Sentinel

BYLINE: Jean Patteson

BODY:
Millions of North Americans now own cellular phones. Which raises the question: When the phones are not actually in use, where are they carried?

Many women, needless to say, carry their cellphones in their handbags -- along with the zillion other supposed essentials they never leave home without. In fact, a great many handbags now are made with specially sized, easily accessible compartments designed specifically for cellphones.

But men -- aside from a liberated, bag-carrying minority -- are left wondering what to do with their phones when they're not actually talking on them. Some men clip their phones to their belts, some stuff them into their briefcases, others simply hold them in their hands -- hoping, no doubt, for an incoming call to justify the phone's being there.

But if men can hold the line until the fall, their problem will be solved. Many of next fall's jackets, coats and even sweaters are being designed with special cellphone pockets.

The pockets -- deep and narrow to hold cellphones snugly -- will be featured on the inside of business suits by Brooks Brothers, on the outside of casual denim suits by Ron Chereskin, as a detachable option on jackets by **Nautica,** and on the sleeves of sweaters by Wilke Rodriguez.

"Techno clothes are all the rage in Europe. Most of the major manufacturers are doing utilitarian concepts. It's part of the urban-cool look," said Tom Julian, a New York trend analyst.

At first, the pockets that were part of the techno-utilitarian look were more decorative than functional. But before long, designers started shaping and sizing the pockets for specific purposes -- to accommodate the usual wallets, pens and passports, but also tekkie gizmos such as electronic organizers, CD players and cellphones.

Cellphones have become part of today's lifestyle, said David Chu, designer of the popular **Nautica** menswear line. "It just makes sense to design functional clothing that works with today's lifestyles," he said.

Many coats and jackets in the fall **Nautica** line will feature cellphone pockets -- either built into the garment or as detachable, Velcro-backed pouches. **Nautica** also will offer men's shoulder bags and backpacks with detachable cellphone cases.

Similar offerings will be made by trendy lines such as Tommy Hilfiger, Kenneth Cole, CK Calvin Klein, Ron Chereskin and Slates. The new, youth-oriented Levi Strauss brand, L2, is even putting cellphone pockets in its jeans.

Some designers have jumped the gun and already are providing cellphone pockets. You'll find them in Hugo Boss suit coats and Banana Republic trench coats, on the sleeves of Wilke Rodriguez linen jackets, on the sides of shorts by Daniel Cremieux, and in tuxedo jackets by Fubu.

GRAPHIC: Photo: Knight Ridder-Tribune; Designers have solutions to the problem of how to carry a cellphone.

LOAD-DATE: March 26, 2002

Source: News & Business > Combined Sources > **News, All (English, Full Text)** [i]
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GENESCO STOCK SOARS WITH EARNINGS The Tennessean May 24, 2000 Wednesday

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The Tennessean

May 24, 2000 Wednesday

SECTION: BUSINESS; Pg. 1E

LENGTH: 414 words

HEADLINE: GENESCO STOCK SOARS WITH EARNINGS

BYLINE: GETAHN WARD

BODY:
By GETAHN WARD

STAFF WRITER

Shares of Genesco Inc. yesterday rose 12% after the Nashville-based company exceeded first-quarter earnings expectations.

Genesco also said that it is selling its leather tanning and finishing operations to focus on the core business of retail and the marketing of branded footwear.

For the first quarter that ended on April 29, the company reported net earnings of $6 million or 25 cents a share vs. $4.1 million or 16 cents for last year's first quarter.

On average, eight analysts polled by First Call/Thomson Financial had expected earnings of 19 cents a share for the recent quarter.

Genesco shares yesterday hit a 52-week high of $16.31, before ending the day at $15.81, up $1.75.

The company said it expects to take a $2 million-$3 million after-tax charge to its second-quarter earnings. The after-tax charge is related to the sale of the Volunteer Leather Co. operations to Red Wing, Minn.-based S.B. Foot Tanning Co.

"The expected divestiture of the leather business allows us to be more focused on our core competencies," said Ben T. Harris, Genesco's chairman and CEO.

Genesco said it expects a net cash flow between $5 million to $6 million from the transaction.

Sales from the leather business were nearly $5 million for the recent quarter that ended on April 29, down from nearly $5.3 million for the year-earlier first quarter. The unit posted a pretax loss of $279,000 vs. pretax earnings of $200,000 for last year's period.

With plants in Milan, Tenn., and Whitehall, Mich., the leather business accounted for 4% of Genesco's net sales last year. The Milan operation employs 75 people, and will remain open. The unit's tanned leather products are sold mainly to military boot makers.

Overall, Genesco's net sales for the recent quarter rose 17% to $151 million from $129 million a year ago.

Company officials attributed the increase to strong performance of Genesco's stores, led by a 47% increase for its Journeys footwear chain for teens.

The company yesterday raised its sales growth target to about 15% to 20% annually, compared to the previous 10% to 15%.

Genesco operates 724 U.S. footwear retail stores including Journeys, Johnston & Murphy and Jarman and sells wholesale footwear under the Johnston & Murphy, Dockers and **Nautica** brands.

Getahn Ward covers public companies for The Tennessean. He can be reached at 726-5968 or gward@tennessean.com

GRAPHIC: CHART BY HYANGSOOK LEE; STAFF

LOAD-DATE: August 6, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
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HOTEL BOOKS FASHION SHOW, PARTY The Miami Herald May 25, 2000 Thursday FINAL EDITION

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May 25, 2000 Thursday FINAL EDITION

SECTION: NEIGHBORS BC; Pg. 14MB

LENGTH: 220 words

HEADLINE: HOTEL BOOKS FASHION SHOW, PARTY

BYLINE: Herald staff

BODY:
Fashion Rocks, an event to benefit LIFEbeat, The Music Industry Fights AIDS, will be Sunday at the Raleigh Hotel, 1775 Collins Ave.

The event is being dedicated to Peter Freedman, manager of the rock-and-roll band Live, who died at 39 from complications from pneumonia and a staph infection.

The show begins at 8 p.m. for general admission ticket holders and at 7 p.m. for VIP ticket holders. Emcee Pauly Shore will kick off the evening at 9 p.m. and Veruca Salt will perform at 10 p.m. as models show off the latest **Nautica** looks on a runway over the Raleigh pool. South Beach disc jockey Mark Leventhal will provide the soundtrack.

The evening also includes a wrap party for the new film In the Shadows, starring Cuba Gooding Jr., Matthew Modine, James Caan and Joey Lauren Adams. VIP guests will mingle with stars at a private reception catered by South Beach restaurants Joia, Tantra, The Strand and Bambu.

A surprise appearance by a multiplatinum rock-and-roll band is expected.

The festivities will continue through 1 a.m. until the official after-party begins at G-Spot.

The benefit is being presented by Global Venture Partners in association with Tanqueray and Ocean Drive Magazine.

General admission tickets are $25; VIP tickets are $75.

For more information, call 305-531-7406.

LOAD-DATE: January 31, 2002

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TheEsquireGuide: Beachwear. Esquire June 1, 2000

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June 1, 2000

SECTION: No. 6, Vol. 133; Pg. 83 ; ISSN: 0194-9535

IAC-ACC-NO: 63165421

LENGTH: 1158 words

HEADLINE: TheEsquireGuide: Beachwear.

BODY:
AH, THE BEACH--surf, sand, and surprisingly bad clothing. We don't know why but somehow it's possible for a man who has impeccable taste in business attire to think that a pair of knee-length Jams in a psychofloral print and a pair of drugstore-bought sunglasses that'll make him look like an off-duty member of CHiPs are the perfect accompaniments to that newly bought Benz CL500 and the beach house in Watch Hill. Now, listen, we know the beach can be a little anxiety, inducing, particularly if you've laid off the Tae-Bo for a while, but trust us--you're not going to deflect attention away from what a season of osso bucco can do to your body by looking like Bozo the Clown on holiday. The trick (and it isn't really a trick; you can and should apply this to most everything) is to keep it simple. A well-proportioned pair of swim trunks, sunglasses that both complement your face and keep you from getting cast as an acting coach in The Ray Charles Story, and some sunscreen that'll keep the phrase "Oh, yes, sir, the oncology ward is down the hall to the right" a figment of your imagination are really all you need when sitting poolside on Kauai (that, and probably another zombie).

Swim trunks The best swimwear, not unlike nature or a wino, strives for balance. On one end of the spectrum lie surfer's trunks, with an exaggerated length that makes them the aquatic equivalent of knickers. On the other end: bikini briefs, which leave nothing to the imagination, in a particularly frightening way. The swim trunks shown here follow a Zen-like middle path. By using a classic cut that's been updated with new fabrics and colors, they're not so long that you'll look like an extra from The Endless Summer, nor so formfitting that you'll be sporting a banana hammock.

a. Not all yellows are created equal. Taxicabs are yellow--so are Ferrari 350 Modena Spiders. Bathing suits at Kmart are yellow--so is this one. Nylon trunks ($ 144) by Prada Sport. b. Gray might not be your first idea for a swimsuit, but think how nice it'll look with that stainless-steel diving watch you have. (You don't have one? Go take a look at some of the latest offerings on page 32.) Polyester trunks ($ 175) by Louis Vuitton. c. These trunks steal from the best of surf-wear tradition by including a drawstring waistband. Mind you, that doesn't give you the right to break out the seashell necklace and the rope bracelet. Nylon trunks ($ 118) by Emporio Armani. d. of course, boys on the longboard aren't the only inspiration for bathing suits; this one takes its cues from running shorts and other athletic apparel. Nylon trunks ($ 110) by Etro. e. The classic uniform. Yes, it'll make you look more like a lifeguard, but--and this is important--it won't make you any more able to save that guy caught in the riptide. Nylon trunks ($ 37) by Birdwell.

a. All black and all business--you can pretend you're a Navy SEAL. Nylon trunks ($ 190) by Tom Ford for Gucci. b. Wear shorts like these a bit lower on the waist--though not so low that you look like a plumber.

Cotton-and-nylon trunks ($ 32) by **Nautica.** C. A flat waistband (as on this pair) prohibits blousing. Cotton-and-nylon trunks ($ 100) by Zegna Sport. d. This suit is equally fit for catching a wave or, with a cotton sweater, a couple dozen Wellfleets for dinner. Cotton trunks by Michael Kors. e. Dream of strapping a board to the top of a '55 Chevy Nomad? Wear these. Nylon trunks ($ 40), Polo by Ralph Lauren. f. If your tastes tend toward the varsity look, check out this suit with the sporty racing stripes. Nylon trunks ($ 150) by Salvatore Ferragamo. g. Beefy nylon fabric makes this suit more rugged (and less see-through). Nylon trunks ($ 300) by Hermes.

1. Yeah, we've heard it all before. "I don't need sunscreen." "I don't burn." "Just a little 30-weight and I'm fine." Keep it up and you'll be hearing stuff like "biopsy," "malignant," and "melanoma." SPF 15 sun swipes ($ 28), SPF 15 ultrasensitive body block ($ 22), and SPF 30 solar-defense booster ($ 30) by Dermalogica. SPF 30 sunscreen lotion ($ 15) by Biotherm.

2. Does the sun's warm glow bring you that much closer to Mother Earth and her glory? Okey-dokey, star child, then you'll be a big fan of these products, which are made out of walnut-shell extract, oil of nutmeg, and other eco-friendly materials. SPF 15 daily light guard ($ 17), self-tanning cream ($ 17), and SPF 15 lip saver ($ 8) by Aveda. Summer vacation self tanner ($ 18) and SPF 15 sunscreen ($ 17) by Origins.

3. For those of you who are hell-bent on looking more like George Hamilton than even George Hamilton (you know who you are), we offer these heliophilic sunscreens that are sure to get you more bronzed than a pair of baby shoes. SPF 4 protective bronzing mist ($ 29) and SPF 23 oil-free sun-shelter lotion ($ 25) by Chanel. SPF 25 lotion for the body ($ 19) and SPF 15 oil-free sun spray ($ 19) by Estee Lauder.

4. Any physical activity beyond waving the cabana boy over for a refill requires these products, which have more-sporting characteristics, like enhanced moisturizing and water resistance. SPF 20 oil-free sunblock ($ 25) and SPF 30 ultralight oil-free sunblock ($ 6) by Peter Thomas Roth. SPF 24 waterproof sun protection ($ 20) by Brandt. Klaus Heidegger's SPF 30 water-resistant skin protector ($ 29) by Kiehl's.

"But I always lose sunglasses ..." We know, it's hard. Here's a suggestion: Don't. A well-made pair of shades will protect your eyes from harmful UV radiation far better than those bought at a checkout line (which have all the protectiveness of Saran Wrap darkened with a Magic Marker and have all the stylishness of a militia). The sunglasses we've assembled here are hybrids. Designers have taken the plastic wraparounds of the Easy Rider era and blended them with the metal frames of aviators. The result is somewhere between Peter Fonda and Steve McQueen, which, you have to admit, isn't really a bad place to be.

a. Without getting too sci-fi, these frames update the traditional sunglass shape. Sunglasses ($ 119) by Ray-Ban. b. For comfort and durability (and just because it's different), these frames are made out of rubber. Sunglasses ($ 130) by Emporio Armani. c. Vaguely military, these frames look like what you would have bought at the PX in Nha Trang. Sunglasses ($ 220) by Ralph Lauren Eyewear. d. Avoid the Aristotle Onassis effect: Wear appropriately sized sunglasses like these. Sunglasses ($ 200) by Calvin Klein. e. with these wraparounds with their futuristic cutout sides, you'll feel as if you're in The Matrix II Sunglasses ($ 159) by Web. f. Steel often projects a cooler, more modern image than other materials. Sunglasses ($ 160) by **Nautica.** g. Tortoiseshell frames are less The Matrix, more The Talented Mr. Ripley. Sunglasses ($ 185), Carrera Sunglasses by Safilo. h. Know this: wider-looking frame, slimmer-looking face. Sunglasses ($ 180) by Gucci Eyewear.

IAC-CREATE-DATE: July 19, 2000

LOAD-DATE: July 20, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Who's that Nautica Girl? Childrens Business June 2000

Copyright 2000 Gale Group, Inc.
Business and Industry
Childrens Business

June 2000

SECTION: Vol. 15, No. 6; Pg. 10; ISSN: 0884-2280

RDS-ACC-NO: 2469744

LENGTH: 232 words

HEADLINE: Who's that **Nautica** Girl?

HIGHLIGHT:
Nautica Girls' fall 2000 line is being produced by Hampton Industries "Girls' Life" magazine is involved in interactive publicity

BODY:
NAUTICA GIRLS IS JOINING FORCES WITH GIRLS' LIFE, a leading consumer publication for today's 'tween girl, to launch "**Nautica** SmartGirl," a unique, interactive publicity event slated for the 2000 Back-to-School season. Embracing the spirit of youth, empowerment and individuality, the event centers around a ten-city U.S. mall tour to kick off this July in Miami and wrap up late August in New York City. Young girls are invited to come out for a day of fun and fashion, and to take to the catwalk to model looks from the **Nautica** Girls fall collection, produced by Hampton Industries. The runway spectacle will be accompanied by live DJs, celebrity guests and promotional gift giveaways. Each participating girl will receive a savings certificate to put toward the purchase of the latest **Nautica** Girls fashions for the new school year, along with a gift package featuring a "denim customization kit" that includes decorative studs and gems, which young girls can use to embellish and personalize their denim wear. A comprehensive online offering, direct marketing effort and strategic advertising campaign will lend additional promotional support to the upcoming **Nautica** SmartGirl program.

photo omittedCopyright 2000 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.Copyright 2000 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.187

TYPE: Journal; Fulltext

JOURNAL-CODE: CHILBUSI

LOAD-DATE: January 19, 2005

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Thursday, June 22, 2006 - 6:18 PM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Community-minded: Discover Mills announces contributions The Atlanta Journal and Constitution June 7, 2000, Wednesday,

Copyright 2000 The Atlanta Constitution
The Atlanta Journal and Constitution

June 7, 2000, Wednesday, Home Edition

SECTION: Gwinnett Extra; Pg. 1JJ

LENGTH: 488 words

HEADLINE: Community-minded: Discover Mills announces contributions

BYLINE: Don Fernandez, Staff

SOURCE: AJC

BODY:
Eschewing a traditional groundbreaking, Discover Mills officials took a moment Tuesday to detail what the retail complex will contribute to the community aside from another shopping fix.

The Mills Corp., which is developing the project, announced a donation of 8 1/2 acres of green space near the site to Gwinnett County. A benevolent agency also received aid and the promise of a continuing partnership.

Annandale Village, an organization that provides developmentally disabled adults with vocational training and skills, received $ 25,000 from Discover Mills.

The money will be used to help fund the facility and expand the Sheltered Workshop, which helps the nearly 100 residents at Annandale Village learn job skills and secure employment with local businesses.

"We wanted to help a charity that gave back to the community more than it took in," said Erick Collazo, vice president and development director for the Mills Corp. "We felt Annandale Village was a great benefit."

The gift extends beyond cash.

Discover Mills will also hire Annandale Village residents to work in service capacities at the shopping complex once it opens in fall 2001.

The partnership was welcome news to Chuck Lotz, chairman of the board of directors at Annandale Village.

"It's absolutely fabulous," he said. "I have to hand it to Discover Mills. We're looking forward to a long-term partnership."

The 136-acre Annandale Village complex is in Suwanee off Satellite Boulevard and Ga. 316.

The first four tenants for the shopping center were announced two weeks ago, and little else was revealed about the retail list at the ceremony.

Bass Pro Shops Outdoor World, F.Y.E. For Your Entertainment, Jillian's and Off 5th-Saks Fifth Avenue Outlet

are the first takers for space. Nearly 200 tenants, entertainment venues and theme restaurants will be part of the complex. Typical merchants at other Mills locations include outlets for **Nautica** and Banana Republic as well as Bed Bath & Beyond.

As retailers have bombarded the company with interest in the shopping center, any qualms that Gwinnett was already saturated with shopping have been dismissed.

"This one is a little different in that it's relatively close to Gwinnett Place and the Mall of Georgia," said Jim Dausch, senior executive vice president of development for the Mills Corp. "A lot of people thought we'd have problems getting merchants. But that hasn't been a problem. I'd take a site like this anytime."

Discover Mills will be the first shopping center in the country to be branded with a corporate sponsorship. Executives from the credit card company were also on hand at the ceremony to meet and greet the community.

Construction costs for the project are expected to total $ 170 million. Discover Mills is expected to generate nearly $ 300 million in sales during its first year and provide 29,000 jobs during its first 10 years of operation.

GRAPHIC: Map
GWINNETT'S NEXT MALL
Map of Gwinnett County pinpoints the location of the future site of Discover Mills; inset map of metro Atlanta pinpoints the area shown in the larger map./ ROB SMOAK / Staff
Photo
Announcement ceremony: Discover Mills officials spoke Tuesday about plans for charitable community partnerships./ T. LEVETTE BAGWELL / Staff

LOAD-DATE: June 7, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Thursday, June 22, 2006 - 6:16 PM EDT

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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ALL FOR NAUTICA The New York Post June 8, 2000, Thursday

Copyright 2000 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

June 8, 2000, Thursday

SECTION: Late City Final; Pg. 011

LENGTH: 54 words

HEADLINE: ALL FOR **NAUTICA**

BODY:
"

GRAPHIC: Hot young actresses Shannon Elizabeth (left) and Jill Hennesy turn jeans queens for a day as they help the **Nautica** Jeans Co. launch its fall line of denim-based fashion here last night. Shannon's starring in the upcoming flick "Scary Movie," while Jill's still winning raves on "Law & Order." Dave Allocca/DMI

LOAD-DATE: June 8, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Actors strike gets more foundation from Unilever The Hollywood Reporter June 08, 2000

Copyright 2000 BPI Communications, Inc.
The Hollywood Reporter

June 08, 2000

LENGTH: 352 words

HEADLINE: Actors strike gets more foundation from Unilever

BYLINE: David Robb

DATELINE: The cosmetics branch of one of the world's largest advertisers

BODY:
Unilever _ has signed an interim agreement that will allow it to produce commercials using union talent during the ongoing actors strike, SAG sources said Wednesday.

SAG and AFTRA announced last week that a "major cosmetic advertiser began producing all of their commercials starting this week under an interim agreement," but the unions refused to identify the company.

The unions claim that more than 1,400 companies have signed their interim agreements but have only identified two: the firms that are producing the presidential campaign ads for Vice President Al Gore and Texas Gov. George W. Bush.

Union officials said they are reluctant to identify companies that sign their interim pacts because they don't want them to be harassed by the ad industry, which has urged companies not to sign the interim agreements.

On Wednesday, however, SAG sources said that Unilever's cosmetic branch had signed the interim pact.

Unilever is a huge company with numerous divisions. It makes Lipton tea, Dove soap, Ragu sauces, Breyers ice cream, Suave shampoo and Calvin Klein cosmetics. On Tuesday, Unilever bought the Bestfoods company for $20.3 billion.

On March 7, Unilever announced that it had created a new company, Unilever Cosmetics International, which comprises two distinct product lines: Calvin Klein Cosmetics and a new unit called Unilever Prestige, which will market fragrances and cosmetics under the **Nautica** brand name. Unilever also makes perfumes and cosmetics through the Elizabeth Arden Co.

SAG sources would not say which Unilever cosmetic line is producing commercials under the unions' interim agreements.

The unions, meanwhile, picketed the Mattel toy company's annual shareholders' meeting in El Segundo, Calif., on Wednesday.

Several high-profile union members _ including actor Elliott Gould _ were allowed inside to address the meeting, while outside on the picket line, striking actors chanted: "Barbie is a scab employer."

About 75 strikers also picketed a commercial for Pringles potato chips that was shooting Wednesday at a home on Rossmore Avenue in Los Angeles.

LOAD-DATE: June 08, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, June 22, 2006 - 6:15 PM EDT

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Getting into the swim of things; Take the plunge into swimwear with lots of styles to choose from Hamilton Spectator (Ontario, Canada) June 8, 2000 Thursday Final Edition

Copyright 2000 Toronto Star Newspapers, Ltd.
Hamilton Spectator (Ontario, Canada)

June 8, 2000 Thursday Final Edition

SECTION: FASHION; Pg. D01

LENGTH: 580 words

HEADLINE: Getting into the swim of things; Take the plunge into swimwear with lots of styles to choose from

SOURCE: Special To The Hamilton Spectator

BYLINE: Kellie Ann Zupet

BODY:
Imagine you are one of the chosen few to compete on the new television adventure, Survivor. You look forward to spending a few weeks secluded on a tropical island with only your determination and wits to keep you alive.

You are alone except for your fellow castaways, a fair sized television crew and a couple of million cable subscribers.

How will you single yourself out as the lone survivor, defying the odds and garnering the million dollar (that is US dollars) prize?

Your experience as a Navy Seal will not save you from being axed by a tribal council and banished from the isle, nor will your skill as a fisherman or even your ability to make a shelter out of beetle dung.

Perhaps the one thing that can get you a little closer to the cash is your fabulous swimsuit.

After all, the viewing public can be easily swayed by bright colours or bold prints and a matching sarong will work as a pretty spiffy hammock in a pinch.

Spaghetti strapped, strapless, or sporty, there is just no denying the bikini bathing suit is the swimwear that will be turning heads this season.

At the designer collections there was no shortage of Amazon-like models strutting down the catwalk in itsy bitsy bright bikinis.

A few designers were so enthused over the skimpy swimwear they sent models onto the runway with bikini tops and either shorts, skirts or jeans on the bottom, indicating that, in their opinion, this was perfectly acceptable day to disco wear.

If the message from the catwalk is that the bikini is hotter than ever and we had all better work on our tans, then the underlying theme was that brilliant colours and interesting shapes serve to make bathing suits look as good at the pool bar as they would if they ever actually hit the surf.

All great news if you are under 25 and have Kate Moss ringing you for diet tips.

However, for those who would rather be abducted by terrorists than put on a bikini, there is also some rather good news.

Even though the bikini rules the waves, designers realize many of their customers are not comfortable without more coverage.

They have, therefore, used the same fun, bright, colours, punchy prints and modern interesting shapes to create alternatives. Deeply v'd one-piece suits with matching sarongs have as much sex appeal as a bikini and more coverage.

Tankini's are still swimming along in popularity with the addition of longer triangle tops to give them a fresh new look, and boykini's and sport style one piece suits continue to win favour with consumers. The swimwear industry has also learned to take figure concerns seriously. They have developed gel bra tops for numerous swimsuits to take the place of some less natural looking padded cups and have begun using the slimming effects of stretch fabrics to smooth out troublesome tummies.

Splashing out on a bathing suit doesn't have to leave you drowning in debt. Prices range from the low two-figures for something cheap and cheerful to the high three-figures for a suit with a designer label.

Fabulous floral prints, bold stripes and eye-catching patterns can all be had in various price ranges. The trick is to shop well and be sure to go through the typical change room torture until you find a suit that really thrills.

Spending an entire afternoon combing the shops for a perfect swimsuit and emerging with ego, body image and self confidence in tact, now, that is the test of a real survivor.

Kellie Ann Zupet is a freelance fashion writer

GRAPHIC: Photo: Scott Gardner, the Hamilton Spectator/Models From Vogue Models and Talent/Photos Taken at the Loffts; Strapless, string or sporty, bikinis will be turning heads on the beach this summer. This OP string bikini sells for $124.95.; Photo: Photos by Scott Gardner, the Hamilton Spectator; Bikini Village tangerine floral one piece suit is $89.95. Matching sarong skirt is $39.95.; Photo: Photos by Scott Gardner, the Hamilton Spectator; **Nautica** triangle top bikini is $149.95; Photo: Photos by Scott Gardner, the Hamilton Spectator; Baltex lemon-lime tube top bikini is $39.99. All bathing suits shown are available at Bikini Village.

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Clothing firms in deal The Times Union (Albany, NY) June 14, 2000, Wednesday,

Copyright 2000 The Hearst Corporation
The Times Union (Albany, NY)

June 14, 2000, Wednesday, THREE STAR EDITION

SECTION: BUSINESS, Pg. E1

LENGTH: 136 words

HEADLINE: Clothing firms in deal

BYLINE: --; Dow Jones News Service

BODY:
NEW YORK -- Apparel maker Phillips-Van Heusen Corp. said Tuesday it agreed to license the Arrow brand of dress shirts from Cluett American Corp. and acquire Cluett's Cluett Designer Group unit for an undisclosed amount. Phillips-Van Heusen, based in New York, makes and sells apparel and footwear under such brands as Van Heusen, GH Bass and Izod. It had revenue of $ 1.27 billion in the year ended Jan. 30.

Privately held Cluett American, which is also New York based, designs, makes and markets Gold Toe brand socks and licensed apparel brands in the United States that include **Nautica** and Jockey.

Cluett Designer, which is the licensee for Kenneth Cole dress shirts, generates $ 100 million to $ 110 million in annual sales, Phillips-Van Heusen said.

The deal is scheduled to close next month.

LOAD-DATE: June 15, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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AND THE NOMINEES ARE... THE ROSTER OF NOMINEES FOR THURSDAY'S AMERICAN FASHION AWARDS IS FRAUGHT WITH TALENT. HERE, A SNAPSHOT OF WHO'S WHO IN MEN'S WEAR FOR THE NIGHT; Brief Article; Statistical Data Included Daily News Record June 14, 2000

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ASAP
Copyright 2000 Fairchild Publications, Inc.
Daily News Record

June 14, 2000

SECTION: Pg. 4 ; ISSN: 1041-1119

IAC-ACC-NO: 62776667

LENGTH: 817 words

HEADLINE: AND THE NOMINEES ARE... THE ROSTER OF NOMINEES FOR THURSDAY'S AMERICAN FASHION AWARDS IS FRAUGHT WITH TALENT. HERE, A SNAPSHOT OF WHO'S WHO IN MEN'S WEAR FOR THE NIGHT; Brief Article; Statistical Data Included

BYLINE: Dodd, Annmarie; Boye, Brian

BODY:
Men's Wear Designer of The Year

Kenneth Cole

AGE: 46

KNOWN FOR: Building a brand from the ground up. He turned a successful footwear/accessory brand into one of the biggest forces in men's apparel, translating some of fashion's favorite trends into wearable, salable sportswear. Resurrected the $ 595 suit.

WHAT'S NEXT? Kenneth Cole will sign a license by year's end for men's and women's fragrances as well as unlisted.com, a new young men's line. Two new retail stores are set to open this year: Rockefeller Center in fall 2000, Philadelphia in August. His new Manhattan showroom will open on 11th Avenue in July.

Marc Jacobs

AGE: 37

KNOWN FOR: Classic, preppie sportswear with a rock-and-roll flair. The quintessential downtown designer has gone decidedly international, with dual designing duties for his own label and his much-heralded work for Louis Vuitton.

WHAT'S NEXT? Jacobs will launch men's and women's underwear for fall 2000. His men's wear flagship store on Bleecker Street in Manhattan will open in September during the collections, and new stores in San Francisco and L.A. open this summer.

Helmut Lang

AGE: 43

KNOWN FOR: Stark, ultra-utilitarian clothes. "Fashion should be elegant," Lang has said, "but it shouldn't lose a sense of the eccentric." The Austrian designer sold a 51 percent stake of his house to Prada Group a year ago, which Lang refers to as "the perfect partner."

WHAT'S NEXT? Patrizio Bertelli, Prada Group's chief, said he plans to open freestanding Helmut Lang stores, launch accessories collections, cut licenses and boost the designer's ad budget substantially.

International Award

Jean Paul Gaultier

AGE: 48

KNOWN FOR: French fashion peacock. Irreverent, sexy men's and women's sportswear and couture. His signature striped sailor look is recognized worldwide and his relationship with pop music was cemented when he designed the cone bra and other costumes for Madonna's 1990 world tour.

WHAT'S NEXT? Gaultier is preparing for his Paris couture show and currently location scouting for a store site in Manhattan, with plans to open by 2001.

Miuccia Prada

AGE: 53

KNOWN FOR: Being the touchstone for the minimalism style movement. She's the unlikely fashion icon, shy and unassuming. Prada takes simple, utilitarian style and creates a revolution in everything from molded-sole shoes to pinstriped suits.

WHAT'S NEXT? In October, Prada will launch a skincare line packaged in single-dose units, expected to generate $ 10 million at retail in its first year. Prada will open new stores next year in the U.S. -- Soho and Los Angeles -- adding to the current 11 Prada, Miu Miu and Prada Sport stores here. Will launch prescriptive eyewear later this year.

Jil Sander

AGE: 57 KNOWN FOR:

Sophisticated minimalism. The cerebral German designer recently resigned as chairman and chief designer of the fashion house she founded more than two decades ago, citing irreconcilable differences with Prada chief Patrizio Bertelli, majority owner of Sander's company.

WHAT'S NEXT? That's the question on everyone's lips.

Perry Ellis Award for Men's Wear

Jason Bunin

AGE: 31

KNOWN FOR: Taking chances with his bold, sexy, colorful sportswear. Winner of the Fashion Group International "Menswear Rising Star Award" and widely considered to be a designer to watch.

WHAT'S NEXT? Bunin is exploring business possibilities with investors and will add a small women's

grouping for spring/summer. He has forged a new relationship with accessories designer Rafe Totengco, who will design accessories for Bunin's upcoming runway show.

John Varvatos

AGE: 44

KNOWN FOR: Fusing Old World styling, utilitarian function and the most luxurious fabrics for a contemporary collection that provides a big sartorial bang for the buck. After nearly two decades working behind the scenes at America's premier fashion houses -- Ralph Lauren, Calvin Klein and **Nautica** -- Varvatos burst onto the men's wear scene in February with his first eponymous men's wear collection.

WHAT'S NEXT? Varvatos will open his first retail store, at 149 Mercer Street, in September. Future business plans have a wait-and-see approach as Varvatos is eager to ship his first season: "We're making sure everything is right and we are executing it correctly, and then we'll go from there."

Sean "Puffy" Combs

AGE: 30

KNOWN FOR: Sampling. The same technique that brought him notoriety in the music industry has spurred his Sean John line. A little bit Fubu, a dash of Fendi and a nod to Tommy define his over-the-top fall collection, heavy on leather, fur and sex appeal. Mr. Jennifer Lopez.

WHAT'S NEXT? Puff Daddy launches his children's line, Sean John Shorties, this fall; women's is slated to launch for fall 2001. Also scheduled to launch men's underwear, hosiery and loungewear for holiday.

IAC-CREATE-DATE: June 21, 2000

LOAD-DATE: June 22, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Fashion Statement; These new designs are really trashy. Denver Westword (Colorado) June 15, 2000, Thursday

Copyright 2000 New Times Inc.
Denver Westword (Colorado)

June 15, 2000, Thursday

SECTION: Calendar

LENGTH: 354 words

HEADLINE: Fashion Statement;

These new designs are really trashy.

BYLINE: Vaishalee Mishra

BODY:
The latest designs from the top fashion houses are trashy. And we're not talking about the current collection of see-through slip/dresses hanging off of slutty-looking models.

These really are trash. Some of the fashion world's most elite designers have forgotten all about silk and sequins, turning instead to garbage to create their trendy attire. The results will be displayed for the benefit of fashion lovers and recycling junkies alike at this weekend's Fashions From Trash show at the Denver Pavilions.

The featured attire, which ranges from evening gowns to everyday wear, was made by students with the help of Oscar de la Renta, Tommy Hilfiger, Vera Wang, **Nautica** and other prominent designers as part of the Master Apprentice Collection. The program pairs aspiring designers with professionals to make eco-friendly clothing out of EcoSpun, a fiber created from recycled soda and water bottles.

These funky fashions aren't for sale, though; the purpose of the show is to encourage people to recycle and to buy products made from recycled materials, says Sloan Clark, who's handling the event's public relations from New York City.

EcoSpun was introduced in 1994 by Wellman Inc., a nationwide recycler that reportedly has been able to save around three billion plastic bottles from landfills by using them to make the fiber, which is then used to make a number of products, including carpet, home furnishings and clothing. Denver is one of five cities chosen to host the Fashions From Trash show (which premiered four years ago) because of the success of Denver Recycles and because Mayor Wellington Webb has declared June Recycling Month. (Visitors who bring four plastic soda or water bottles to the Pavilions between 11 a.m. and 2 p.m. will get a free T-shirt made from EcoSpun.)

"I was surprised, but these are top-quality fashions," says Charlotte Pitt, a spokeswoman for the Denver event. "They're high-class, modern designer clothes."

And trashy!

Fashions From Trash

Denver Pavilions on the 16th Street Mall

noon, June 16

For information, call Denver Recycles at 303-640-1678

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IT'S BETTER TO BE A CONTRARY INVESTOR Sun-Sentinel (Fort Lauderdale, FL) June 19, 2000, Monday,

Copyright 2000 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

June 19, 2000, Monday, Broward Metro EDITION

SECTION: YOUR BUSINESS, Pg. 18

LENGTH: 321 words

HEADLINE: IT'S BETTER TO BE A CONTRARY INVESTOR

BYLINE: Julius Westheimer, The Baltimore Sun

BODY:

Are you often swayed by the crowd when investing in the stock market?

"Objectivity is a tender, fragile reed in the face of prevailing Wall Street winds," says the Hulbert Financial Digest, "and to keep from being swept away, determine your 'exit strategy' before buying any stock."

The article advises investors to be contrarians, adding, "at the exact bottom of the 1973-74 bear market, with the average stock down over half and the average P/E ratio at seven times earnings, bullish advisers were a rare breed and hard to find. The majority is often wrong, especially at market-turning points."

What's hot; what's not

Do initial public offerings tempt you? Be careful. The June issue of Working Woman says, "Hype aside, 'hot' new issues aren't always what they seem. Ninety percent of hot deals go to big institutions, and the remaining IPOs offered to individuals are the riskiest of all. Rule of thumb: You probably don't want any IPO you can get shares of."

After being bounced around in this wild market, many investors are looking for conservative growth stocks. The American Association of Individual Investors Journal lists these choices: Sara Lee Corp., J.C. Penney Inc., Texas Utilities Co., Allstate Corp., Host Marriott Corp., Office Depot Inc. and Sears, Roebuck & Co.

"Consumers must pay a premium for branded apparel, but investors can buy shares of clothing manufacturers at steep discounts," says Forbes. Under "Out of Fashion," the article lists Jones Apparel Group Inc., Liz Claiborne Inc., **Nautica** Enterprises Inc., Polo Ralph Lauren Corp. and Tommy Hilfiger Corp.

Talk about money

"Talk over your finances with your future spouse," says Financial Perspectives. "Financial conflicts -- not low income -- are the major cause of divorce. Be honest about your debts, spending habits and how household money will be managed."

-- Julius Westheimer, The Baltimore Sun

LOAD-DATE: June 19, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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WHAT'S YOUR SIGN? The Denver Post June 22, 2000 Thursday

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The Denver Post

June 22, 2000 Thursday 2D EDITION

SECTION: SCN; Pg. E-01

LENGTH: 550 words

HEADLINE: WHAT'S YOUR SIGN?

BYLINE: By Suzanne Brown, Denver Post Staff Writer, FASHION,

BODY:
Most women will tell you that shopping for a bathing suit is among the worst experiences they endure in the name of style and fashion.

Sure, we appreciate what manufacturers have done to make suits that flatten our tummies, hide our hips and give our breasts a boost. But what if you just can't see yourself wearing a suit with a skirt or a built-in bra?

We propose a new way of selecting swimwear. Choose a suit according to your poolside lifestyle and stop worrying about your figure. Highlighted are three such styles for summer 2000.The Flirt

She's friendly to everyone from the little kids to the ladies who do laps. Her summer days revolve around the pool. She has a wardrobe of swimsuits and likes mix and match pieces to get extra mileage from them.

Suit: Itsy bitsy bikinis, polka dots optional; triangle top bikini, bandeau bikini, string bikini, boy shorts. Labels - Anne Cole, La Bianca, Ralph Lauren, Surfside Separates, Sideout, Tommy Hilfiger. Styling - Charming prints in checks, Hawaiian and tropical motifs, details like ties, ruffles, skirts.

Accessories: Floral-trimmed flip-flops, mules, triangle scarves, ponytail holders, a shiny tote or straw bag.

Coverup: A little scarf to tie around the hips, skirt, sheer swimdress.

Props: Pool floats, swim rings, teenage boys.

Beverage: Anything bubbly.

Tan: Gets a little sunburned, but just on her nose and shoulders.Snake Charmer

You won't find her getting near the water. It would ruin her hair and makeup. She can't be bothered with sports any more strenuous than a little poolside gossip with friends.

Suit: Reptile print bikini, metallic tank suit with cutouts, one-shoulder maillot, halter two-piece. Labels - bebe, Calvin Klein, Gucci, Moschino, Norma Kamali. Styling - snakeskin and animal prints, gold and silver, rich colors as well as black and white, mesh inserts and Brazilian-cut bottoms, which offer more coverage

than a thong but less than a bikini.

Accessories: Oversized aviator sunglasses, high-heeled mules, head wraps, gold bangle bracelets, oversized hoop earrings, ankle bracelet, a purse.

Coverup: A spritz of Gucci Rush.

Props: French Vogue, cell phone.

Beverage: Something dry, like a martini.

Tan: St. Tropez-she's never given up aspirations of being the Bain de Soleil model.

The Player

This woman is ready for the summer games to begin. She's up for any water sport and will compete on sand volleyball courts, too. Her suits have to fit well and allow her to perform at her peak.

Suit: Two-piece with bra top and full-cut bikini bottoms, boy shorts or lace-front board shorts, tankini, racer-back tanksuit with quick-dry shorts. Labels - Mossimo, **Nautica,** Nike, Polo Sport, Speedo. Styling - bright colors (especially red, white and blue), stripes, Hawaiian prints, functional fabrics and details such as shelf bras for support.

Accessories: Wraparound shades, baseball cap, bucket hat, sport sandals.

Coverup: T-shirt from favorite college intramural team.

Props: Volleyball, Frisbee-playing Labrador retriever, knee brace.

Beverage: Gator-Ade.

Tan: Wears a strong sunblock, but in the heat of competition, sometimes forgets to reapply it.

GRAPHIC: PHOTOS: Photographer: Craig Walker; Stylist: Heather Krafft; Model: Jackie/Donna Baldwin; Location: The Breakers Citrus string bikini, $ 64; matching skirt, $ 59, from Everything but Water. Python print bikini, $ 90, from Everything but Water; IBC reptile print hat, $ 38; Nine West aviator glasses, $ 32; Anne Klein gold hoops, $ 18; bracelets, $ 20; Chinese Laundry sandals, $ 40; python print handbag, $ 39, all from Foley's. Mossimo color-blocked sport top, $ 39; Mossimo boy shorts, $ 49, from Everything but Water; American flag baseball hat, $ 32; Fossil wraparound sunglasses, $ 28; Tommy Hilfiger sport sandals, $ 39; all from Foley's.

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hotline ADWEEK June 26, 2000

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ADWEEK

June 26, 2000 New England Edition

LENGTH: 506 words

HEADLINE: hotline

DATELINE: BOSTON

BODY:
A Bullhorn Parts With Deutsch Boston

Following the end of its three-month contract with Deutsch Boston, creative placement site Bullhorn.com, Boston, has parted with the eight-person outpost and launched a review. Pitching the $3-5 million account are Holland Mark Edmund Ingalls, the team of Connelly & Partners and Blue 22, all Boston, Philip Johnson Associates, Cambridge, Mass., and possibly others. A decision is expected to be reached in mid-July.

A Toth Develops Ads for **Nautica** Jeans, Fragrance

Toth Brand Imaging has developed two new campaigns for **Nautica.** Print ads to promote the launch of the New York company's women's jeans feature actress Shannon Elizabeth, who portrayed exchange student Nadia in American Pie, as well as other models, at a homecoming. Shot by Noe Dewitt, ads from the agency in Concord, Mass.,will debut in the August issues of Cosmopolitan, Elle, Harper's Bazaar, InStyle, Marie Claire and Vogue. The agency has also developed ads to support the upcoming launch of a new **Nautica** scent, Latitude Longitude.

A Reebok Launches Campaign Tied to Shaft

Reebok has paired up with Paramount Pictures to link its Reebok Classic shoes to the current remake of Shaft. Print ads shot by photographer Bert Stern show Samuel L. Jackson as the hip investigator wearing a trench coat and sneakers. Copy reads "ShaftClassic. In theaters this summer." Ads recently broke in publications such as Code, Teen People, Talk and Vibe. The New York office of London-based Bartle Bogle Hegarty developed the Classic campaign.

A Bozell Kamstra Asks 'What Is Tyco Doing Today?'

Bozell Kamstra has launched a television and print-based branding campaign for Tyco International, Exeter, N.H. The shop in Danvers, Mass., has developed ads focusing on the client's five areas of expertise: healthcare, fire and security services, flow control, electronics and telecommunications. In a series of TV commercials and print spreads, each focused on a different market niche, a question is asked and answered: "What is Tyco doing today? Working in your world."

A Hotline Roundup

Woolf Associates, Boston, appointed former Ocean Spray Cranberries chief operating officer Kevin Murphy

as its CEO. He replaces Larry Moulter, who left last month for a post as chief marketing officer at Mirror Image Internet, Woburn, Mass ... CGN Marketing & Creative Services, Boston, appointed former Wallwork Curry Sandler pros Mark Bappe as senior art director and Jay Courtney as senior copywriter ... Loislaw.com, Van Buren, Ark.,which provides lawyers, judges, law students, corporate legal departments and consumers with legal research materials via a Web browser, has announced that it will use Andover, Mass.-based Engage Business Media Services to sell advertising for its site ... Joe Burnieika, a partner in recently defunct shops McKay Communications and Harborside Communications, has taken on a position as managing director of public relations at Devine & Pearson, Quincy, Mass.

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Fall previews promise dressier, modern looks for men The Kansas City Star June 28, 2000, Wednesday

Copyright 2000 Knight Ridder/Tribune News Service
Knight Ridder/Tribune News Service
The Kansas City Star

June 28, 2000, Wednesday

SECTION: LIFESTYLE

KR-ACC-NO: K4917

LENGTH: 1182 words

HEADLINE: Fall previews promise dressier, modern looks for men

BYLINE: By Jackie White

BODY:
Independence Day barbecues are yet to come, but the fall wardrobe that an up-to-date kind of guy needs to stay looking up to date surfaced months ago from the men's clothing industry.

Turtleneck sweaters, dress-up-or-dress-down suits, miles of leathers and zip-front jackets were among the ideas pitched by designers and manufacturers at their New York runway shows. Luxe fabrics, a palette of new colors (red leather anyone?) and even sweater sets for guys were in the mix.

Overall they endorsed mostly understandable garments. The message is that, depending on how men put clothing together, most can reflect a modern style without feeling slightly absurd.

But will industry ideas translate to the Heartland?

Never mind that red leather or bright orange knits may not make the plains. You will see many versions and modifications of the designer vision, some area retailers agree if you're making a shopping list.

The ongoing breakdown of the corporate uniform continues to spawn an explosion of ideas for business wear. Certainly, casual isn't going away soon, and the industry (and employers) are encouraging men to show up at the office in something dressier than what they wear for trimming the shrubs. Perhaps, if given options, men will put more effort into looking polished.

"It's an ongoing education process," says Scott Baskin, president of the Chicago-based Mark Shale Stores. "Men know something is different. They're not exactly sure what to do."

Styles that play multiple roles are front and center. People are talking about the so-called "flexible" suit, often with smaller lapels, a bit of built-in stretch for comfort, a soft crepe texture and sometimes, though not obligatory, flat front trousers.

"People are more dressed," contends New York trend tracker Tom Julian, with Fallon McElligott advertising agency.

"We're seeing the return of the suit, but in a modern way," he says, referring to the new suit with a soft unstructured silhouettes, often worn with sweaters or tieless shirts. They turned up in many collections

including those of Joseph Abboud, Kenneth Cole (in black) and Ronald Chereskin (in denim.)

In the same vein the "soft dress shirt" that can be worn with or without a tie is also a big category, says Todd Epperley, a sportswear buyer with Halls specialty store in Kansas City.

Vests as a third piece for business casual will have a presence at JC Penney Co., says Stephanie Brown, public relations spokeswoman.

The casual clothing trend has pushed knits to the forefront. Make way for sweaters, sweater sets, zippered jackets, mufflers that swing across the neck and even caps.

In runway shows high neck and mock turtlenecks and even pullover crew necks were on the block for wearing by themselves or under suits, sport jackets, leather jackets.

Sweater sets with cardigans and especially zip-front matching knits emerged from the likes of Hilfiger and Chereskin.

Turtlenecks may get a boost from the film "Shaft." Most labels including Claiborne (Liz Claiborne) for Men, Joseph Abboud, Kenneth Cole and Ron Chereskin offered a vast array in several colors.

Epperley says his younger fashion-conscious customers will wear the turtlenecks, but more conservative men are most comfortable with a lighter mock. (It won't interfere with double chins.) And he will order some sweater sets.

"Turtlenecks really depend on the person wearing it," says Spiro Arvanitakis, president of Peter's Clothiers and Jack Henry in Kansas City. "But it has to be the right weight. Those that are heavy are not doing well."

Baskin expects to do especially well with pullover sweaters with jewel necklines, because they are so versatile. Arvanitakis says his best sellers include pullovers in a cashmere, silk and wool, available in 30 colors. And he says men have grown tired of khaki pants for business casual, so he is offering upscale trousers in luxe fabrics.

But even as men are searching for a formula for dress-casual days, some also are investing in conventional dress suits and more formal shirts with French cuffs.

"The IBM suit is never going to come back as it was before," Arvanitakis says, "... but men are excited about beautiful suits when they're not obligatory."

In the color arena, black was abundant on the runways (Kenneth Cole showed mostly black) and remains high-priority, but color emerged in earthy shades such as brown, tan and green as well as slate blue, gray and even bits of orange, red and, yes, aubergine or plum. (Abboud showed aubergine velvet evening wear.)

Halls' Epperley says color is moving up slowly against black with consumers who want to add a lighter, brighter touch. And the future may well be even more Technicolor, considering that Prada, the influential Italian house, showed very little black for fall.

JC Penney also expects color to be important in shades including deep red, hunter green and moss green.

As for leather, skins were high-priority in the fashion arena in every label. Joseph Abboud showed tan blazers. Kenneth Cole offered a red leather thigh-length coat along with numerous black coats and blazers. Michael Kors made a strong point with red leather jacket and sweater. JC Penney is touting all kinds of skins.

Will they be plentiful in the Midwest? Absolutely.

They'll be popular as blazers for work or leisure. But dress outerwear has the greatest strength, Baskin says. "Our winters seem to be getting warmer," says Baskin, who lives in Chicago. "Leathers are the right weight for the weather."

Will Heartland fellows embrace leather pants? Maybe so. Maybe not. Halls Plaza will have some, Epperley says. "Too Hollywood," says Arvanitakis at Peter's.

And JC Penney will have suede shirts, jackets and even shirts, Brown says.

Some other likely hits and misses:

_Plaids made a strong showing in designer shows. Tommy Hilfiger preppie collection shouted tartans. And the familiar Burberry plaid is also reaping the benefit of a giant-sized revival.

And on Midwestern streets, Epperley says Halls will carry some plaid pants and the Burberry rain jackets.

But some people think they are still too reminiscent of golf clothes from the 1970s. And Baskin thinks men are not quite ready. He says sometimes new ideas have to play out with women before men are comfortable wearing them.

_Zip-front jackets in high-tech fabrics as well as knits were everywhere in the designer shows. **Nautica's** version had a clean, space-age image.

The verdict for closer to home is yes, yes, yes.

"Anything that can be worn as a jacket replacement, anything that adds a piece to an outfit for business casual, will do well," Baskin says.

_And finally, high-tech utility fashion with built-in pockets and bags for toting high-tech toys are clearly the future and will come soon to a store near you. Then consider Helmut Lang's high-tech coats with padded collars that resemble neck supporters you carry on airplanes. Epperley says Halls will carry Helmut Lang.

So there.

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ADS IN MALLS HELP PROP SLOW SALES The Virginian-Pilot (Norfolk, VA) June 29, 2000, Thursday,

Copyright 2000 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, VA)

June 29, 2000, Thursday, FINAL EDITION

SECTION: BUSINESS, Pg. D1

LENGTH: 577 words

HEADLINE: ADS IN MALLS HELP PROP SLOW SALES

BYLINE: BY JENNIFER GOLDBLATT, STAFF WRITER; BY JENNIFER GOLDBLATT, STAFF WRITER

BODY:
THE NEWEST TENANTS AT AREA MALLS - and the malls' newest income stream - can be spotted just standing around near the food courts, storefronts, entrances and movie theaters.

Coming soon to Lynnhaven Mall and MacArthur Center: advertising panels, about the size of those on bus stop shelters, featuring ads for everything from cars by Ford Motor Co. to khakis by Banana Republic.

For the malls, the so-called MallScape program provides a steady stream of revenue at a time when retail sales are soft and shares in the real estate investment trusts that own them have slumped. For the advertisers, the panels are a chance to capture the 190 million people who shop at malls each month while they're armed with the means to spend.

French manufacturer JCDecaux, which operates the program, is adopting the Mall-Scape model from the bus shelters, newspaper stands and telephone kiosks it has installed in the streets and airports of 23 countries.

JCDecaux is targeting some of the nation's top markets and properties whose marketing areas have significant concentrations of household incomes of $ 50,000. Since JCDecaux began Mall-Scape in 1998, it has signed 15-year exclusive contracts with three REITs with a local presence: Simon Property Group, the world's largest shopping mall developer and owner/manager of Lynnhaven and Chesapeake Square malls; Taubman Centers, owner of MacArthur Center; and Urban Retail Properties, which manages Military Circle Mall.

The backlit spaces are leased to advertisers for $ 1,000 per face per month. The malls get 40 percent of the advertising revenue. JCDecaux designs the structures, sells the ads and keeps staff on site for daily cleaning, weekly poster changes and maintenance.

JCDecaux's Bill Wardell, senior vice president of marketing and sales, says the company has booked "well over $ 12 million" worth of ads for brands that include Excite.com, Hershey Foods Corp., Swatch and **Nautica.** The company also is in talks with some department stores, he said. Studies at test sites show that 83 percent of shoppers recalled the ads, he said.

Taubman plans to install the program in all 28 of its properties.

"It becomes an advertising tool for our retailers so that they can announce new store openings, promotions or new lines of merchandise," said Denise Anton, senior vice president of operations for Taubman.

At Lynnhaven, installation of the 30 structures began last week.

"For the retailer, to get their message to the consumer just before the purchase is critical to closing the loop in an advertising program," said Ken Volk, vice president of business development for Simon Property Group.

Simon plans to install the panels in 126 of the 255 properties it owns or manages, although Chesapeake Square is not scheduled for them. Simon also is teaming up with Turner Broadcasting System Inc. for a mall-based media network.

Simon also joined with Time Inc. to create S magazine, which mixes articles about mall events and ads from tenants with articles from Time's magazines.

Hype about e-commerce competition has overshadowed the stocks of REITs, which own 9 percent of malls, in recent years.

"The Internet hype is kind of dying down, but I think developers are looking at properties in every way they can - as ad vehicles, as portals for the Internet - to maximize their profitability," said Malachy Kavanaugh, of the International Council of Shopping Centers.

GRAPHIC: Color photo;
MARTIN SMITH-RODDEN/The Virginian-Pilot;
The ad panels, shown above in Virginia Beach's Lynnhaven Mall, are leased to advertisers for $ 1,000 per month by JCDecaux, the company that maintains the kiosks. The mall gets 40 percent of the advertising revenue.;
Graphic;
THE LOCAL IMPACT;
Installation of 30 ad panels began last week at Lynnhaven Mall. MacArthur Center will also get them. As retail sales slump, the ads give malls a source of steady revenue.

LOAD-DATE: July 1, 2000

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COUPLE CHARGED IN SALE OF COUNTERFEIT CLOTHES Columbus Dispatch (Ohio) June 29, 2000, Thursday

Copyright 2000 The Columbus Dispatch
Columbus Dispatch (Ohio)

June 29, 2000, Thursday

SECTION: NEWS, Pg. 9C

LENGTH: 430 words

HEADLINE: COUPLE CHARGED IN SALE OF COUNTERFEIT CLOTHES

BYLINE: Dean Narciso, Dispatch Police Reporter

BODY:
An East Side couple was surprised to learn they had been indicted this week for allegedly peddling counterfeit clothing and accessories.

"The counterfeit clothes have been in the market for years and years. Everybody had them," Raymond Lewis said. "People go to New York or Chicago and they bring it back."

Lewis, 48, and his wife, Betty Lewis, 46, of 1010 S. 22nd St., each were charged with one felony count of trafficking in counterfeit trademark merchandise.

They told a reporter yesterday that they sold the shirts, jackets and hats from booths at two flea markets but that they didn't know it was is illegal.

When he started his business about six years ago, Lewis said, "People told me that's what they sold out there." He said he was instructed on how to acquire a cheap inventory of brand-name knockoffs.

"Everybody knew it, even the customers knew that. It wasn't no big deal until they made a big deal out of it," Mr. Lewis said, referring to federal agents who raided his booths in December 1997.

Lewis said at least 40 other vendors at the two Columbus flea markets were raided. He thought that would be the end of the matter.

Prosecutors said it took 2 1/2 years to gather evidence and build a case against the couple.

The Lewises' business, Dress One Fashion, operates out of the Livingston Court Flea Market, 3575 E. Livingston Ave., and Westland Indoor Flea Market, 4170 W. Broad St. The flea markets were not the target of investigations.

Mr. Lewis said he had worked his way off welfare and was supporting a daughter and granddaughter with his booths. The raid set him back thousands of dollars.

"They've got the clothes, maybe $ 3,000 of merchandise, my price," he said.

Lewis and his wife are accused of selling clothing bearing counterfeit labels of such brands as Disney, Fila, **Nautica** and Nike.

FBI agents working undercover purchased the items to accumulate evidence to charge the couple, according to the U.S. attorney's office.

If convicted, the Lewises each could face a maximum penalty of 10 years prison and $ 2 million fine.

The investigation is continuing, targeting the wholesalers who sold the merchandise to vendors, according to U.S. Attorney Sharon J. Zealey's office.

Since the raid, Mr. Lewis said, he has sold only legitimate merchandise and wonders why the other vendors have not been charged. "How can they confiscate from 40 people and we're the only one's indicted?" he said.

Prosecutors said more indictments are possible, but that the Lewises operated larger booths than other vendors.

LOAD-DATE: June 29, 2000

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Gorge presents steep hurdles, fun USA TODAY June 30, 2000, Friday,

Copyright 2000 Gannett Company, Inc.
USA TODAY

June 30, 2000, Friday, FINAL EDITION

SECTION: SPORTS; Pg. 16C

LENGTH: 957 words

HEADLINE: Gorge presents steep hurdles, fun

BYLINE: Sal Ruibal

DATELINE: HOOD RIVER, Ore.

BODY:
HOOD RIVER, Ore. -- The Columbia River Gorge is a steeply carved, half-mile deep trough that forms about 100 miles of the border between Oregon and Washington.

The Gorge used to be a frothing whitewater freeway for timber headed 60 miles downstream to Portland.

Today, it is thick with the raw materials of adventure sports: fast water, steep trails, heart-stopping vistas and cappuccino on every corner.

The timber business is almost dead, but the funky railhead of Hood River still is the thumping heart of the region. The town of 6,000 will host the Gorge Games Outdoors World Championships on July 8-15.

Look north from bustling Oak Street, and you'll see windsurfers skimming the whipped-up waves on the Columbia.

Turn to the southwest and see peletons of tricked-out mountain bikes climbing Highway 35, headed for the world-class singletrack that rings nearby and near-perfect Mount Hood.

Look over your shoulder and watch high-stepping runners stride up the long stairways that lead to million-dollar homes on the ridge line overlooking the Gorge.

Look around at the cacophony of outdoors gear shops, sidewalk java sippers, Birkenstocked-filled art galleries and vegetarian pizza joints.

Hood River today looks like Boulder back in 1973 or Moab in '85.

"I discovered the Gorge after moving to Seattle last November," says champion ultra-endurance cyclist John Stamstad, who will compete in the solo 24-hour mountain bike event. "My girlfriend and I snowshoed to the top of Mount St. Helens a few weeks ago and I was just in heaven.

"The adventure sport possibilities are limitless, which means my weekends will be pretty busy for the next decade."

Although the event will receive network TV coverage on NBC, these aren't your son's X Games.

There will be inline skating downtown, but the real action will be in the chilly water and the technical singletrack that separates the wannabes from the Zen masters.

The Gorge means big girls and boys with expensive toys, dropping their kayaks down 30-foot waterfalls and their mountain bikes off 40-foot singletrack whoop-de-doops.

The hottest high-tech gadget here isn't a Palm Pilot: Columbia cool is having a special pager that beeps when the wind and waves are high at your favorite windsurfing spot.

Gorge Games competitions will be held in climbing, kayak, kite sports, mountain bike, off-road triathlon, outrigger canoe, 49er sailing, trail running and windsurfing.

The sponsor list reads like a wealthy slacker's shopping list: **Nautica** clothing, Paul Mitchell hair products, Irish Spring soap, Dagger kayaks, North Sails, DaKine surfing gear and Niterider bike lights.

Subaru really didn't need to sponsor the Gorge Games. There already are more Outbacks in Oregon than Fiats in Florence, Italy. Paul Hogan could run for governor, mate.

The Gorge Games have been around since 1997, but as a regional

competition for hot-shot locals and weekend warriors. The shiny, new national edition of the festival still is about working-stiff participation, though.

Real-world athletes can get involved through citizen-level competitive events or in hands-on clinics taught by top adventure-sports athletes.

"Outdoors sports lovers are doers," Gorge Games founder Peggy Lalor says. "They love to watch, but they want their chance to compete, too."

Lalor, a former world-class windsurfer, says there have been a few cases where weekend warriors wowed the pros with some stunning performances.

For adventure athletes seeking some advice from the top jocks, clinics are available for all skill levels. Kids' clinics are scheduled in kayaking, mountain biking, windsurfing and inline skating.

Don't worry if you can't get your Volkswagen Microbus all the way to Oregon: NBC will broadcast highlights from the Gorge Games on Sept. 3 and Sept. 10 as a warm-up for the Olympics.

For more information, go to gorgegames.com.

Great Outdoors vs. Gorge Games

Location, location

Great Outdoors: Aptly named Lake Placid, N.Y., home of bobsleds and damp wool.

Gorge Games: Aptly named Columbia River Gorge, home of windsurfing and Gore-Tex.

Competitions and dates

Great Outdoors: 20 events, July 20-23.

Gorge Games: 17 events, July 8-15.

Signature event

Great Outdoors: Fly fishing in theAusable River.

Gorge Games: Windsurfing in the Columbia River.

Endurance event

Great Outdoors: Timber competitors participate in three grueling contests, including the Underhand Chop and the Standing Chop. Men finish with the Single Buck and the female competitors round out the competition with the Axe Throw. The competitor with the lowest time wins.

Gorge Games: 24-Hour Mountain Bike Race. Solo riders and relay teams race from noon to noon on a rugged 12-mile course. Rider with most laps wins.

Most unusual event

Great Outdoors: Two-board Jigger climbers race to the top of a pole without spikes or straps, using only an axe and two boards. Ascent is accomplished by chopping a notch, sticking a board in it, then standing on that board to chop the next notch.

Gorge Games: Kite Board Racers launch large kites while floating in the river, then use the kite as a sail as they traverse the water on wakeboards.

Charity project

Great Outdoors: Project HomeSafe, a nationwide gun safety and lock distribution program.

Gorge Games: Leave No Trace, responsible outdoor recreation through education, research and partnerships.

Prize money

Great Outdoors: $ 270,000.

Gorge Games: $ 100,000.

On television

Great Outdoors: 17.5 hours on ESPN, ESPN2, July 27--Aug. 4.

Gorge Games: 2 hours on NBC, Sept. 3 and Sept. 10.

GRAPHIC: PHOTO, B/W, Greg Ely for USA TODAY

LOAD-DATE: July 01, 2000

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We've Got Mail SPORTS ILLUSTRATED FOR WOMEN July, 2000 / August, 2000

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SPORTS ILLUSTRATED FOR WOMEN

• View Related Topics

July, 2000 / August, 2000

SECTION: WE'VE GOT MAIL; Pg. 18

LENGTH: 368 words

HEADLINE: We've Got Mail

BODY:
We gave you 20 pages of superstars in suits last issue, but you asked for more. Enjoy!

I was eagerly anticipating SPORTS ILLUSTRATED FOR WOMEN's swimsuit issue, but what a letdown! I want beefcake, dammit! Where were my 3-D glasses? I applaud you for trying, but next time, hook me up! TANYA EDWARDS Brooklyn

How about a seductive man, with barely a thing on, gracing the cover of SI FOR WOMEN? I want to see scantily clad men as pure sex objects! CARI WEBER Grand Rapids

SI FOR WOMEN is a great idea. But how about some equality? Those baggy swimsuits on the men do nothing for most women. The guys get half-naked females in bathing suits in SI and we get baggy shorts. Come on, let's see some Speedos! DARLENE TAYLOR Long Beach, Calif.

About the swimsuit issue--lose the chicks! If memory serves, not many men appear in the swimsuit edition of the other gender's SI. JANIE HAINEY Oklahoma City

I like how you featured suits for different sizes and body types in your swimsuit issue. Is there any chance you could highlight stores that cater to women with similar needs? I need a longer inseam, because I am 5'10" and have trouble finding pants that are long enough for me. AMANDA CROWE Boston

Edit Note: Try gap.com, jcrew.com, bananarepublic.com and lucy.com--all of which have great tall-sized pants.

Why doesn't your swimsuit body-types section include big waists and big hips? I'm not heavy, but I don't have the body of a twentysomething, either. What about the thirty- to fortysomethings who are very active? LINDA NEUTEL Memphis

I really like the red-and-white **Nautica** swimsuit on page 31. Could you tell me where I can purchase it and how much it costs? CRYSTAL PRUITT Tyler, Texas

Edit Note: Call 877-**NAUTICA** to find the Outline Rib Suit, which retails for $ 72.

Just when I was thinking we finally had a great sports magazine for women, you come out with a swimsuit issue. What a disappointment. Exactly what does the swimsuit issue have to do with sports? SUSAN BAIRD Weston, Conn.

Write on! You can E-mail us at letters@siforwomen.com or drop us a line at SPORTS ILLUSTRATED FOR WOMEN, 135 W. 50th St., New York, N.Y. 10020-1393. For subscription info, call 800-950-5150.

GRAPHIC: COLOR PHOTO: SHERYL NIELDS, YOUR CALL Should we ask Pittsburgh Steeler Plaxico Burress to put on his hat next year?

LOAD-DATE: July 26, 2000

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NO BOGIES; Brief Article Playboy July 1, 2000

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July 1, 2000

SECTION: No. 7, Vol. 47; Pg. 93 ; ISSN: 0032-1478

IAC-ACC-NO: 62879754

LENGTH: 568 words

HEADLINE: NO BOGIES; Brief Article

BODY:
stop working on your swing work on your look

Generation Tee. You have no problem admitting you love golf more than beer, your girlfriend and your CD collection. OK, maybe just more than your girlfriend. But you never look as sharp on the course as you do at a party--or, for that matter, at a job interview. In a traditional golf outfit you look like a kid with a clip-on tie bagging groceries. You're not alone. It's taken a while, but fashion houses have finally noticed all those Top Flites in the pockets of your cargo pants. If you shop smart, you can now hit the links with a bit of schwing.

Scorecard ready? From left to right, Antonios is wearing a Joseph Abboud sweater and GA Golf pants (GA stands for Giorgio Armani). Sigthor has on pants by **Nautica** Competition and a Tommy Hilfiger shirt. Eric squats in pants by GA Golf. The shirt is by Lacoste, the sweater is by Joseph Abboud. Jeff is outfitted in Polo Golf. Christine is wearing a look of concentration. Is that a water hazard or a passing wakeboarder? Antonios makes waves in a sleeveless sweater by Lacoste and nylon pants by Prada Sport. In back, Eric is in a Lacoste polo and **Nautica** Competition pants. His Bobby Jones cotton crewneck serves as a cape. Sigthor is sitting in muddy Fila pants and a shirt by Bobby Jones. His shoes are by Nike and the hat is by Polo Sport. Jeff is wearing a white Lacoste polo under a striped **Nautica** shirt. His pants are by GA Golf.

You could complain about a bad lie, but dressed like this, you'll probably be too busy with a good lay. Eric is trying for a birdie in a sweater and nylon pants by Hugo Boss Golf. His visor is by Fila; the kicks are by Johnston & Murphy. You think spikes are useless in the real world? Try climbing trees in leather soles.

Fashion gets a grip: The golf explosion is impossible to ignore. Flags are everywhere. Zandl Group, a market research firm, says golf tops a list of sports that are "getting cooler" among respondents in their 20s. In the study, golf--the nine-stroke leader at 76 percent--beat out mountain biking (67 percent) and snowboarding (58 percent). Considering the most popular sport among marketers is separating a 25-year-old from his money, that's a big number. Above left, tat-friendly sleeveless V-necks lead a parade of white shirts. From left to right, Sigthor is wearing a wind shirt by Hugo Boss Golf, while Eric is buttoned up in a shirt by the Gap. That's a Bobby Jones tank top on Christine, a GA Golf polo shirt and sunglasses on Jeff and a Tommy Hilfiger sleeveless sweater on Antonios. Fashion is linked to music these days, and musicians, it seems, can't do without golf. Punk band NOFX even likes to organize tours at locations near golf courses. So don't be surprised to look up at your next show and find the lead singer in this zip-front vest by GA Golf (left). The nylon pants are by Hugo Boss Golf, sandals are by Bite and sunglasses are by **Nautica.** The

group shot opposite reflects the sport's fresher fairways. Clockwise from the top, Antonios lazes on a golf bag by Prada. He's wearing a polo by Nike and trousers by Burberry Golf. A Bobby Jones shirt and silver shorts by Fila adorn Christine. Sigthor has on a polo and pants by GA Golf and sunglasses by Giorgio Armani. Jeff is in a sweater and trousers by Hugo Boss Golf. A cotton tank by **Nautica** livens up Eric's look, along with trousers by Polo Golf.

IAC-CREATE-DATE: July 12, 2000

LOAD-DATE: July 13, 2000

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WEAR IT LOUD The Tallahassee Democrat July 5, 2000 Wednesday TD EDITION

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TALLAHASSEE DEMOCRAT

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The Tallahassee Democrat

July 5, 2000 Wednesday TD EDITION

SECTION: D; Pg. D1

LENGTH: 925 words

HEADLINE: WEAR IT LOUD

BYLINE: Khristal Gooding, DEMOCRAT WRITER

BODY:
Wearing clothes designed or inspired by the latest music artists has established a creative relationship between clothing and music for decades. Remember the hippie flower-power of the '60s, the disco era of the '70s and the glam rock of the '80s?

Well, fashion has evolved once again, and Tallahassee seems to be catching on.

With the trend of new clothing stores geared specifically toward music-influenced adolescent shoppers, spending habits have shifted from large department stores to specialty shops that cater to the younger consumer.

Shops such as Hot Topic, d.e.m.o. and Underground Station at Governor's Square have opened within the last year. They are a mirror of what's spinning in CD players at the moment or being promulgated on MTV. They are attracting teens with three commonalities: loud music, a rugged appearance and logos galore.

Not for Britney Spears

Although music charts have been inundated over the past five years with the sounds of teen pop artists such as the Backstreet Boys, 'N Sync and Britney You-Know-Who, it is most likely you won't find any of their paraphernalia at Hot Topic. As you come across the iron-gated threshold of this store dedicated to the Gothic-rave lifestyle, you'll probably notice its morbid aura.

"It's really awesome," said Ellen Lyle, a 13-year-old student at Maclay School and loyal customer.

"This store is cool because they sell stuff that you normally couldn't find at a mall," added Selen Schaaf, a 15-year-old who attends Lincoln High School.

Inside what seems to be a black box (the walls, floor and ceiling are all black) is a musical mix of CDs, logo merchandise featuring everything from bands like Limp Bizkit and Korn to '80s-inspired cartoons like Rainbow Brite and Transformers.

Adding to its ambiance is a magazine section appropriately titled "Cryptic Chronicles." Make-up, body jewelry and other trinkets account for the rest of the sales.

"We have a huge urban base," said Beckha Collins, manager of Hot Topic who wears black fishnets and hot-pink lipstick to work. "I think this store is so popular because we sell stuff that is a little bit crazier than anyone else. I don't think you can get a pair of vinyl pants for the price that we sell them either."

Teens and money

"We try to cater to a wide variety of people and interests," said Brooke Vanderlinde, marketing manager for Governor's Square mall. "These types of stores are an area of need that we are filling."

According to a study conducted by Teenage Research Unlimited, a marketing-research firm that specializes exclusively in the teen market, U.S. teens spent $153 billion in 1999, an increase of 8.5 percent over the previous year.

For the seventh consecutive year, the 12- to -19-year-old U.S. population has increased, now reaching 31.3 million teens, according to the Illinois research firm. The increase represents a trend, according to TRU: This teen-age demographic is expected to continue to grow until 2010.

"Teens are becoming increasingly powerful consumers," the firm's president Peter Zollo recently wrote. "Teens know what they want and are savvy when it comes to efforts to market them."

"There's alot of money to be made off of teens," added Matt McAllister, assistant manager of Store Top Ten, a T-shirt specialty shop in Tallahassee Mall that opened three months ago. They sell T-shirts with logos featuring artists such as Bob Marley, Eminem, DMX and Metallica along with posters, hats and other novelties.

"We focus mainly on wrestling and music -- which are the biggest sellers in America right now," said McAllister, 18. "People are starting to realize how much can be made off of the younger crowd."

Hip hop at the mall

It is not just the alternative genre that has retail establishments vying for young consumers. The influence of rap music also is the driving force in the popularity of stores recently opening their doors in the mall.

"Hip-hop music has definitely influenced the way young people dress, including myself," says Tauris Patterson, 20, a Florida A&M University student who often wears labels such as Mecca, WuWear and Timberland, and listens to popular hip-hop artists such as Jay-Z, DMX and Wu Tang Clan.

You can catch Patterson and his friends in d.e.m.o. and Underground Station -- two stores at Governor's Square that cater specifically to hip-hop fashions -- two to three times a week.

"I've been waiting for this," said Patterson, dressed in a Timberland shirt and shoes and jean shorts. He used to travel to Atlanta to find such clothing.

"Bigger cities have larger populations of urban youth so that's where these types of clothes are. Those populations don't get big here until school starts," he added.

Jamarcus Stewart, manager of Underground Station, agrees.

"We have people from all over going to school here, and they want to see this," he said of his extensive line of shoes ranging from Timberlands to Tommy Hilfiger, and accompanying apparel with lines such as Sean John (designed by Puff Daddy) and Roc-A-Wear, Jay-Z's line.

These lines, along with labels such as ENYCE, FUBU, Mecca and **Nautica** found at d.e.m.o. also have

become popular with suburban teens. As has hip-hop music.

Research shows that rap is about as popular in the suburbs as in the inner city. It's as popular with girls as with boys and nearly 75 percent of rap music sales are to whites.

"It's more than just music," noted Patterson. "It's a culture that includes music, dance, language and fashion. It's an attitude."

GRAPHIC: Color Photo B&W Photo Color Photos;
ALLISON LONG
d.e.m.o is one of the stores catering to teens' taste at Governor's Square.
ALLISON LONG, Democrat
These music-inspired shirts are at Hot Topic at Governor's Square. ALLISON LONG, Democrat
William Jefferson, above, is assistant manager of Underground Station at Governor's Square. He is holding a Girbaud shirt. Bekha Collins, below, peeks out from clothing at Hot Topic at Governor's Square.

LOAD-DATE: January 29, 2002

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Guys: Here's how to reflect a modern style without feeling absurd The Ottawa Citizen July 6, 2000, Thursday, FINAL

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The Ottawa Citizen

July 6, 2000, Thursday, FINAL

SECTION: Fashion Life; E4

LENGTH: 577 words

HEADLINE: Guys: Here's how to reflect a modern style without feeling absurd

BYLINE: Jackie White

BODY:
The fall wardrobe that an up-to-date kind of guy needs to stay looking up to date surfaced months ago from the men's clothing industry.

Turtleneck sweaters, dress-up-or-dress-down suits, miles of leathers and zip-front jackets were among the ideas pitched by designers and manufacturers at their New York runway shows. Luxe fabrics, a palette of new colours (red leather, anyone?) and even sweater sets for guys were in the mix.

Overall they endorsed mostly understandable garments. The message is that, depending on how men put clothing together, most can reflect a modern style without feeling slightly absurd.

Never mind that red leather or bright orange knits may not make the malls. You will see many versions and modifications of the designer vision.

The ongoing breakdown of the corporate uniform continues to spawn an explosion of ideas for business wear. Certainly, casual isn't going away soon, and the industry (and employers) are encouraging men to show up at the office in something dressier than what they wear for trimming the shrubs. Perhaps, if given options, men will put more effort into looking polished.

Styles that play multiple roles are front and centre. People are talking about the so-called "flexible" suit, often with smaller lapels, a bit of built-in stretch for comfort, a soft crepe texture and sometimes, though not obligatory, flat front trousers.

"People are more dressed," contends New York trend tracker Tom Julian, of Fallon McElligott advertising agency.

"We're seeing the return of the suit, but in a modern way," he says, referring to the new suit with a soft, unstructured silhouette, often worn with sweaters or tieless shirts. They turned up in many collections, including those of Joseph Abboud, Kenneth Cole and Ronald Chereskin.

The casual clothing trend has pushed knits to the forefront. Make way for sweaters, sweater sets, zippered jackets, mufflers that swing across the neck and even caps. In runway shows high-neck and mock turtlenecks, even pullover crew necks, were worn on their own or under suits, sport jackets and leather

jackets.

Turtlenecks may get a boost from the film Shaft. Most labels, including Claiborne (Liz Claiborne) for Men, Joseph Abboud, Kenneth Cole and Ron Chereskin, offered a vast array in several colours.

In the colour arena, black was abundant on the runways (Kenneth Cole showed mostly black) and remains high-priority, but colour emerged in earthy shades such as brown, tan and green as well as slate blue, grey and even bits of orange, red and, yes, aubergine or plum. (Joseph Abboud showed aubergine velvet evening wear.)

As for leather, skins were high-priority in the fashion arena in every label. Joseph Abboud showed tan blazers. Kenneth Cole offered a red leather thigh- length coat along with numerous black coats and blazers. Michael Kors made a strong point with red leather jacket and sweater. Some other likely hits and misses:

- Plaids made a strong showing in designer shows. Tommy Hilfiger preppie collection shouted tartans. And the familiar Burberry plaid is also reaping the benefit of a giant-sized revival.

- Zip-front jackets in high- tech fabrics as well as knits were everywhere in the designer shows. **Nautica's** version had a clean, space-age image.

- And finally, high-tech utility fashion with built-in pockets and bags for toting high-tech toys are clearly the future and will come soon to a store near you.

GRAPHIC: P Black & White Photo: Jeff Christensen, Reuters / New York runway trends that will be in the stores come fall: Relaxed sweaters (Sean John).; Black & White Photo: Brad Rickerby, Reuters / New York runway trends that will be in the stores come fall: Turtlenecks paired with suit jackets (Joseph Abboud).; Black & White Photo: Kathy Willens, The Associated Press / New York runway trends that will be in the stores come fall: Leather (Kenneth Cole).; Black & White Photo: Kathy Willens, The Associated Press / New York runway trends that will be in the stores come fall: Zip-front jackets (Kenneth Cole).

LOAD-DATE: July 6, 2000

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Men are finally stepping out in sandals Tulsa World (Oklahoma) July 13, 2000

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Tulsa World (Oklahoma)

July 13, 2000

LENGTH: 577 words

HEADLINE: Men are finally stepping out in sandals

BYLINE: LARRY MUHAMMAD

SOURCE: The (Louisville, Ky.) Courier-Journal

BODY:
Footaction USA is a mall store known for a boggling array of athletic shoes -- Reebok, Nike, New Balance, And1, K-Swiss, Saucony, Dada Supremes, FUBU and more.

But last year it broke the mold with a hot seller called Redstone, a $ 50, open-toed men's sandal with braided leather upper, polyurethane sole and Velcro or buckle fastener.

"The kids nowadays, that's what they look for," said Jihad, assistant manager of a Footaction USA store in Louisville, Ky. "The trend went from basketball sneakers, to running shoes and into sandals, all with the same attire, that laid-back, baggy look everybody's trying to hang onto.

"We always carried the Adidas and Nike sports slide, because that was part of sports activity. Leather sandals we started carrying last year, because that's what's going on."

Once a fashion stepchild, men's sandals are now being touted as a must-have accessory.

Johnston & Murphy, whose master cobblers have handcrafted cap-toes and wingtips for every U.S. president in the 20th century, went with sandals in a big way this year. The company offers six styles, from the casual sling-back, open-toed Vizen at $ 110 to the luxurious $ 265 Marcello with alternating top straps of crocodile and calf.

"Last year we had Eccos, Rockports and **Nauticas,**" said Michelle McAfee, manager of Johnston & Murphy in Louisville, Ky. "And they were selling so well, we figured why not sell our own brand, with a 150-year tradition behind it?"

It used to be that only hippies, the courageously style-conscious or very self-confident men would be bold enough to wear sandals other than at poolside, the back yard or the beach.

Acceptable, though still considered somewhat adventurous, was the so-called California sandal -- closed heel with braided front exposing a little toe, which was recently revived in Cole Haan's classically styled $ 135 Kula.

More conservative yet was the so-called city-sandal, a leather-soled buckle shoe with the sides cut out, showing a flash of metatarsus. It was a dress-sandal forerunner marketed to conservative dressers.

What may have finally made sandals an acceptable footwear option for men were the German import Birkenstock and the

Tevas sport sandal invented by Grand Canyon whitewater-rafting guide Mark Thatcher in the 1980s. Both had opened-toed but rugged looks.

Now, the stupendously chic Miuccia Prada has a $ 350 rubber-soled, Velcro-fastened knockoff of the $ 75 Tevas, and The Gap has resurrected the 1960s flip-flops for $ 10.

Dillard's department stores have at least 23 brands, including heavy-duty, top-stitched Dr. Martens ($ 79-$ 120); Bacca Bucci's $ 109 dress mules; $ 69 Polo Sport slides in green and orange suede; the double-strapped, sling back Donald Plinter dress sandal in polished black leather for $ 174; and many others by names like Timberland, **Nautica,** Bass, Kenneth Cole, Sperry, Mezlan and Tommy Bahama.

"You see them everywhere, on guys in shorts to be comfortable, or khakis and a sport coat going out to dinner," said McAfee of Johnston & Murphy.

Bruce Miller of Louisville said he completed his Kentucky Derby ensemble of dress slacks and body shirt with Italian-made $ 150 Vero Cuoios.

They've got one top strap, a heel strap, and are designed like the squared-toed shoes so popular now," said Miller, a Northwest Airlines customer service agent. "I bought them in South Beach in Miami, and everywhere I went, people commented on them."

GRAPHIC: COLOR PHOTOS

Gannett

Johnston & Murphy offers a variety of sandals for the workplace (left) and casual weekends (above).

LOAD-DATE: July 19, 2000

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Tie-Ins: Fashiony DC Comics Go Zap! Pow! in the Dresser BRANDWEEK July 17, 2000

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BRANDWEEK

July 17, 2000

LENGTH: 240 words

HEADLINE: Tie-Ins: Fashiony DC Comics Go Zap! Pow! in the Dresser

BYLINE: By Sandra Dolbow

BODY:
DC Comics, home to action heroes who offer up plenty of Bamm! Szzaapp! and Whaam! will look to knock out readers with a twist-an eight-page Fall Fashion Preview bound into two million copies of Superman Adventures, Batman, Impulse and additional DC titles. **Nautica** Children, Levi's and Six Flags are aboard for the premiere run.

The glossy insert launching Aug. 2 will target DC's 7.5 million readers, primarily males age 12-24, dubbed as "cool guys who like to look good and buy fashion merchandise," but who may need guidance on what to wear on a date. Edit has an edgy, comic-book style created by artist Paul Pope. DC vp Richard Bruning is creative director.

Nautica is going for an added-value punch in October issues of Impulse, in which the teenage crime-fighter will wear **Nautica** duds. Some 15,000 Batman: Gotham Adventures, Superman Adventures and Impulse comics will be polybagged as a three-pack and distributed nationally in Lord & Taylor, Dillard's and other retailers.

"The insert gives advertisers a vehicle for reaching this hard-to-reach audience in an environment that is cool and hip to begin with and uncluttered-unlike fashion magazines," said Joel Ehrlich, svp-advertising and promos for DC Comics.

Another quarterly insert on videogaming, due in early 2001, will play up the Sony PlayStation 2 and advice from experts. Extreme sports, music and film- themed issues are in the works. J

LOAD-DATE: July 19, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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OXFORD QUARTERLY NET UP 20%; Brief Article; Statistical Data Included WWD July 19, 2000

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WWD

July 19, 2000

SECTION: Pg. 10 ; ISSN: 0149-5380

IAC-ACC-NO: 63594175

LENGTH: 855 words

HEADLINE: OXFORD QUARTERLY NET UP 20%; Brief Article; Statistical Data Included

BYLINE: Ryan, Thomas J.

BODY:
NEW YORK -- Riding sterling earnings and sales gains in its private label women's apparel business, Oxford Industries reported earnings rose 20 percent in the fourth quarter ended June 2.

In a clear demonstration of its growing importance at the company, women's wear accounted for more than 42 percent of the company's sales and 63 percent of its operating profits for the period.

Profits improved at its dress shirt and tailored clothing business, though sales gains were only modest. Men's slacks was the one clear underperformer.

The Atlanta-based firm earned $ 7.3 million, or 94 cents a share, in the quarter, up from $ 6.1 million, or 74 cents, a year ago. Sales advanced 9.4 percent to $ 246.4 million from $ 225.3 million.

In the fiscal year, earnings dipped 11.2 percent to $ 23.4 million, or $ 3.02, from $ 26.4 million, or $ 3.11, a year ago. Sales dipped 2.7 percent to $ 839.5 million from $ 862.4 million.

J. Hicks Lanier, chairman and chief executive, said in a statement that the sales gains during the fourth quarter were driven by "continuing strength" in its women's segment, which sells private label goods to the mass channel. "Improved profitability during the quarter was driven by the sales gain and improved gross margins," Lanier said.

Commenting on the full year, Lanier said the firm was hampered by the loss of its Polo for Boys license, which accounted for more than 10 percent of sales the prior year. Excluding the lost Polo sales, net sales were up 7 percent in fiscal 2000. To make up for the lost license, Oxford during its last twelve months acquired Izod Club Golf, and entered into licensing agreements for Tommy Hilfiger women's golf, to launch spring 2001; DKNY Kids, to ship this fall; and Slates tailored clothing, to bow in spring 2001.

"We expect these and other new initiatives to enable us to continue to build our branded business and to maintain our leadership position in private label merchandise," said Lanier.

However, he added, "Uncertainties about the economy and consumer spending moderate our near-term growth expectations. However, we remain optimistic about continued profitability improvement in the

coming fiscal year. We will continue our search for acquisitions and licenses with a focus on high valued-added private label and branded opportunities."

By operating segment, women's wear operating profits tripled in the quarter to $ 8.1 million from $ 2.6 million as sales climbed 19.5 percent to $ 104.7 million from $ 87.6 million. In the year, operating income surged 121.2 percent to $ 20.8 million as sales climbed 19.3 percent to $ 324.5 million, 38.6 percent of total company revenues.

J. Reese Lanier Jr., investor relations director, said the strength last year was driven by the collections businesses and a more than 20 percent increase at Next Day Apparel, a women's private label business with an emphasis on bottoms, acquired in August 1998.

"The growth came from Wal-Mart and Kmart and, to a lesser extent, Target," he said. "They just executed flawlessly this year."

Lanier Jr. said he suspects the women's business growth at Wal-Mart is being helped by Oxford's ability to meet that chain's inventory management system needs.

"The fact that we're a large player and we're technology savvy has helped us grow the business," he said.

In the Oxford dress shirt group, operating profit during the quarter grew to $ 4.4 million from $ 22,000, although sales nudged up just 1.5 percent to $ 67.4 million. Full-year earnings dipped 34.9 percent to $ 13.3 million, while sales slumped 23.3 percent to $ 240.2 million.

Lanier Jr. said the shirt group was hit the hardest by the loss of the Polo license. The Izod Club business "was successful for us this spring," and Tommy Hilfiger golf "improved their performance fairly dramatically." Ely & Walker "did well," and the private label sport shirt business "held its own," but private label dress shirts were "a little bit weak."

At Lanier Clothes, operating income during the quarter climbed 35.4 percent to $ 2.7 million from $ 2 million while sales rose 3.4 percent to $ 45.9 million. Full-year earnings rose 27.1 percent to $ 11.6 million with sales inching ahead 0.5 percent to $ 174.8 million. Growth was seen last year in its **Nautica,** Geoffrey Beene and Oscar de la Renta lines, with an "extraordinary" performance by **Nautica** dress slacks. Overall strength in the slacks and sports coats business improved margins. Private label tailored clothing was weaker.

In the slacks group, operating income tumbled 83.1 percent to $ 278,000 from $ 1.64 million in the quarter, though sales gained 10.6 percent to $ 28.3 million. In the full year, earnings dropped 42.3 percent to $ 3.9 million, while sales dipped 0.6 percent to $ 99.9 million. The group, which makes casual bottoms such as khakis and walking shorts, with primary customers including Lands' End and Eddie Bauer, was hurt by a quota problem in the Far East, Lanier Jr. said. "We think the [quota] situation is behind us, and we don't expect significant damage going forward," he said.

IAC-CREATE-DATE: July 26, 2000

LOAD-DATE: July 27, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)** [i]
Terms: **nautica and date(geq (1/1/2000) and leq (12/31/2000))** (Edit Search | Suggest Terms for My Search)
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APPAREL: GAZAL LANDS NAUTICA LICENCE Apparel July 24, 2000

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Apparel

July 24, 2000

SECTION: Pg. 6

LENGTH: 89 words

HEADLINE: APPAREL: GAZAL LANDS **NAUTICA** LICENCE

ABSTRACT:

Gazal Corporation has been granted a five year licence for **Nautica** Men's sportswear and apparel. The licence will be held by subsidiary Gazal Apparel and is for New Zealand and Australia. The licence takes effect from 1 January 1999. Managing director of Gazal Corp, Michael Gazal, says the deal also provides for options for the company to expand into other **Nautica** lines in the future. Other **Nautica** lines include women's sportswear, children's and infantswear, business shirts, homewares and the **Nautica** marine denim range.

JOURNAL-CODE: WAPP

LOAD-DATE: March 10, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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DECISIONS, DECISIONS. WWD July 26, 2000

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July 26, 2000

SECTION: Pg. 2B ; ISSN: 0149-5380

IAC-ACC-NO: 63746077

LENGTH: 340 words

HEADLINE: DECISIONS, DECISIONS.

BYLINE: Lee, Georgia

BODY:
ATLANTA -- The nominations are in for the fifth annual DIVA awards. Winners will be announced Oct. 28 at the annual DIVA awards gala, to be held at the Marriott Marquis in downtown Atlanta. Around 950 people are expected to attend the black-tie event, compared with 800 last year. The theme, "A Night at the Copacabana," is inspired by Miami Beach in the Forties and will include dinner and dancing. Emme, of the E! Channel's "Fashion Emergency" program, hosts this year and is also the recipient of the Impact Award for fashion journalism. Emme will also launch a new apparel line, "True Beauty," at the AmericasMart this August. This year's event will promote networking, with a setup that includes ice cream bars and coffee stations in addition to a sit-down dinner.

CATEGORY: Contemporary

NOMINEES: BCBG Max Azria, Poleci, Teenflo

CATEGORY: Dresses

NOMINEES: Cynthia Rowley, Cynthia Howie for Maggy Boutique, Tessuto

CATEGORY: Bridge

NOMINEES: Lafayette 148, Olsen Collection, Zelda

CATEGORY: Betterwear

NOMINEES: Lilly Pulitzer, Revue, Sigrid Olsen

CATEGORY: Better Classics

NOMINEES: Central Falls, David Brooks, Telluride Clothing Co.

CATEGORY: Fashion Accessories

NOMINEES: Pierre Urbach, Annabel Ingall, Brighton Accessories

CATEGORY: Fashion Jewelry

NOMINEES: Barse & Co., Judith Jack, Geo Art

OTHER CATEGORIES:

CATEGORY: Men's Wear, Classics

NOMINEES: **Nautica,** Timberland, Warren Sewell

CATEGORY: Men's Wear, Urban/Hip-Hop

NOMINEES: Sean John, Pelle Pelle, Mecca

CATEGORY: Children's Wear

NOMINEES: Chevingnon, Cottontail Originals, **Nautica** Boys

CATEGORY: Swim & Resortwear

NOMINEES: Fresh Produce, Ritchie Swimwear, Tommy Bahama

CATEGORY: Intimate Apparel

NOMINEES: Canyon Group, Cosabella, Nick & Nora

CATEGORY: Bridal

NOMINEES: Alfred Angelo, Jessica McClintock, Mon Cheri

CATEGORY: Prom/Pageant

NOMINEES: Alyce Designs, Claire's Collection, Precious Formals

CATEGORY: Special Occasion

NOMINEES: Gilar, Bob Mackie, Kay Unger

IAC-CREATE-DATE: August 8, 2000

LOAD-DATE: August 09, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Feature: Cruise Travel Becomes New Vogue in Hong Kong XINHUA GENERAL NEWS SERVICE July 29, 2000, Saturday

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July 29, 2000, Saturday

SECTION: DOMESTIC NEWS; ECONOMIC

LENGTH: 669 words

HEADLINE: Feature: Cruise Travel Becomes New Vogue in Hong Kong

DATELINE: HONG KONG, July 29

BODY:
With champagnes and red carpet, SuperStar Leo was welcoming a new group of passengers, who would take a leisure cruise on the high seas Saturday.

Having a week long tiring work, the passengers find a shelter for relaxation on board of SuperStar Leo. The 13-deck vessel, the largest luxurious cruise ship in the Asia-Pacific, would take them away from the noisy urban site to enjoy a tranquil, but exciting lifestyle on the sea.

At five o'clock in the afternoon, SuperStar Leo departed from the Hong Kong harbor in the sound of sailing melody. A wide range of entertainment, from disco to concert, and from sports to the lottery draw, unveiled on board.

"Cruise travel is forming a new vogue for recreation in the Asia-Pacific. Hong Kong people become very happy with it," said Magnus Gottberg, captain of SuperStar Leo.

Captain Gottberg, from Sweden, began to work as passenger captain in 1983 and has been captain of SuperStar Leo since its delivery in September 1998. He told Xinhua that SuperStar Leo is different from other passenger ships, and it aims to bring the free and easier cruising pleasure to passengers.

SuperStar Leo is owned by Malaysia-based Star Cruises. Incorporated in September 1993, it has grown to a leading cruise line in the Asia-Pacific, representing a bold initiative to tap Asia-Pacific's potential as an international cruise destination.

Star Cruises operates in the Asia-Pacific a fleet of 12 vessels, all of which are named under the horoscope. It has established cruise hubs in Singapore, Hong Kong, Bangkok, Taipei, Pusan and Kobe, with its itineraries across the Asia-Pacific region.

Captain Gottberg boasted that SuperStar Leo, which is 268 meters long and weighs 76,800 tons, is the largest and first world- class megaship in the Asia-Pacific with its navigation equipment being the latest in the world.

"SuperStar Leo is a very fast ship with the speed of 25 knots, which makes it possible for us to reach the destinations overnight.

"Sailing from Hong Kong in the afternoon, we can arrive in China's southern ports of Sanya or Xiamen the

day after. No other cruise liner has such a schedule convenient for passengers," he said.

SuperStar Leo won increasing popularity in Hong Kong, he said, and every cruise liner is almost fully booked, especially in summer season.

"Some passengers from Australia and other Western countries also came to like SuperStar Leo, and I can meet some passengers who take the cruise two or three times," he said.

When the night was falling, the restaurants on board began to serve dinner with a variety of Western and Asian food. All passengers are free to take meals at two main dining rooms, Windows and Garden Restaurants, in addition to the casual dining at the Raffles Buffet.

SuperStar Leo also offers the most number of "alternative dining" restaurants compared with any other cruise ship with four "alternative dining" outlets serving Chinese, Japanese and French cuisine. The prices at these restaurants are similar to hotels in Hong Kong.

After meal, a wonderful singing and dancing performance staged at the Moulin Rouge Showroom. A four-person band was playing the latest pop music at the Galaxy of the Stars Night Club. Many youngsters, returning from the swimming pool on board, had fun at the Celebrity Disco.

Moreover, the stores on board were attracting passengers with a wide selection of brand names like Gucci, Fossil and **Nautica** at very special prices.

For the convenience of passengers, the magnetic card serves as both the room key and credit card on board. Passengers can make payment anywhere on SuperStar Leo with the card.

Captain Gottberg said Star Cruises pursues the highest level of service for each passenger.

"With some 2,000 passengers on board, SuperStar Leo has crew members of more than 1,000," he said. "What we do is just to create a fantastic cruise holiday for our passengers."

LOAD-DATE: July 30, 2000

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Hot fall fashions scream, 'I gotta be me' Great Falls Tribune (Great Falls, MT) July 30, 2000 Sunday

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Great Falls Tribune (Great Falls, MT)

July 30, 2000 Sunday

SECTION: PARADE; Pg. 6P

LENGTH: 386 words

HEADLINE: Hot fall fashions scream, 'I gotta be me'

BYLINE: Rosanne Radcliffe, Staff

BODY:
By ROSANNE RADCLIFFE Tribune Staff Writer

School days are ahead, and you can't go back wearing last year's jeans or your summer sandals.

So what do you wear for the new millenium school year?

Anything that shows you're not afraid to be yourself, Darcie Jo Jurenka, one of The Buckle's new store manager's said.

"Our slogan this year is 'Show your true colors,' and that's what our line of clothes influences," she said. "The style today is to dress in what's comfortable for you, but then again, it's to dress in style too."

And there are several cool brands of clothing to do that with, according to Jurenka.

Nautica and Ecko are popular brands that are making their way into the fashion craze.

Target employee, Debby Archey who works in the kids clothing department, said Circle is a brand that is popular for kids between the ages of 7 and 13.

Circle is exclusive to Target and is a casual and trendy style, store manager Pat Kirkpatrick said.

"Circle is pretty popular and a high quality brand," he said.

Archey said Capri's and flood pants are also popular with the little girls while Pokemon and Dinosaurs clothes are a big hit with the young kids as well.

For the older kids, Jurenka said another fashion statement is to match shoes and belts with the rest of the outfit in detail.

"Being able to match accessories to an outfit is a hot look," she said. "We have belts now that have the same print on them as some of the clothes do. A lot of our snake and python prints are trendy for this style, as well as boots with wooden bottoms."

Puka shells, which are Hawaiian necklaces, tiny bracelets, glitter and rhinestone jewelry are some

accessories that are hip for the girls, which can be purchased for around $15 or less. For some, a sort of a retro look accompanies these trimmings.

"It's sort of like a peasant girl with that '80s glam-girl look," Jurenka said. "For the guys, though, the athletic look is really influenced."

Whether it's the sporty appearance, bright hot colors, a natural western look, or stylin' snake print, your 2000-2001 school year will be fashionably stylish. Only it will be your fashion, and your style.

"It doesn't matter if you're young or old, or in elementary, high school or college, the look right now is to just be who you are," Jurenka said.

GRAPHIC: Karen Wilda, 16, of Great Falls High School isn't afraid to show her true colors in this outfit from The Buckle, which is part of their fall line of clothing. Tribune photos by Adrienne Gump; Tonya Hilbig, 17, of C.M. Russell High School models beefy shoes and bright colors from The Buckle's fall line. Big shoes aren't the wisest choice for growing girls.

LOAD-DATE: November 23, 2002

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Goodfellaz opens Iowa City Press-Citizen August 2, 2000 Wednesday

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August 2, 2000 Wednesday

SECTION: BUSINESS; Pg. 8A

LENGTH: 171 words

HEADLINE: Goodfellaz opens

BYLINE: Staff, Staff

BODY:
second store

The second Goodfellaz Authentic Urbanwear store location opened Tuesday in the Old Capitol Town Center.

Former UI football players Tavian Banks, Kerry Cooks and Richard Willock opened their first store at 877 22nd Ave. in Coralville last summer.

The store sells the latest urban wear and shoes, hip-hop clothing in addition to brands like **Nautica** and Tommy Hilfilger.

The new store is located on Old Capitol's second floor between Aladdin's Castle and Afterthoughts.

Jeff Cooks, also a Goodfellaz owner, said the store would be open during mall hours: 10 a.m. to 8 p.m. Monday through Friday, 10 a.m. to 6 p.m. Saturdays and noon to 5 p.m. Sundays.

On Sept. 1, the mall will be open until 9 p.m. Monday through Friday, until 7 p.m. Saturdays and until 6 p.m. Sundays.

"It's been pretty busy today," Cooks said.

Willock said the Old Capitol location was more convenient for some customers.

"When we were getting it ready, people were already asking if they could buy some of the clothes," he said.

LOAD-DATE: July 18, 2003

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Snowball.com Hosts Two Online Contests with Nautica Jeans to Attract Generation i Consumers to Nautica's Denim Brand Business Wire August 3, 2000, Thursday

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August 3, 2000, Thursday

DISTRIBUTION: Business Editors/Internet Writers

LENGTH: 755 words

HEADLINE: Snowball.com Hosts Two Online Contests with **Nautica** Jeans to Attract Generation i Consumers to **Nautica's** Denim Brand

DATELINE: SAN FRANCISCO, Aug. 3, 2000

BODY:
Contests Will Run on Snowball Networks' ChickClick.com and IGN.com

Snowball.com (Nasdaq:SNOW), the leading online network for members of Generation i and the companies that want to reach them, today announced that **Nautica** Jeans Company(Nasdaq:NAUT), www.Nauticajeans.com, selected Snowball.com to help launch **Nautica** Jeans for Women as well as promote the Men's denim collection. Snowball.com and **Nautica** Jeans created two contests to reach out to Snowball.com's over 7.2 million unique monthly visitors (Media Metrix, June 2000).

"Snowball is excited to help **Nautica** Jeans promote their brands to the Internet Generation," said Mark Jung, President and CEO of Snowball.com. "These co-branded contests offer great opportunities for our partners to connect with Snowball's millions of users."

"We chose Snowball.com as our exclusive online partner because we felt that Snowball best represents the hip, innovative and modern audience of young men and women that fit the **Nautica** Jeans attitude. This is a great opportunity for us to reach the huge audience of young people that frequent the Snowball networks," said Paulette McCready, President of **Nautica** Jeans Company.

The first contest launched July 15 on ChickClick.com, the Web's most progressive network of sites for young women. The ChickClick/**Nautica** Jeans contest will give away a "**Nautica** Jeans Head-to-Toe Makeover" in New York City. The winner will receive round-trip airfare and hotel accommodations for two to New York; a makeover compliments of Eve.com, including a consultation with beauty expert Charla Krupp; celebrity treatment at **Nautica's** showroom; a new **Nautica** Jeans outfit and a night out at a hot restaurant. To enter the contest, go to www.ChickClick.com/contests or www.Snowball.com. This contest is currently running and will extend through August 15, 2000.

The second contest launches August 15 on IGN.com, the number one gaming and entertainment site for young men. The IGN/**Nautica** Jeans contest will promote the **Nautica** Tech Vest to IGN's audience of over 4.4 million monthly users through September 15, 2000. The winner will receive a fully-loaded **Nautica** Jeans Tech Vest filled with headphones, a Handspring Visor(TM), a Sony CD Walkman(R) and CDs, plus an autographed photo and T-shirt from actress Shannon Elizabeth, star of the hit films "American Pie" and "Scary Movie." Shannon has been an IGN.com "Babe of the Day" and is featured in **Nautica** Jeans' fall 2000 ad campaign. Users can enter the IGN/**Nautica** contest by visiting www.contests.IGN.com or www.Snowball.com.

About **Nautica** Jeans and NauticaJeans.com

Nautica Jeans is a subsidiary of **Nautica** Enterprises, Inc. (Nasdaq:NAUT) and a leading international fashion and lifestyle company with products ranging from sportswear and accessories to a complete home line. **Nautica** Enterprises, Inc., through it's subsidiaries, company designs, sources, markets and distributes apparel under the following brands: **Nautica, Nautica** Competition, NST/**Nautica** Sport Tech, **Nautica** Jeans Company, John Varvatos, E. Magrath, and Byron Nelson. **Nautica** Jeans web site (www.nauticajeans.com) is a **Nautica** initiative aimed at attracting a younger consumer to its new denim brand. **Nautica** Jeans Company is a division of **Nautica** Enterprises, Inc., a public company with shares traded on the NASDAQ national market.

About Snowball.com

Snowball.com (Nasdaq:SNOW) is the leading online network for Generation i and the companies that want to reach its population of Web-centric young adults. Snowball aggregates top Generation-i-produced Web sites and brings its active Net-centric audience to companies that offer products and services targeted to the demographic. The company is the 26th largest Internet property, in terms of reach, according to Media Metrix (June 2000). Its primary networks include ChickClick.com, IGN.com and PowerStudents.com. Snowball.com is a publicly traded company headquartered in San Francisco, Calif., with offices in New York City, Chicago, Los Angeles and Norwalk, Conn.

Note to Editors: All brand and company/product names are trademarks or registered trademarks of their respective companies.

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amy.glickman@**nautica**.com

URL: http://www.businesswire.com

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dress CODEStudents don't have to break the rules in order to have the in look when school opens The Post and Courier (Charleston, SC) August 4, 2000, Friday,

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August 4, 2000, Friday, POST AND COURIER EDITION

SECTION: D, Pg. 1

LENGTH: 728 words

HEADLINE: dress CODE
Students don't have to break the rules in order to have the in look when school opens

BYLINE: JUDY WATTS; Of The Post and Courier

BODY:
Hallways and classrooms throughout the Lowcountry will be heating up soon with the business of learning and the latest in fashions. Teens are often on the edge of what's happening, not only in music and the movies, but also in dress.

A look back brings today into focus with a reprise of denim-is-king. While denim never really disappears - it's just too versatile for that - the last few months have returned the most wearable fabric in the world to its hippie heyday. From standard jeans to exotic dresses, denim is making an indelible mark on the year 2000 trends.

The folks at Cotton Incorporated indicate that a definite back-to-school must-have is a denim jacket or vest that tops off skirts, khakis, dresses or a favorite pair of well-worn jeans. Guys may go for the plain jackets, but women can opt for a softer look with embellishments such as embroidery, beading or buttons.

The six-pocket Wrangler Hero Expedition Jean with front cargo pockets, the Cell Pocket Jean by Riders and the CD Pocket Pant by Brittania look great and are designed for toady's technology. But for the most part, for security reasons, local schools ban, or at least discourage, students from carrying CD players, cell phones, beepers and the like.

Skirts and pants in all lengths and styles will find a home in schools around the Lowcountry as their doors open over the next two weeks.

Skirts will range from short and tailored to long and hippie-style. Fabrics will include cotton twill, rayon viscose and the hottest fashion trend for fall: leather and leather look-alikes.

Rules to be familiar with before you do your back-to-school shopping are the skirt-length requirements, shirt types and the kinds of shoes allowed.

At Fort Dorchester High School, which serves parts of Summerville and North Charleston, skirts and shorts must be at least as long as the wearer's fingertips when her arms are hanging by her side, according to Jo Lynn Harrison, the school principal's secretary.

"A new rule this year is that pants cannot sag and you cannot expose any underwear. Pants must be worn at the natural waistline," she says.

The footloose summer of wearing thong sandals (flip-flops), even if they are leather and cost a mint, is over when school begins.

"Students will have to get a change of shoes if they come to school in flip-flops," Harrison adds. "Also, another rule the girls have a hard time trying to adhere to is the one that doesn't allow spaghetti straps or wearing shirts that show the midriff."

Although halters are still a big fashion piece for fall, it's not a look that is acceptable in the classroom.

Animal prints are still a strong fashion statement, particularly for the young crowd, says Elizabeth Bufford, area sales manager for Dillard's.

"Jeans, of course, are very hot with flared legs," says Bufford.

"We have lots of synthetic leathers of all colors, especially in green and brown," she says. "The leathers are very lightweight. In fact, we got some jackets in the other day, and the material is like a stretch leather."

Bufford says jackets are showing a little longer line than they have in the last few years.

"They are not the chopped short jacket and fall a little longer on the hip. We have black and red jackets in already."

Leather vests, pants and some shirts are literally flying out of stores locally as fast as they come in, says shop owner Janyce McMenamin at RTW on King Street.

"We've had many leather pieces in, but they are gone almost as soon as I get them," she says.

Jeans will make a statement this fall in bleached and tie-dyed denim - but not just in blue. Slide into hot red, brilliant orange or the grapest purple denims.

Add the most feminine accessories like denim headbands, hair clips and kerchiefs then grab a denim bag to finish off the look.

Also strong this fall are sweaters in a variety of knits, including bulky stitched but sleeveless looks, loosely woven mohair, hooded and cowl and turtlenecks.

It's easier than ever to keep in step with fashion - the options are wide open. Add a dash of today to last year's look with a leather or denim accessory like a purse or interesting vest.

Mixing namebrands like Gap, Tommy or **Nautica** with less expensive items from discount stores can complete an outfit that's back-to-school perfect without breaking the budget.

GRAPHIC: Three Color Staff Photos by Brian McDermott A Tommy Jeans denim skirt and embellished vest are crisp with a collared white shirt. A plaid shirt and denims by Levi's are a classic look for men (266830) A faux-leather patchwork skirt paired with a loose-knit green mohair sweater by My Michelle offers a trendy but neat look for school. Men are always in style in a golf shirt and traditional khakis (266829) Soft leather pants by Wrapper and a sleeveless mock turtleneck shirt are a sleek alternative to jeans and a T-shirt (266831)

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Nautica Europe Projects Sales of $50M by 2003 DNR August 7, 2000

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Business and Industry
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DNR

August 7, 2000

SECTION: Vol. 30, No. 92; Pg. 2; ISSN: 1041-1119

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LENGTH: 517 words

HEADLINE: Nautica Europe Projects Sales of $50M by 2003

HIGHLIGHT:
Nautica plans to see $50 mil in sportswear sales in Europe by 2003

BODY:
Sportswear manufacturer designing, marketing line to appeal to European market

BY THOMAS CUNNINGHAM

COLOGNE, GERMANY -- **Nautica** wants to have a $50 million sportswear business in Europe by 2003 -- a figure that does not include the contribution of **Nautica** Jeans Co., which launches in the U.K. and Germany in 2001.

These are the plans of Mark Hammersley, the company's managing director for Europe, who detailed his plans at Herren Mode Woche Inter-Jeans show here last week. "This show is a real opportunity to connect with the maximum number of retailers," he said, "and it's not just Germans -- there are a lot of Scandinavian, Dutch and Belgium buyers here as well. So that gives it a real European dimension."

Nautica's earlier efforts to penetrate Europe through New York-based investment bank Financo were somewhat disappointing, in part because the firm used primarily distributors and agents.

But now, **Nautica** is employing a true European strategy. "If you're serious about Europe, you have to present the brand to a Spaniard in Spain," Hammersley said. "You must have a European team. It's very important to have people who understand the market. We're taking the spirit of the brand from the U.S. and making it European. If you just bring in an American concept, you will struggle."

For the first time, **Nautica** Europe's spring 2001 line was designed entirely for the European market. That means sizes are smaller, pants are trimmer, and colors, particularly in the **Nautica** Competition line, are brighter.

So far the response from retailers to the new line has been extremely encouraging, Hammersley said. "We want to have a turnover of $50 million by 2003, and I feel reasonably comfortable that we'll get there based on where we are now."

Nautica is also backing up the brand with a $4 million marketing budget. The advertising, too, has been

developed specifically for the European market.

And there are plans for a retail element as well. The company is planning to open about a dozen full-price retail stores in Europe. The stores will be about 1,200 square feet and located in resort areas such as Portofina, Italy. The company is also planning a London flagship.

In Europe, the **Nautica** collection is priced higher than in the U.S. and skews to an older customer.

The firm also took better control of its distribution by opening its own subsidiaries in Germany, Italy and Spain -- other countries are handled by distributors and agents.

Key markets are the U.K. and Italy, with Germany close behind. Spain and Scandinavia are growth areas, and **Nautica** will be in Russia for the first time next year.

In other show news, Friday's high point was Rene Lezard's packed show in Hall Seven. More than 20 models paraded a complete collection ranging from brightly colored shorts and horizontal-striped knits to clean, pinstriped suits.

"It's classic with a freaky touch," said Jorg Ehrlich, who designs the line with partner Otto Droegsler. "We wanted to show color in the collection -- it's about how a businessman can escape from what he's forced to wear."

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Decking out the diaper set; $440 twin sets? $600 coats? Why not? Crain's Chicago Business August 7, 2000, Monday

Copyright 2000 Crain Communications Inc.
Crain's Chicago Business

August 7, 2000, Monday

SECTION: Pg. 3

LENGTH: 948 words

HEADLINE: Decking out the diaper set; $440 twin sets? $600 coats? Why not?

BYLINE: MARY ELLEN PODMOLIK

BODY:
Baby: the ultimate fashion accessory.

Don't worry that the little darling's cashmere sweater is sure to be stained by spit-up-or something worse. Never mind that the $583 satin christening gown will be worn for, maybe, two hours. And those newborn-size silk shantung capri pants are dry-clean-only? That's okay.

What really matters to a growing number of parents is this: When baby looks good, they look good. And a coterie of high-end boutiques is ready to help them outfit Junior in the very finest.

April Boado-Graves of Over the Rainbow Children's Shoppe on North Halsted Street, for instance, knows her pint-sized customers' sizes, favorite labels and what colors and styles flatter them best. Price, she's found, typically isn't an issue. And she expects that to be the case even if the high-rolling economy that's fueling this taste for deluxe baby duds falters.

"There will always be grandparents who want to spend money on their kids," says Ms. Boado-Graves, who opened Over the Rainbow two years ago. "If the economy goes bad, (this) will be the right place to be."

Designers whose sights are normally set on the runways of Paris and New York apparently agree. Versace, Ralph Lauren, **Nautica** and Tommy Hilfiger have rolled out baby wear and toddler lines. And European infant and toddler labels, such as Lili Gaufrette, Petit Bateau and Helena & Harry IV are finding new audiences, especially among parents who have put off having children and are therefore ready, willing and able to spend big bucks on baby's threads.

"Cody's wardrobe is better than my wardrobe," says Amy Stender, 38, a Donaldson Lufkin & Jenrette stock broker who was married for 14 years before giving birth 21/2 years ago to her daughter. "I do flinch a little bit, but I make a good living. If I'm going to splurge, I'm going to splurge on my daughter."

For those in the mood to splurge, the sky's the limit.

$600 coats

Petit Bateau cotton footie pajamas run $52 at Penny's from Heaven, a children's boutique founded four years ago with locations in Lake Forest and on Rush Street-where the window display features not only sweaters and hats but "The Children's Book of Virtues," edited by conservative social critic William J.

Bennett.

For special occasions, Penny's stocks silk dresses-perfect for flower girls-in the $275 range. This fall, owner Sarah Scott is adding Burberry winter coats starting at size 2T and priced at $325 to $600, and $440 girls' cashmere twin sets. Many of the sweater sets have been sold sight unseen.

Even Gap Inc.-hopelessly low-end in the minds of some discriminating shoppers-is getting into the act. For fall, Baby Gap is offering a dry-clean-only, hooded cashmere sweater for $120 that comes in sizes as small as 3 months.

To parents like Linda Leffingwell, a 36-year-old mother of three who prefers Armani and Gucci for herself, it's not just about style, it's about substance.

"It's important for me to have my children growing up knowing there's a difference," says Ms. Leffingwell, who helps run the family horse farm in north suburban Old Mill Creek near Wadsworth and treks to Neiman-Marcus and Penny's to outfit her sons and daughter. "I think it makes a difference in their behavior. I know some people may see this as wasteful, but in the long run, it benefits them."

Some shoppers' motives may be simpler-and hardly new. Parents through the ages have fretted over their children's appearance, believing it reflects on them. What's different today is the amount that even middle-income families seem willing to spend to make sure that reflection is glowing.

"Women are much older when they're having their kids, so, obviously, both financially and in every other way, they're living better lives," says Irma Zandl, president of Zandl Group, a New York-based trend research firm. "Also, with having kids but maybe not as many, you lavish more on them."

This impulse is propelling growth in the infant and toddler wear segment. Last year, cash registers nationwide rang up $7.9 billion in infant and toddler apparel, up 11% over 1998, according to NPD Inc., a New York-based research group that tracks apparel sales.

Perhaps inevitably, chic baby clothes are also selling on the Web.

Billing itself as an "exclusive designer online store for baby and children's products," Buffalo Grove-based RainBee.com, founded by Harina Kapoor, a former Motorola Inc. engineer, became profitable only a year after its 1997 launch. The site features labels such as Baby Lulu, Deux par Deux, Rosetta Millington and Giesswein. A Helena & Harry IV special-occasion dress of silk dupione and beaded lace sells for $198 there. And Giesswein's "Eshe" coat, a long, boyles wool number, lists at $204, starting in size 1T.

Aiming to pamper

Even online boutiques must stress service to retain this breed of customer. RainBee describes its "WorkerBeez" as a "warm and fuzzy bunch." But brick-and-mortar retailers also aim to pamper.

At Over the Rainbow, for instance, Ms. Boado-Graves has already picked out Christmas dresses for the 2- and almost 5-year-old daughters of one of her regular customers, a South Sider who estimates he spends $4,000 at Over the Rainbow annually, along with additional play clothes bought at Bloomingdale's, Gap and Oilily.

With an average customer transaction of $250, Ms. Boado-Graves says she is considering adding a location. But for now, her next project is her first child, a girl, due in three months. She doesn't know if she'll be as "extreme" a shopper as some of her customers, but she admits she's already carrying a bag of clothes home with her every week.

GRAPHIC: Baby chic: April Boado-Graves' Over the Rainbow Children's Shoppe caters to customers who

spend, on average, $250 per visit to outfit their tiny offspring in the finest fashions.

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WHAT ARE THE COOLEST KIDS WEARING THIS FALL? FIERY REDS AND BLAZING ORANGES;BECAUSE THEY ARE . . .;THE HOT COLORS Sun-Sentinel (Fort Lauderdale, FL) August 8, 2000, Tuesday,

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August 8, 2000, Tuesday, Broward Metro EDITION

SECTION: LIFESTYLE, Pg. 1E

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HEADLINE: WHAT ARE THE COOLEST KIDS WEARING THIS FALL? FIERY REDS AND BLAZING ORANGES; BECAUSE THEY ARE . . .;
THE HOT COLORS

BYLINE: ROD STAFFORD HAGWOOD ; Fashion Columnist

BODY:
No matter how you look at it, it's bound to be a colorful school year.

Here in South Florida, the subtropical climate has practically demanded bright summer colors. With other atmospheric conditions, we could be wearing the studious shades found on colder shores: gray, black, brown, navy and a little green, when you feel like kicking up your heels.

But we live in SoFla, where the sun itself is never more than three feet away from you ... even at night. You're going to need some bright colors to ward off that fiery ball in the sky.

What you need is a rainbow coalition: bright, brilliant hues of royal blue, magenta, turquoise and red. Lots of red. And orange. The two must-have colors of the school year: red and orange. Don't believe us, check out MTV.

Wearing everything from the ubiquitous Self Esteem line to designer duds right off the runway, Janet Jackson works sugary pinks and orange tees in the Doesn't Really Matter music video, while SR-71's Right Now video is ablaze with color, particularly in the warmish shades of orangey-reds and reddish-oranges. In videos from Britney Spears to Aaliyah, young women are swathed by their stylists in Crayola colors. Even the dour group Everclear is in signature black apparel, but their hair is an explosion of juicy fruit colors.

But teens in SoFla always say comfort and convenience is what's most important for them. So don't expect utility chic to go away. Techno style is here for a while: drawstrings, pouch pockets, zippers, color-blocking, neoprene, glossy pea coats or glossy fishing vests, rip-stop nylon, mesh, snaps, hooded sweatshirts, windbreakers and cargo pants worn with everything. Teen People magazine swears every pattern from preppy plaid to punky stripes is "in."

GRAPHIC: PHOTOS 4, (color) UNDER the hood: Hooded yellow slickers and techno pants from The Children's Place, look great, even when you're just sitting around.; (color) ROLLING ALONG: When you are getting squeezed in traffic, what better color to be wearing than orange? The cotton mesh moto T-shirt from American Eagle Outfitters fits all occasions.; (color) LOOKING HIP: **Nautica's** orange hipster bag helps carry the fashion sense.; (color) LO AND BEHOLD: A magenta Xhilaration tie-back cotton tank and embellished cropped jeans from Target brighten any room.

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PYTHON CHARMS STREET The Toronto Star August 10, 2000, Thursday, Edition 1

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The Toronto Star

August 10, 2000, Thursday, Edition 1

SECTION: LIFE

LENGTH: 98 words

HEADLINE: PYTHON CHARMS STREET

BODY:

Frock Watch

Bernadette Morra

Bartender Darren Kwik was amused to hear python is a hot fashion look, though his interpretation, worn as he rolled along Queen St. W. recently, is an extreme version of the trend.

"This is my casual at the beach but not at the beach look. I'm wearing Modrobes pants and a **Nautica** Jeans hat.

"And this is Squeeze. He's a three-year-old red-tail boa which is a very rare breed. A friend brought him back from Columbia.

"Squeeze doesn't mind that I'm not wearing a shirt. He's happy as long as he has something to hang on to."

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CALENDAR St. Louis Post-Dispatch (Missouri) August 12, 2000, Saturday, FIVE STAR LIFT EDITION

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St. Louis Post-Dispatch (Missouri)

August 12, 2000, Saturday, FIVE STAR LIFT EDITION

SECTION: LIFESTYLE, Pg. 6

LENGTH: 553 words

HEADLINE: CALENDAR

BYLINE: Compiled By Karen Deer

BODY:

GARDENING EVENTS

* The Gardeners of St. Charles County will hold a flower, fruit and vegetable show from 10 a.m. to 3 p.m. today at the Mid Rivers Mall in St. Peters. The show is open to all amateur gardeners in St. Charles County and the surrounding area. For more information, contact Fran Pike at 636-441-3895.

* Sugar Creek Gardens, 1011 North Woodlawn in Kirkwood, will present: "Using Plant Materials for Creating Garden Walls" at 10 a.m. today and "Ornamental Grasses as Specimens in Your Sun Garden" at 10 a.m. Aug. 19. Information: 314-965-3070.

FASHION EVENTS AND TRUNK SHOWS

* The St. Louis County Library Headquarters, 1640 South Lindbergh Boulevard, will present a free video at 6 p.m. Aug. 23. The video will feature runway shows and commentary from couture houses in the fashion capitals of New York and Europe. The video will be presented by the St. Louis Chapter of Fashion Group International. For more information, call 314-845-7488.

* Coming up at Famous-Barr:

The **Nautica** Jeans Misses Fit event is planned from noon to 3 p.m. today at the St. Louis Galleria store, second floor. A **Nautica** specialist will help fit customers from the new denim collection.

Girls (12 and under) are invited to have a manicure by professional manicurists at the Barbie Manicure event today at the St. Louis Galleria store, third floor, adjacent to the Barbie area in girls accessories. Limited to the first 50 girls.

Lancome presents "Beauty Therapy" Thursday, Friday and Aug. 19 at the Westfield Shoppingtown South County store. Enjoy a facial massage and a hand treatment in the privacy of a minisalon, followed by a makeup application. For an appointment, call 314-892-0110, Ext. 3216.

* Coming up at Neiman Marcus, Plaza Frontenac:

A complimentary Geurlain facial and makeover will be available from 10 a.m. to 6 p.m. today in Cosmetics.

For an appointment, call 314-567-9811, Ext. 2119.

View the Bill Blass Fall 2000 collection during a trunk show from 10 a.m. to 6 p.m. Wednesday and Thursday in the Couture Salon. Informal modeling is planned from 11 a.m. to 3 p.m. both days.

* Coming up at Saks Fifth Avenue, Plaza Frontenac:

Clarins Skin Care event continues through today in the Cosmetic Spa Room, main level. For an appointment, call 314-567-9200, Ext. 361.

Preview the new body shimmers by Stila today in the Cosmetic Department, main level.

DKNY Sell Day is set for Thursday in Active Sportswear and Ladies Shoes, main level.

Chanel "Get Ready for Fall Color" event will be Thursday through Aug. 19 at the Chanel counter in the Cosmetic Department, main level.

Clinique "Anti-Gravity" day at the spa will be Thursday through Aug. 19 in the Cosmetic Spa Room, main level. For an appointment, call 314-567-9200, Ext. 361.

Tahari Focus Day will be Friday in Active Sportswear, main level.

For more information on Saks Fifth Avenue events, call 314-567-9200. All events at Saks Fifth Avenue are Monday-Friday, 10 a.m. to 9 p.m.; Saturdays, 10 a.m. to 6 p.m., and Sundays, noon to five, unless otherwise noted.

* The Ultimate Bride, 1512 South Brentwood Boulevard, has planned the following bridal-gown trunk show by appointment only:

Today - Galina-Bouquet bridal and bridesmaid's gowns.

Information: 314-961-9997.

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